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**SMALL BUSINESS PROFILES**

**1987**

Canada 

# SMALL BUSINESS PROFILES

1987

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## **SMALL BUSINESS PROFILES**

*Small Business Profiles are a series of publications covering 108 kinds of small business in Canada, (see attached list). They open a statistical window on how a given industry operates in a given province or territory. Each profile contains six tables - selected operating ratios, financial ratios, balance sheet profiles, statement of changes in financial position, employment changes by size of business and selected operating characteristics of small businesses by sales quartile.*

*The profiles enable users to compare operating results (profits, expenses, sources of capital, etc) by kind of business, scale of operation (sales volume) and location of business. Such comparisons are a key component in the preparation of well conceived business plans, whether for new or growing enterprises.*



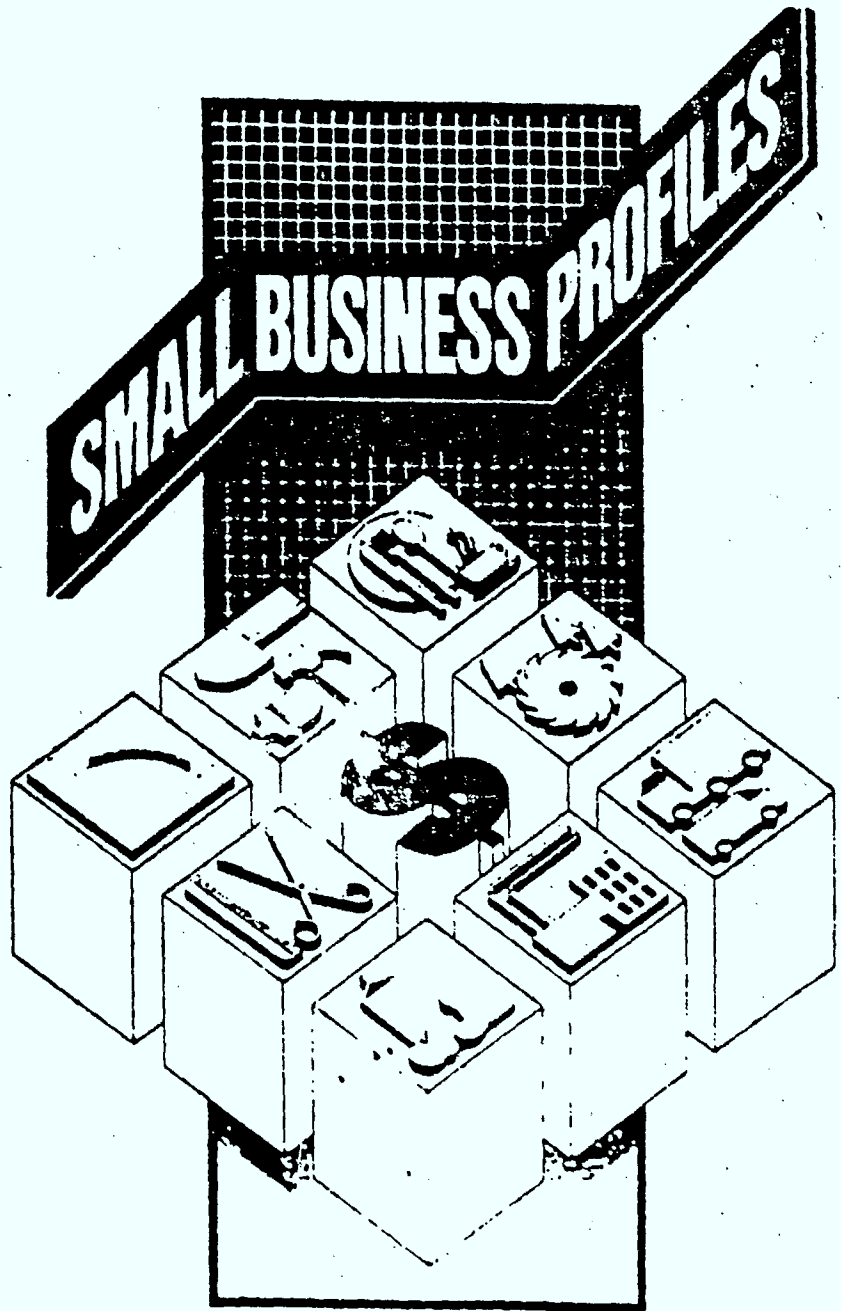




# TRUCK TRANSPORT INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



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

Canada, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	5,070													
Low sales value (\$000's)	(1)	(1)												
High sales value (\$000's)	(1)	48												138
														(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Vehicle expenses	31.8	26.8	32.9	37.7	30.0	95.1	33.5	29.5	34.8	38.8	30.6			
Depreciation	10.1	8.8	10.2	12.0	9.5	88.1	11.5	10.9	12.2	12.9	10.0			
Repairs & maintenance	9.6	8.7	10.7	10.4	8.5	67.9	14.1	15.9	16.1	13.9	11.3			
Fuel expense	12.1	9.3	11.9	15.3	12.0	83.6	19.1	17.6	19.3	21.6	17.3			
Personnel expenses	13.3	7.1	9.7	13.3	23.0	74.4	17.9	13.3	14.4	16.1	24.5			
Financial expenses	4.0	3.4	4.3	4.5	3.7	92.1	4.3	4.0	4.7	4.7	3.8			
Interest & bank charges	3.2	2.6	3.5	3.8	3.0	77.8	4.2	4.2	4.6	4.5	3.3			
Professional fees	0.7	0.7	0.7	0.7	0.7	75.6	1.0	1.2	1.1	0.9	0.8			
Other expenses	34.0	34.8	34.7	30.8	35.8	99.8	34.1	35.0	34.8	30.8	35.8			
Profit (loss)	16.9	27.9	18.5	13.8	7.4	98.3	17.2	28.3	18.7	14.1	7.6			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4560 - Truck Transport Industry

Businesses primarily engaged in the provision of all types of trucking, transfer and related services. Truck "broker-operators" are included in this industry.

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

Canada, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,703				
Low sales value (\$000's)	(1)	(1)	91	148	316
High sales value (\$000's)	(1)	91	148	316	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	25	3	8	17	74
Inventory	-	-	-	-	-
Other current assets	32	10	15	28	74
Total current assets	57	13	23	44	148
Fixed assets	101	32	67	83	221
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	8	10	38
<b>Total assets</b>	<b>172</b>	<b>48</b>	<b>98</b>	<b>137</b>	<b>408</b>
<b>Liabilities and equity</b>					
Current loans	13	4	6	10	31
Other current liabilities	48	14	29	34	116
Total current liabilities	61	18	35	44	148
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	9	17
Other liabilities	52	21	40	43	102
<b>Total liabilities</b>	<b>122</b>	<b>43</b>	<b>80</b>	<b>97</b>	<b>267</b>
<b>Total equity</b>	<b>51</b>	<b>5</b>	<b>18</b>	<b>40</b>	<b>139</b>

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

See Table 1 for symbols and notes.

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

Canada, Truck Transport Industries (SIC 456)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,703				
Low sales value (\$000's)	(1)	(1)	91	148	316
High sales value (\$000's)	(1)	91	148	316	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.7	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	8.6	4.5	2.4	1.9
Interest coverage ratio (times)	2.7	0.5	1.8	2.6	3.3
Debt ratio (times)	0.7	0.9	0.8	0.7	0.7

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

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

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,450				
Low sales value (\$000's)	(1)	(1)	93	155	316
High sales value (\$000's)	(1)	93	155	316	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	15	-	8	14	38
Depreciation	27	11	17	23	56
Other	-6	-3	-3	-7	-11
<b>Dividends</b>	-5	-2	-2	-4	-11
<b>Investment activities</b>					
Disposal of fixed assets	18	7	21	16	29
Purchase of fixed assets	-47	-15	-31	-35	-107
Increase in investment	-2	-1	-2	-1	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	24	7	17	18	53
Repayment of long term debt	-21	-6	-16	-19	-43
Loans from shareholders	7	6	4	3	13
Repayment of loans from shareholders	-8	-4	-10	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-1	-	-1	-2
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	3	1	3	4	4
Cash & equivalents-Beginning of the year	8	-2	9	11	15
Cash & equivalents - End of the year	11	-1	12	15	20

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	18,066	2,921,085	136.142	3,718	2,293
less than 20	16,812	810,160	35.598	3,595	2,225
20 - 99	827	610,667	27.193	81	39
100 - 499	296	699,874	30.521	34	24
500 and over	131	800,384	42.830	8	5
<b>1987</b>					
Total	21,463	3,667,419	153.688	4,470	...
less than 20	20,043	1,059,091	41.552	4,332	...
20 - 99	969	796,424	31.664	95	...
100 - 499	321	879,811	34.483	36	...
500 and over	130	932,093	45.989	7	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	8,862				
Average sales \$	153,338	37,148	65,324	107,415	402,963
Average expense \$	137,240	28,547	53,869	90,817	375,726
Average net profit (loss) \$	16,098	8,601	11,955	16,598	27,237
Businesses reporting a profit (No.)	8,173				
Average sales \$	151,757	37,200	65,806	107,285	396,736
Average expense \$	130,389	26,158	50,856	87,060	357,482
Average net profit \$	21,368	11,042	14,950	20,225	39,254
Businesses reporting a loss (No.)	889				
Average sales \$	160,436	36,814	85,940	108,337	430,652
Average expense \$	172,771	44,081	72,680	117,492	456,851
Average net loss \$	-12,335	-7,247	-6,740	-9,155	-26,199
<b>1986</b>					
Number of observations in sample	8,186				
Average sales \$	155,311	37,452	67,098	112,328	404,365
Average expense \$	140,214	27,793	54,758	97,595	380,709
Average net profit (loss) \$	15,097	9,659	12,340	14,733	23,656
Businesses reporting a profit (No.)	7,278				
Average sales \$	155,637	37,683	67,197	111,949	405,720
Average expense \$	134,699	25,120	51,465	93,503	368,702
Average net profit \$	20,938	12,563	15,732	18,440	37,018
Businesses reporting a loss (No.)	908				
Average sales \$	154,278	36,250	66,470	114,642	399,748
Average expense \$	185,384	41,684	75,679	122,539	421,635
Average net loss \$	-11,106	-5,434	-9,209	-7,897	-21,887
<b>1987</b>					
Number of observations in sample	5,184				
Average sales \$	147,137	36,694	62,687	106,002	383,165
Average expense \$	132,291	26,528	51,072	91,396	360,169
Average net profit (loss) \$	14,846	10,166	11,615	14,606	22,996
Businesses reporting a profit (No.)	4,152				
Average sales \$	146,544	36,810	62,732	105,898	380,736
Average expense \$	125,910	23,712	47,202	86,624	346,102
Average net profit \$	20,634	13,098	15,530	19,272	34,634
Businesses reporting a loss (No.)	1,012				
Average sales \$	149,392	35,960	62,461	106,572	392,574
Average expense \$	161,574	44,267	70,552	116,826	414,651
Average net loss \$	-12,182	-8,307	-8,091	-10,254	-22,077

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

See table 1 for symbols and notes

# USER GUIDE

## SMALL BUSINESS PROFILES

A small business profile consists of a set of six tables containing selected expense and financial ratios, balance sheet and statement of changes in financial position, employment changes and operating data.

These Profiles enable users to compare key operating results by kind and location of business and scale of operation. Such comparisons are a key component of business plan preparation, evaluation of performance, as well as a tool to problem analysis.

### **TO READ THE TABLES**

#### **SELECT THE PROFILE FOR THE APPROPRIATE INDUSTRY AND REGION**

*Each profile covers one industry in one province, one territory or in Canada as a whole.*

#### **LOCATE THE APPROPRIATE SALES RANGE IDENTIFYING PROPER COLUMN OF DATA**

*Each table is divided into columns by sales range to allow users to pinpoint businesses of a specific size. Columns are identified at the top of each table by the lines entitled "Low Sales Value" and "High Sales Value" which define the lower and upper limits of the sales range.*

*All relevant data for a particular business in a given region are shown in the selected column (i.e. bottom 25%, lower middle 25%, upper middle 25% or top 25%).*

#### **TABLES 5 AND 6 ARE SELF EXPLANATORY**

*It should be noted, however, that data contained in table 5 are derived from a different source (summary of wages and salaries by employers) than tables 1 to 4 and table 6, which are derived from tax returns submitted to Revenue Canada, Taxation.*

A few examples of Profile use are demonstrated in the following pages. While the events and data are fictitious, the circumstances presented are common to many businesses.

## EXAMPLE 1 - BORROWING FOR BUSINESS EXPANSION

Small Business Profile data facilitate risk analysis of loan applications reviewed by bank managers and credit officers.

*Schooner and Associates Insurance Brokers, a small fictitious Vancouver insurance agency, applies for a \$100,000 bank loan to open a second branch. The Agency has a good reputation and has seen sales increase steadily since opening to \$250,000 in 1986.*

Schooner and Associates Insurance Brokers' financial position can be compared with the industry average for businesses of similar size using tables 2 and 3 of the Profile on "Insurance and Real Estate Agencies - British Columbia".

Schooner and Associates Insurance Brokers' \$250,000 sales level falls into the range for the upper middle.25% quartile. Exhibit A (on the next page) presents the data for analysis.

The profile data depict a relatively strong financial position for Schooner and Associates Insurance Brokers. The Agency's current and long term asset, and equity figures are higher than industry average. The Agency's greater ability to cover its short-term financial obligations is demonstrated by a stronger than average current ratio (2.1 vs 1.9)

A more conservative than average debt ratio (0.4 vs 0.9) indicates Schooner and Associates Insurance Brokers' financial stability and its capacity to handle more debt.

While complete risk analysis must include other components, such as an evaluation of the potential market, the profile information fulfills a fundamental requirement of this type of analysis.



EXHIBIT A

**Insurance and Real Estate Agencies (SIC 7611) - British Columbia - 1986**

Balance Sheet Profile 1986 <i>(Table 2)</i>	(\$000's)	
	Schooner & Associates Insurance Brokers	Industry Average Upper middle 25%
<b>Assets</b>		
Cash	97	45
Accounts & Notes Receivable	88	93
Inventory	25	18
Other Current Assets	57	24
<i>Total Current Assets</i>	267	180
Fixed Assets	143	125
Less: Acc. Dep. on Fixed Assets	36	33
Other Assets	115	141
<b>Total Assets</b>	<b>489</b>	<b>413</b>
<b>Liabilities and Equity</b>		
Current Loans	53	45
Other Current Liabilities	73	146
<i>Total Current Liabilities</i>	126	191
Mortgage Payable	-	29
Long-term Debt	75	66
Other Liabilities	17	55
<b>Total Liabilities</b>	<b>218</b>	<b>341</b>
<b>Total Equity</b>	<b>271</b>	<b>72</b>
	Times	
Financial Ratios <i>(Table 3)</i>	Schooner & Associates Insurance Brokers	Industry Average upper middle 25%
Current Ratio	2.1	1.9
Debt Ratio	0.4	0.9

## EXAMPLE 2 - ASSESSING A FINANCIAL POSITION

Small Business Profiles can assist in solving performance discrepancies by providing the information necessary to assess a financial position.

*Mr. Bolduc, owner of a Manitoba speciality food store (fictitious business) called "Spécialités Bolduc", is concerned about an increase in sales level and a corresponding decrease in profitability for 1986. He wishes to assess his business financial performance in order to identify the source of the problem. Cost figures were therefore extracted from the company's accounts and compiled in a series of ratios (as a percentage of sales) to facilitate the comparison.*

This evaluation can be carried out using table 1 of the profile on "Specialty Food Stores - Manitoba". As "Spécialités Bolduc's" 1986 sales of \$225,000 are in the \$145,000 - \$304,000 range, the upper middle 25% quartile provides the relevant data for analysis. The following table provides the information necessary for comparison.

**Speciality Food Stores (SIC 6012) - Manitoba - 1986**

Expense item (Table 1)	in percent of sales		
	Spécialités Bolduc	Industry Average - Upper middle 25%	Reporting * businesses only Upper middle 25%
Cost of Sales	54.5	55.1	55.1
Occupancy Expenses	11.7	11.2	11.2
Depreciation	2.0	2.7	2.9
Repairs & Maintenance	1.6	2.2	2.2
Heat, Light & Telephone	2.0	2.2	2.2
Rent	6.1	4.0	6.0
Personnel Expenses	25.9	20.8	21.2
Financial Expenses	1.5	2.8	2.8
Bank Interest & Charges	0.8	1.9	2.1
Professional Fees	0.7	0.9	1.0
Other Expenses	4.5	5.0	5.0
Profit (loss)	1.9	5.1	5.3

\* It is noteworthy that the total for each expense category (i.e. financial expenses) does not necessarily equal the sum of its components (i.e. bank interest and charges plus professional fees) due to a variation in the number of businesses reporting a specific item.

The figures show that "Spécialités Bolduc's" operating profits as a percentage of sales are below industry average (1.9 vs 5.1) . A comparison of cost ratios (as a percentage of sales) reveals that *occupancy expenses (especially rental costs) and personnel expenses* are higher than average.

When the sample used for comparison included those businesses reporting the item expenditure only, "Spécialités Bolduc's" costs can be more in line with the industry. Rent, for example, is 6.0% for this group compared with "Spécialités Bolduc's" 6.1%.

*As personnel expenses remain higher than average* when the new sample is examined, it appears likely that lower profitability is due to these expenses.

Mr. Bolduc has zeroed in on a possible cause of the problem and can now look for feasible solutions.

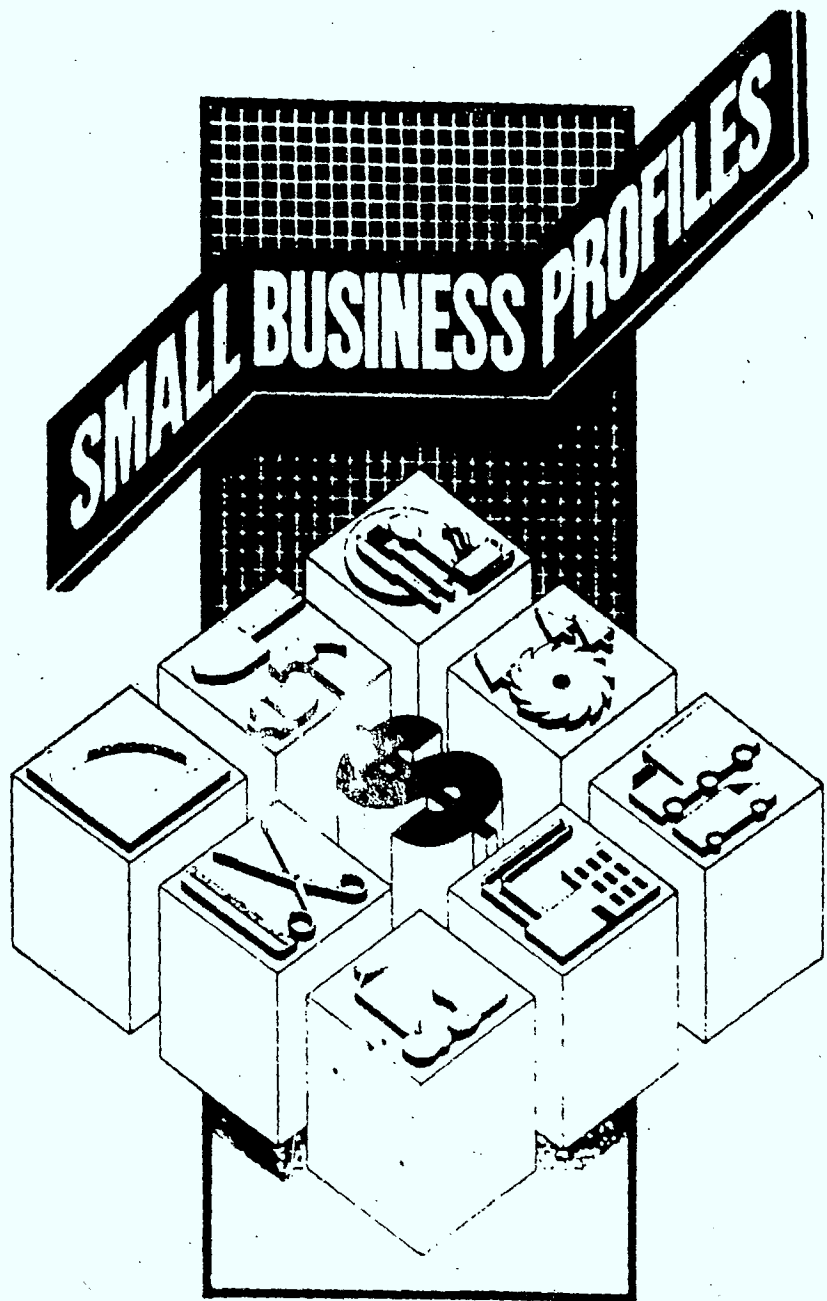




# ADVERTISING AGENCIES

CANADA

1987



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

## Canada, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	368										
Low sales value (\$000's)	(1)	(1)									
High sales value (\$000's)	(1)	47	101	101	250						250 (1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	7.8	0.3	8.7	12.0	10.1	19.9	39.2	3.9	44.4	46.4	39.0
Occupancy expenses	7.7	12.4	8.0	5.9	4.8	90.5	8.6	14.6	9.8	6.0	4.9
Depreciation	2.0	3.9	1.3	1.8	1.0	81.1	2.5	6.1	1.7	2.1	1.1
Repairs & maintenance	0.4	0.5	0.4	0.5	0.2	32.1	1.3	1.3	2.1	1.4	0.7
Heat, light & telephone	1.1	0.8	1.1	1.3	1.2	66.3	1.7	1.8	1.8	1.8	1.4
Rent	4.2	7.1	5.2	2.2	2.4	61.8	6.8	12.9	9.3	3.8	3.1
Personnel expenses	19.3	13.3	15.6	25.0	23.2	68.4	28.2	36.7	26.2	31.0	24.0
Financial expenses	2.6	2.3	2.3	3.8	2.2	89.4	3.0	2.7	2.8	4.0	2.3
Interest & bank charges	0.8	1.0	0.7	0.8	0.6	58.0	1.4	1.9	2.0	1.3	0.8
Professional fees	1.8	1.2	1.6	3.0	1.6	80.6	2.3	1.8	2.2	3.4	1.7
Other expenses	45.7	41.5	44.6	45.7	50.8	100.0	45.7	41.5	44.6	45.7	50.8
Profit (loss)	16.8	30.2	20.8	7.7	8.8	96.7	17.4	31.6	20.8	8.2	9.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7741 - Advertising Agencies

Businesses primarily engaged in creating and/or placing advertising with the publications, radio and television media. This industry includes advertising placement services, advertising services, advertising and publicity agency consulting services and sales promotion campaign services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Advertising Agencies (SIC 7741)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	308				
Low sales value (\$000's)	(1)	(1)	22	186	450
High sales value (\$000's)	(1)	82	186	450	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	53	5	13	35	158
Inventory	-	-	-	-	-
Other current assets	49	8	26	47	115
Total current assets	102	12	38	81	273
Fixed assets	21	3	6	12	64
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	2	15	26	18
<b>Total assets</b>	<b>138</b>	<b>17</b>	<b>59</b>	<b>120</b>	<b>354</b>
<b>Liabilities and equity</b>					
Current loans	12	4	3	7	36
Other current liabilities	70	12	26	55	187
Total current liabilities	82	16	29	61	223
Mortgages payable	-	-	-	-	-
Long term debt	-	-	-	-	1
Other liabilities	16	5	11	9	36
<b>Total liabilities</b>	<b>98</b>	<b>21</b>	<b>40</b>	<b>71</b>	<b>260</b>
<b>Total equity</b>	<b>40</b>	<b>-4</b>	<b>19</b>	<b>49</b>	<b>94</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Advertising Agencies (SIC 7741)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	308				
Low sales value (\$000's)	(1)	(1)	82	186	450
High sales value (\$000's)	(1)	82	186	450	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	0.8	1.3	1.3	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	-5.4	2.1	1.5	2.8
Interest coverage ratio (times)	12.4	1.2	17.3	17.5	11.1
Debt ratio (times)	0.7	1.2	0.7	0.6	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	156				
Low sales value (\$000's)	(1)	(1)	137	277	598
High sales value (\$000's)	(1)	137	277	598	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	37	16	15	49	57
Depreciation	6	1	7	6	10
Other	-4	9	-6	1	-23
<b>Dividends</b>	-17	-9	-5	-12	-42
<b>Investment activities</b>					
Disposal of fixed assets	1	-	2	-	3
Purchase of fixed assets	-7	-2	-2	-6	-15
Increase in investment	-11	-7	-20	-10	-10
Decrease in investment	5	8	1	5	5
<b>Financing activities</b>					
Increase in long term debt	2	-	-	3	3
Repayment of long term debt	-2	-	-1	-3	-6
Loans from shareholders	5	-	8	1	12
Repayment of loans from shareholders	-5	-2	-4	-4	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-	-	-1	-2
Other	-1	-	-	-1	-1
Increase(decrease) in cash & equivalents	8	14	-5	29	-14
Cash & equivalents-Beginning of the year	17	19	12	16	21
Cash & equivalents - End of the year	25	33	7	45	7

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Advertising Agencies (SIC 7741)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,794</b>	<b>274,419</b>	<b>12,955</b>	<b>483</b>	<b>289</b>
less than 20	1,618	80,786	3,918	459	273
20 - 99	124	72,714	3,509	20	12
100 - 499	40	80,770	3,668	4	4
500 and over	12	40,149	1,860	-	-
<b>1987</b>					
<b>Total</b>	<b>2,329</b>	<b>420,092</b>	<b>20,340</b>	<b>546</b>	<b>...</b>
less than 20	2,077	122,821	5,896	525	...
20 - 99	184	108,810	5,374	15	...
100 - 499	52	136,381	6,539	5	...
500 and over	16	52,280	2,531	1	...

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

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

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

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

See Table 1 for symbols and notes.

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



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	169				
Average sales \$	257,250	38,857	66,624	190,589	732,931
Average expense \$	238,499	26,454	62,438	171,267	693,835
Average net profit (loss) \$	18,751	12,403	4,186	19,322	39,096
Businesses reporting a profit (No.)	145				
Average sales \$	256,646	38,367	65,893	197,188	725,136
Average expense \$	225,741	22,782	55,781	165,025	659,375
Average net profit \$	30,905	15,585	10,112	32,163	65,761
Businesses reporting a loss (No.)	24				
Average sales \$	262,890	42,000	68,191	172,935	768,432
Average expense \$	291,359	50,000	76,704	187,965	850,767
Average net loss \$	-28,469	-8,000	-8,513	-15,030	-82,335
<b>1986</b>					
Number of observations in sample	229				
Average sales \$	322,275	39,130	75,038	250,596	924,336
Average expense \$	302,256	30,087	62,231	227,250	889,456
Average net profit (loss) \$	20,019	9,043	12,807	23,346	34,880
Businesses reporting a profit (No.)	198				
Average sales \$	330,969	38,502	71,854	248,836	954,682
Average expense \$	298,735	27,889	56,250	215,632	895,167
Average net profit \$	32,234	10,613	15,604	33,204	69,515
Businesses reporting a loss (No.)	31				
Average sales \$	310,255	42,860	92,399	256,437	849,324
Average expense \$	320,652	43,136	94,830	265,803	878,838
Average net loss \$	-10,397	-276	-2,431	-9,366	-29,514
<b>1987</b>					
Number of observations in sample	439				
Average sales \$	237,926	36,221	68,301	163,592	683,588
Average expense \$	217,465	27,642	55,163	153,449	633,606
Average net profit (loss) \$	20,461	8,579	13,138	10,143	49,982
Businesses reporting a profit (No.)	341				
Average sales \$	237,044	35,772	69,066	157,299	686,038
Average expense \$	206,096	20,853	52,732	133,730	617,069
Average net profit \$	30,948	14,919	16,334	23,569	68,969
Businesses reporting a loss (No.)	98				
Average sales \$	238,007	37,733	63,570	177,625	673,101
Average expense \$	255,623	50,473	70,194	197,425	704,401
Average net loss \$	-17,616	-12,740	-6,624	-19,800	-31,300

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

See Table 1 for symbols and notes





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

Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	274										
Low sales value (\$000's)	(1)	(1)				36		59			121
High sales value (\$000's)	(1)	36				59		121			(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.9	29.9	30.9	31.3	39.6	85.9	38.3	38.8	35.2	36.3	42.8
Occupancy expenses	9.8	11.6	11.0	9.0	7.8	98.8	10.0	12.2	11.0	9.0	7.8
Depreciation	3.1	3.6	4.1	2.4	2.1	81.9	3.8	6.7	4.6	2.8	2.2
Repairs & maintenance	0.9	0.6	0.8	1.3	0.9	44.0	2.0	2.3	2.7	2.3	1.4
Heat, light & telephone	2.6	3.2	3.0	2.3	2.1	84.2	3.1	4.8	3.4	2.6	2.2
Rent	3.2	4.3	3.0	3.0	2.7	65.8	4.9	5.7	6.2	4.8	3.4
Personnel expenses	17.0	6.9	10.4	22.5	28.1	74.7	22.8	15.6	13.4	28.1	29.2
Financial expenses	2.1	1.8	2.4	2.0	2.1	92.3	2.2	2.0	2.6	2.2	2.1
Interest & bank charges	1.2	1.4	1.3	1.1	1.2	81.0	1.5	1.7	1.7	1.4	1.3
Professional fees	0.8	0.4	1.1	0.9	0.9	68.8	1.2	1.2	1.8	1.1	1.0
Other expenses	21.4	28.1	21.4	18.3	17.9	100.0	21.4	28.1	21.4	18.3	17.9
Profit (loss)	16.7	21.7	24.0	16.8	4.5	98.8	16.9	22.0	24.3	16.8	4.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

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

**Footnotes**

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

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

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

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

**Notes**

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

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

**How to use the tables**

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

**Standard Industrial Classification Definition (SIC 1980):**

SIC 6223 - Appliance, Television, Radio and Stereo Repair Shops  
 Businesses primarily engaged in the repair and maintenance of radios, television sets, stereo equipment, tape recorders and household electrical appliances. Such shops may be secondarily engaged in selling such equipment and parts. Businesses primarily engaged in retail dealing in such equipment and appliances are classified in one of the preceding classes of this industry group. Businesses engaged in the repair of household appliances, repair of radios, repair of stereo equipment and the repair of television sets are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	165				
Low sales value (\$000's)	(1)	(1)	77	125	215
High sales value (\$000's)	(1)	77	125	215	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	4	7	10	31
Inventory	-	-	-	-	-
Other current assets	45	13	20	38	106
Total current assets	57	17	27	48	136
Fixed assets	19	6	10	18	42
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	4	2	2	3	8
<b>Total assets</b>	<b>80</b>	<b>25</b>	<b>39</b>	<b>69</b>	<b>186</b>
<b>Liabilities and equity</b>					
Current loans	6	1	4	5	14
Other current liabilities	31	10	15	26	72
Total current liabilities	37	11	18	31	87
Mortgages payable	-	-	-	-	-
Long term debt	1	-	1	3	2
Other liabilities	19	13	6	24	31
<b>Total liabilities</b>	<b>57</b>	<b>23</b>	<b>25</b>	<b>58</b>	<b>120</b>
<b>Total equity</b>	<b>23</b>	<b>2</b>	<b>13</b>	<b>11</b>	<b>66</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	165				
Low sales value (\$000's)	(1)	(1)	77	125	215
High sales value (\$000's)	(1)	77	125	215	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.6	1.5	1.5	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	14.5	1.9	5.4	1.8
Interest coverage ratio (times)	4.0	7.7	5.6	3.4	3.4
Debt ratio (times)	0.7	0.9	0.7	0.8	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Appliance, Television, Radio &amp; Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	76				
Low sales value (\$000's)	(1)	(1)	73	132	236
High sales value (\$000's)	(i)	73	132	236	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	6	4	6	6	9
Depreciation	5	2	3	3	10
Other	-6	-2	-6	-6	-8
<b>Dividends</b>	-2	-3	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	2	-	1	2	4
Purchase of fixed assets	-8	-6	-4	-4	-18
Increase in investment	-2	-	-	-4	-3
Decrease in investment	1	-	-	3	1
<b>Financing activities</b>					
Increase in long term debt	4	4	2	3	7
Repayment of long term debt	-3	-1	-2	-2	-5
Loans from shareholders	2	2	1	1	6
Repayment of loans from shareholders	-2	-1	-	-2	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	-	-2	-3
Cash & equivalents-Beginning of the year	6	4	5	5	9
Cash & equivalents - End of the year	4	2	6	3	6

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

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

## Canada, Appliance, Television, Radio &amp; Stereo Repair Shops (SIC 6223)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,253</b>	<b>81,939</b>	<b>5,752</b>	<b>392</b>	<b>211</b>
less than 20	2,236	74,737	5,258	390	209
20 - 99	17	7,202	494	2	2
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>2,371</b>	<b>103,487</b>	<b>5,382</b>	<b>321</b>	<b>...</b>
less than 20	2,352	94,173	4,882	319	...
20 - 99	19	9,314	500	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	263				
Average sales \$	110,944	31,454	47,419	75,431	289,473
Average expense \$	98,088	21,873	34,271	59,851	276,356
Average net profit (loss) \$	12,856	9,581	13,148	15,580	13,117
<b>Businesses reporting a profit (No.)</b>	<b>244</b>				
Average sales \$	103,258	32,004	47,379	75,161	258,487
Average expense \$	88,883	20,969	32,950	58,259	243,352
Average net profit \$	14,375	11,035	14,429	16,902	15,135
<b>Businesses reporting a loss (No.)</b>	<b>19</b>				
Average sales \$	210,874	27,241	48,060	79,446	688,749
Average expense \$	217,365	28,794	55,465	83,560	701,639
Average net loss \$	-6,491	-1,553	-7,405	-4,114	-12,890
<b>1986</b>					
Number of observations in sample	195				
Average sales \$	112,289	38,261	56,478	86,516	267,899
Average expense \$	103,639	33,801	47,263	74,125	259,366
Average net profit (loss) \$	8,650	4,460	9,215	12,391	8,533
<b>Businesses reporting a profit (No.)</b>	<b>171</b>				
Average sales \$	106,891	38,608	56,621	86,409	245,927
Average expense \$	91,008	30,454	42,480	70,004	221,095
Average net profit \$	15,883	8,154	14,141	16,405	24,832
<b>Businesses reporting a loss (No.)</b>	<b>24</b>				
Average sales \$	140,890	37,183	56,076	86,925	383,374
Average expense \$	163,814	44,183	60,724	89,847	460,501
Average net loss \$	-22,924	-7,000	-4,648	-2,922	-77,127
<b>1987</b>					
Number of observations in sample	298				
Average sales \$	112,585	30,217	45,714	85,900	288,507
Average expense \$	101,843	25,519	33,513	71,378	276,961
Average net profit (loss) \$	10,742	4,698	12,201	14,522	11,546
<b>Businesses reporting a profit (No.)</b>	<b>228</b>				
Average sales \$	112,946	30,248	45,602	85,327	290,605
Average expense \$	98,185	21,656	32,071	67,761	271,251
Average net profit \$	14,761	8,592	13,531	17,566	19,354
<b>Businesses reporting a loss (No.)</b>	<b>70</b>				
Average sales \$	112,270	30,145	46,957	89,513	282,466
Average expense \$	117,891	34,389	49,594	94,184	293,398
Average net loss \$	-5,621	-4,244	-2,637	-4,671	-10,932

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

See Table 1 for symbols and notes

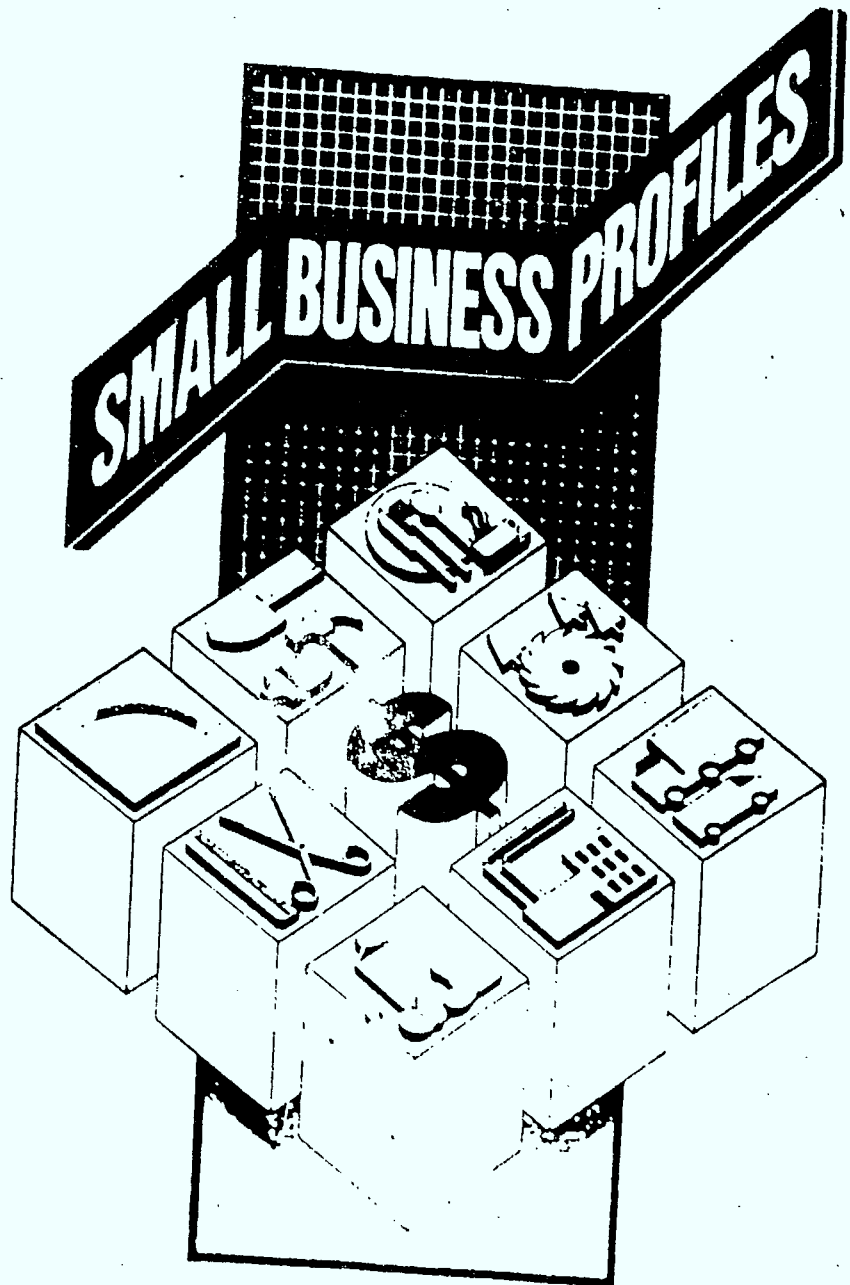




APPLIANCE, TELEVISION, RADIO  
AND STEREO REPAIR SHOPS  
(SIC-622)

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	1,230										
Low sales value (\$000's)	(1)	(1)	53	115	286						
High sales value (\$000's)	(1)	53	115	286	(1)						
	Industry average(2)						Reporting businesses only( 3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	48.4	38.3	43.3	52.3	59.5	91.8	52.7	44.7	48.3	54.9	61.6
Occupancy expenses	9.1	12.3	9.9	8.7	5.6	98.8	9.2	12.7	10.0	8.8	5.6
Depreciation	2.8	4.0	3.2	2.6	1.6	83.3	3.4	6.1	3.8	2.9	1.7
Repairs & maintenance	0.8	0.9	1.1	0.7	0.5	58.0	1.4	2.7	2.0	1.0	0.7
Heat, light & telephone	2.1	2.8	2.4	2.1	1.1	88.2	2.4	3.8	2.7	2.2	1.2
Rent	3.4	4.5	3.2	3.4	2.4	66.2	5.1	8.2	5.4	4.8	3.0
Personnel expenses	13.9	8.1	14.9	17.2	15.1	79.6	17.4	14.8	20.1	18.9	15.4
Financial expenses	2.2	2.3	2.5	2.2	1.7	95.1	2.3	2.5	2.7	2.3	1.7
Interest & bank charges	1.3	1.5	1.3	1.4	1.1	80.3	1.6	2.0	1.6	1.6	1.3
Professional fees	0.9	0.9	1.2	0.8	0.6	79.7	1.1	1.5	1.5	0.9	0.6
Other expenses	18.2	25.1	17.3	15.3	15.1	100.0	18.2	25.1	17.3	15.3	15.1
Profit (loss)	8.3	13.9	12.2	4.2	2.9	98.3	8.5	14.3	12.3	4.4	3.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6220 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	857				
Low sales value (\$000's)	(1)	(1)	115	236	547
High sales value (\$000's)	(1)	115	236	547	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	20	3	6	18	50
Inventory	-	-	-	-	-
Other current assets	95	21	43	88	228
Total current assets	115	25	50	106	278
Fixed assets	34	9	33	31	65
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	6	4	8	16
<b>Total assets</b>	<b>157</b>	<b>39</b>	<b>87</b>	<b>145</b>	<b>359</b>
<b>Liabilities and equity</b>					
Current loans	15	3	7	14	37
Other current liabilities	60	15	28	49	147
Total current liabilities	75	18	35	63	183
Mortgages payable	-	-	-	-	-
Long term debt	3	1	4	3	5
Other liabilities	34	13	31	38	55
<b>Total liabilities</b>	<b>112</b>	<b>32</b>	<b>71</b>	<b>103</b>	<b>243</b>
<b>Total equity</b>	<b>45</b>	<b>7</b>	<b>16</b>	<b>42</b>	<b>116</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	857				
Low sales value (\$000's)	(1)	(1)	115	236	547
High sales value (\$000's)	(1)	115	236	547	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.4	1.4	1.7	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	4.3	4.4	2.5	2.1
Interest coverage ratio (times)	3.0	1.6	1.4	2.3	4.0
Debt ratio (times)	0.7	0.8	0.8	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987.  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	492				
Low sales value (\$000's)	(1)	(1)	132	263	572
High sales value (\$000's)	(1)	132	263	572	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	4	2	10	26
Depreciation	8	2	5	6	17
Other	-	3	-2	8	-10
<b>Dividends</b>	-4	-1	-3	-3	-7
<b>Investment activities</b>					
Disposal of fixed assets	4	9	2	4	2
Purchase of fixed assets	-14	-11	-8	-8	-29
Increase in investment	-4	-5	-2	-5	-3
Decrease in investment	1	-	2	-	1
<b>Financing activities</b>					
Increase in long term debt	7	2	8	7	9
Repayment of long term debt	-5	-2	-8	-4	-7
Loans from shareholders	7	7	5	5	10
Repayment of loans from shareholders	-11	-7	-5	-21	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	1	1
Decrease in equity	-	-	-	-	-1
Other	1	-	2	-	1
Increase(decrease) in cash & equivalents	-1	-	-3	-	-1
Cash & equivalents-Beginning of the year	7	8	7	4	7
Cash & equivalents - End of the year	6	8	4	5	6

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>7,333</b>	<b>432,930</b>	<b>29,500</b>	<b>1,481</b>	<b>888</b>
less than 20	7,143	281,324	18,714	1,461	866
20 - 99	154	69,891	4,561	17	17
100 - 499	24	32,022	2,049	3	5
500 and over	12	49,693	4,176	-	-
<b>1987</b>					
<b>Total</b>	<b>7,658</b>	<b>620,626</b>	<b>36,563</b>	<b>1,124</b>	<b>...</b>
less than 20	7,374	356,294	20,332	1,085	...
20 - 99	230	108,117	6,269	29	...
100 - 499	36	60,555	3,519	9	...
500 and over	18	95,660	6,443	1	...

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

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

See Table 1 for symbols and notes.

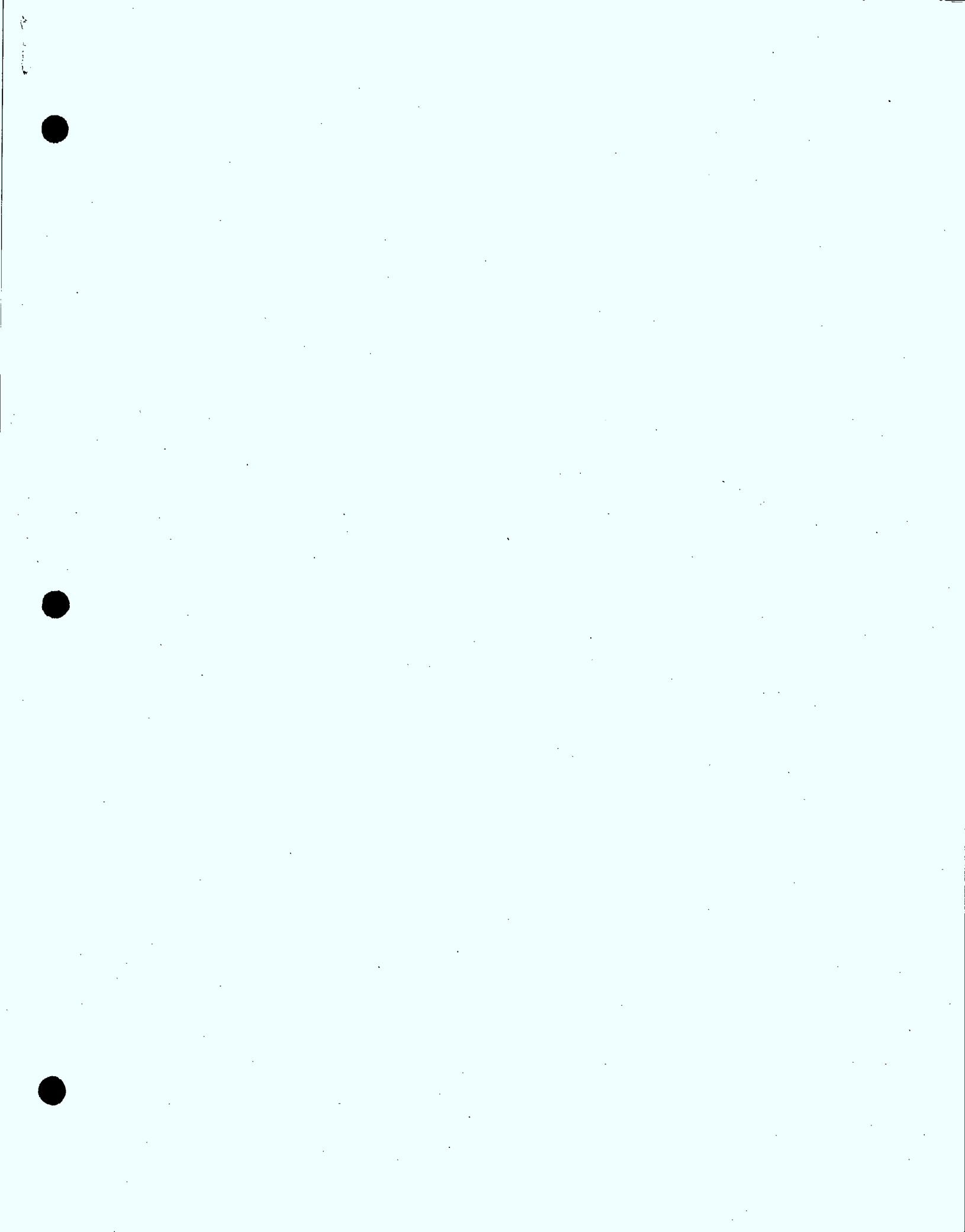
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,177				
Average sales \$	247,023	37,730	76,840	172,228	701,293
Average expense \$	236,412	30,230	89,363	166,558	679,497
Average net profit (loss) \$	10,611	7,500	7,477	5,670	21,796
<b>Businesses reporting a profit (No.)</b>	<b>992</b>				
Average sales \$	255,558	37,905	77,083	170,660	736,585
Average expense \$	236,720	27,508	63,952	157,952	697,470
Average net profit \$	18,838	10,399	13,131	12,708	39,115
<b>Businesses reporting a loss (No.)</b>	<b>185</b>				
Average sales \$	219,557	37,062	76,087	176,775	588,302
Average expense \$	235,061	40,664	86,121	191,506	621,954
Average net loss \$	-15,504	-3,602	-10,034	-14,731	-33,652
<b>1986</b>					
Number of observations in sample	969				
Average sales \$	280,610	40,909	82,804	202,475	796,253
Average expense \$	272,127	39,240	75,954	196,769	776,543
Average net profit (loss) \$	8,483	1,669	6,850	5,706	19,710
<b>Businesses reporting a profit (No.)</b>	<b>795</b>				
Average sales \$	281,727	40,245	82,406	201,719	802,538
Average expense \$	262,520	32,344	67,995	184,187	765,552
Average net profit \$	19,207	7,901	14,411	17,532	36,986
<b>Businesses reporting a loss (No.)</b>	<b>174</b>				
Average sales \$	276,298	41,966	83,790	204,648	774,788
Average expense \$	298,237	50,219	95,668	232,980	814,081
Average net loss \$	-21,939	-8,253	-11,878	-28,332	-39,293
<b>1987</b>					
Number of observations in sample	1,411				
Average sales \$	252,086	36,950	80,221	182,701	708,473
Average expense \$	241,491	32,281	70,855	174,481	688,348
Average net profit (loss) \$	10,595	4,669	9,366	8,220	20,125
<b>Businesses reporting a profit (No.)</b>	<b>1,020</b>				
Average sales \$	254,043	36,843	79,900	183,077	716,351
Average expense \$	235,580	27,556	66,034	166,365	682,365
Average net profit \$	18,463	9,287	13,866	16,712	33,986
<b>Businesses reporting a loss (No.)</b>	<b>391</b>				
Average sales \$	245,916	37,154	81,416	181,784	683,308
Average expense \$	257,955	41,298	88,772	194,288	707,461
Average net loss \$	-12,039	-4,144	-7,356	-12,504	-24,153

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

See Table 1 for symbols and notes





# APPLIANCE, TELEVISION, RADIO & STEREO STORES (SIC 6221)

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

Canada, Appliance, Television, Radio &amp; Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	343										
Low sales value (\$000's)	(1)	(1)	96	205	461						(1)
High sales value (\$000's)	(1)	96	205	461	(1)						
	Industry average(2)						Reporting businesses only( 3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales							Percent of sales			
Cost of sales	56.6	47.8	56.4	61.6	60.3	97.7	57.9	50.5	56.4	62.5	62.0
Occupancy expenses	8.7	15.2	8.6	6.5	4.4	99.7	8.7	15.2	8.7	6.6	4.4
Depreciation	1.8	3.3	1.8	1.1	1.0	86.2	2.1	4.1	2.2	1.2	1.0
Repairs & maintenance	0.9	2.2	0.6	0.5	0.4	67.7	1.4	3.7	0.9	0.7	0.5
Heat, light & telephone	2.0	2.7	2.4	1.6	1.1	94.3	2.1	3.1	2.5	1.6	1.2
Rent	4.0	7.0	3.8	3.3	2.0	73.1	5.5	9.5	5.4	4.5	2.6
Personnel expenses	13.0	8.7	13.6	14.2	15.3	86.7	15.0	13.7	15.7	14.5	15.5
Financial expenses	1.9	2.9	1.9	1.7	1.2	99.0	2.0	2.9	2.0	1.7	1.2
Interest & bank charges	1.3	1.8	1.3	1.1	0.9	86.5	1.5	2.1	1.4	1.3	1.0
Professional fees	0.7	1.1	0.6	0.6	0.4	85.4	0.8	1.6	0.8	0.7	0.4
Other expenses	14.3	14.3	16.7	10.6	15.5	100.0	14.3	14.3	16.7	10.6	15.5
Profit (loss)	5.6	11.1	2.8	5.3	3.2	99.1	5.6	11.1	2.9	5.3	3.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6221 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in household appliances, radios, television sets and sound equipment. These businesses include retail portable household air conditioners, appliance, radio, television and stereo stores, retail household appliances, retail household laundry driers, retail household food preparation appliances, retail household floor and rug care appliances, retail household freezers, retail household hair driers, retail household kitchen appliances, retail microwave and convention ovens, retail household ranges (stoves), retail household refrigerators, retail household sewing machines, retail household stoves, retail household vacuum cleaners and retail household washing machines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	247				
Low sales value (\$000's)	(1)	(1)	152	307	657
High sales value (\$000's)	(1)	152	307	657	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	3	6	22	63
Inventory	-	-	-	-	-
Other current assets	114	33	65	109	247
Total current assets	137	35	72	130	310
Fixed assets	32	14	20	40	56
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	3	6	10	16
<b>Total assets</b>	<b>179</b>	<b>52</b>	<b>98</b>	<b>181</b>	<b>382</b>
<b>Liabilities and equity</b>					
Current loans	16	7	11	13	32
Other current liabilities	65	21	38	51	152
Total current liabilities	81	28	48	64	184
Mortgages payable	-	-	-	-	-
Long term debt	3	3	6	1	4
Other liabilities	34	18	35	31	53
<b>Total liabilities</b>	<b>119</b>	<b>49</b>	<b>89</b>	<b>96</b>	<b>241</b>
<b>Total equity</b>	<b>60</b>	<b>4</b>	<b>9</b>	<b>85</b>	<b>142</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	247				
Low sales value (\$000's)	(1)	(1)	152	307	657
High sales value (\$000's)	(1)	152	307	657	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.2	1.5	2.0	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	13.1	9.9	1.1	1.7
Interest coverage ratio (times)	3.7	...	1.7	4.4	5.1
Debt ratio (times)	0.7	0.9	0.9	0.5	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	138				
Low sales value (\$000's)	(1)	(1)	145	378	713
High sales value (\$000's)	(1)	145	378	713	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	15	-3	8	17	37
Depreciation	7	3	3	7	13
Other	-9	2	-10	-6	-22
<b>Dividends</b>	-5	-4	-1	-3	-12
<b>Investment activities</b>					
Disposal of fixed assets	3	4	2	4	3
Purchase of fixed assets	-11	-4	-3	-10	-25
Increase in investment	-3	-	-	-3	-10
Decrease in investment	1	1	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	1	3	7	11
Repayment of long term debt	-4	-2	-3	-6	-5
Loans from shareholders	5	4	3	2	9
Repayment of loans from shareholders	-6	-5	-4	-7	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-	-1	-1
Other	-	-	-	-	2
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	-1	2	-6
Cash & equivalents-Beginning of the year	8	2	2	5	22
Cash & equivalents - End of the year	6	-	1	6	16

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Appliance, Television, Radio & Stereo Stores (SIC 6221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,426</b>	<b>84,947</b>	<b>5,543</b>	<b>247</b>	<b>182</b>
less than 20	1,383	61,461	4,024	246	179
20 - 99	39	19,584	1,284	1	2
100 - 499	4	3,902	235	-	1
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>1,555</b>	<b>110,710</b>	<b>6,518</b>	<b>250</b>	<b>...</b>
less than 20	1,499	75,919	4,485	247	...
20 - 99	46	25,264	1,474	1	...
100 - 499	10	9,527	559	2	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

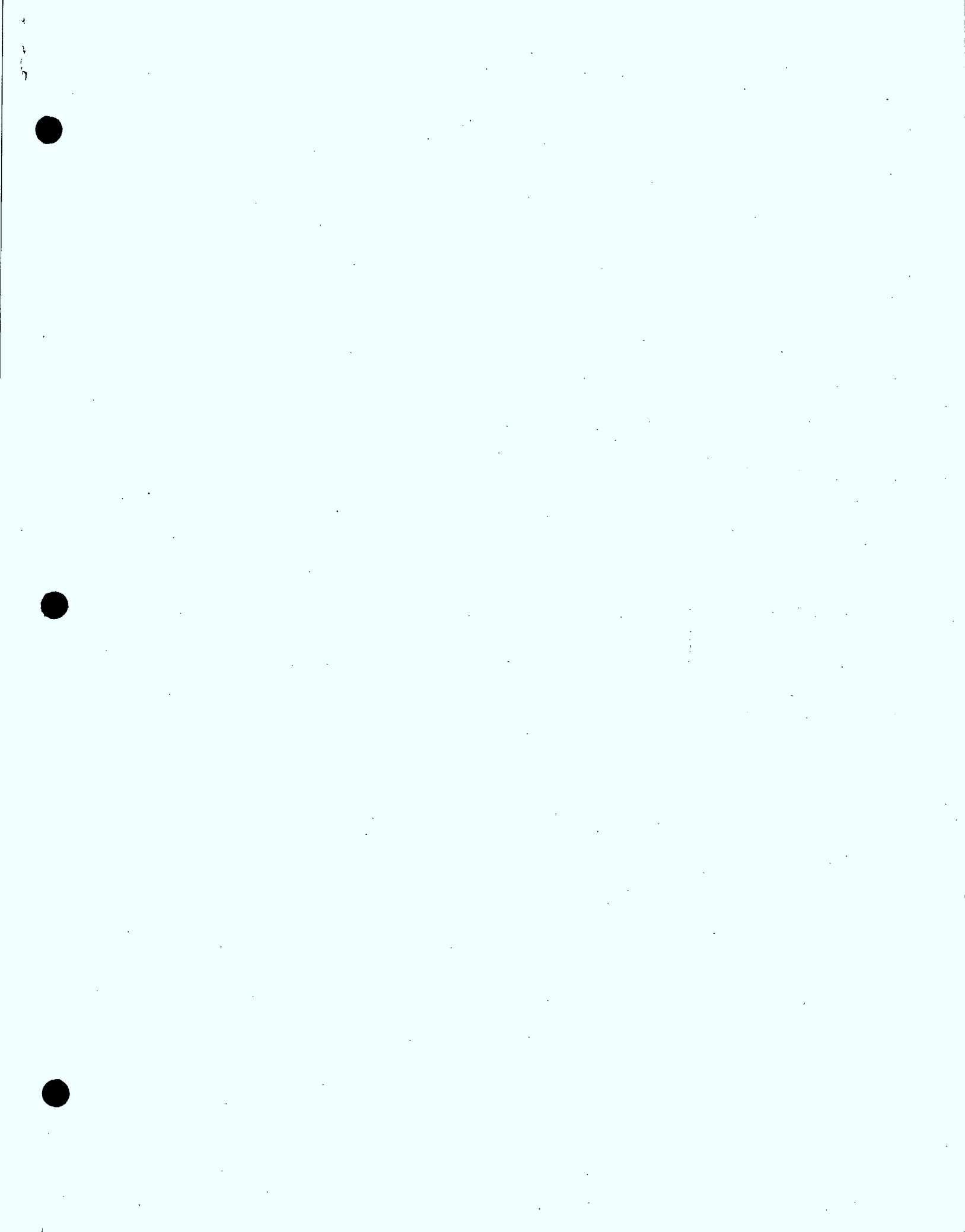
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	314				
Average sales \$	298,193	40,308	93,418	225,182	333,865
Average expense \$	286,703	34,952	87,301	218,174	306,385
Average net profit (loss) \$	11,490	5,356	6,117	7,008	27,480
Businesses reporting a profit (No.)	256				
Average sales \$	295,477	38,488	92,565	226,866	323,988
Average expense \$	276,229	29,410	81,956	211,814	281,735
Average net profit \$	19,248	9,078	10,609	15,052	42,253
Businesses reporting a loss (No.)	48				
Average sales \$	321,285	44,693	97,499	221,424	321,523
Average expense \$	354,875	48,305	112,876	232,374	1,025,145
Average net loss \$	-33,390	-3,612	-15,377	-10,950	-103,622
<b>1986</b>					
Number of observations in sample	268				
Average sales \$	337,608	49,932	133,640	326,983	839,876
Average expense \$	322,127	44,159	123,388	308,648	812,314
Average net profit (loss) \$	15,481	5,773	10,252	18,335	27,562
Businesses reporting a profit (No.)	230				
Average sales \$	333,232	47,687	135,812	325,718	823,712
Average expense \$	310,631	39,916	116,815	299,125	786,667
Average net profit \$	22,601	7,771	18,997	26,593	37,045
Businesses reporting a loss (No.)	38				
Average sales \$	358,222	59,307	126,488	332,204	914,888
Average expense \$	371,548	61,879	145,027	347,957	931,330
Average net loss \$	-13,326	-2,572	-18,539	-15,753	-16,442
<b>1987</b>					
Number of observations in sample	384				
Average sales \$	347,831	62,846	141,793	304,109	882,577
Average expense \$	334,585	56,209	137,537	289,256	855,338
Average net profit (loss) \$	13,246	6,637	4,256	14,853	27,239
Businesses reporting a profit (No.)	291				
Average sales \$	345,542	63,565	140,038	306,633	871,930
Average expense \$	324,630	52,234	128,074	284,646	833,565
Average net profit \$	20,912	11,331	11,964	21,987	38,365
Businesses reporting a loss (No.)	93				
Average sales \$	357,517	60,926	145,476	294,621	929,046
Average expense \$	370,295	66,812	157,409	306,585	950,373
Average net loss \$	-12,778	-5,886	-11,933	-11,964	-21,327

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

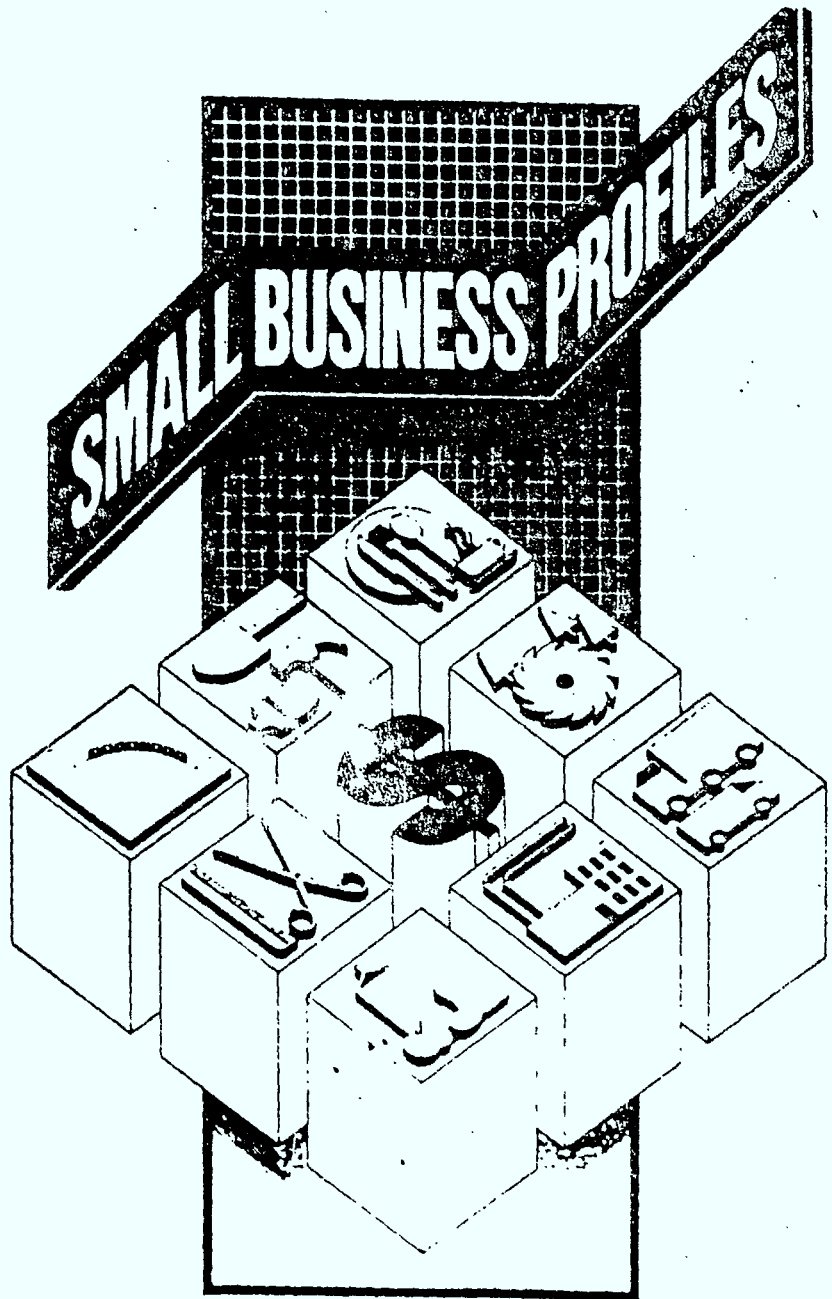
See Table 1 for symbols and notes



# AUTOMOBILE & TRUCK RENTAL & LEASING

CANADA

1987



SMALL BUSINESS OFFICE



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

## Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)						
Businesses in sample (No.)	324												
Low sales value (\$000's)	(1)	(1)											
High sales value (\$000's)	(1)	37		87					201		450		
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	2.0	0.3	0.2	3.0	4.2	10.4	18.7	24.5	3.9	25.4	18.1		
Occupancy expenses	40.1	41.9	40.6	41.5	36.5	99.9	40.2	41.9	40.6	41.7	36.5		
Depreciation	29.6	35.0	27.6	32.4	23.8	94.4	31.4	40.4	27.6	35.3	24.0		
Repairs & maintenance	5.6	5.5	7.0	4.3	5.6	65.5	8.5	9.6	11.3	6.5	7.3		
Heat, light & telephone	0.8	0.2	1.2	0.7	1.1	45.0	1.8	2.3	2.5	1.5	1.4		
Rent	4.1	1.3	4.7	4.2	6.1	49.1	8.3	5.5	11.2	7.0	8.6		
Personnel expenses	12.8	4.5	16.3	13.1	17.0	63.4	20.2	22.7	26.2	16.0	19.4		
Financial expenses	11.6	16.1	12.0	9.8	8.8	94.8	12.3	20.5	12.0	9.8	8.8		
Interest & bank charges	10.2	14.9	10.2	8.3	7.7	88.0	11.6	18.9	11.1	9.2	8.4		
Professional fees	1.4	1.3	1.8	1.5	1.1	86.0	1.7	2.0	2.1	1.6	1.1		
Other expenses	24.4	20.6	20.7	25.0	31.2	97.1	25.2	21.9	22.0	25.0	31.2		
Profit (loss)	9.1	16.6	10.2	7.5	2.3	99.6	9.1	16.6	10.2	7.5	2.3		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9921 - Automobile and Truck Rental and Leasing Services

Businesses primarily engaged in renting and leasing passenger cars or trucks without drivers. Automobile rental or leasing (without driver), car rental agencies and truck rentals (without driver) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	296	(1)	109	262	484
Low sales value (\$000's)	(1)	109	262	484	(1)
High sales value (\$000's)	(1)	109	262	484	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	29	2	29	22	64
Inventory	-	-	-	-	-
Other current assets	79	12	92	60	148
Total current assets	108	14	120	82	212
Fixed assets	372	116	148	465	746
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	114	66	87	82	217
<b>Total assets</b>	<b>594</b>	<b>196</b>	<b>355</b>	<b>628</b>	<b>1,175</b>
<b>Liabilities and equity</b>					
Current loans	42	7	29	33	96
Other current liabilities	159	29	121	203	279
Total current liabilities	201	36	150	236	376
Mortgages payable	-	-	-	-	-
Long term debt	26	1	18	19	64
Other liabilities	222	60	92	212	514
<b>Total liabilities</b>	<b>449</b>	<b>98</b>	<b>261</b>	<b>467</b>	<b>954</b>
<b>Total equity</b>	<b>144</b>	<b>99</b>	<b>94</b>	<b>161</b>	<b>221</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	296	(1)	109	262	484
Low sales value (\$000's)	(1)	109	262	484	(1)
High sales value (\$000's)	(1)	109	262	484	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.5	0.4	0.8	0.3	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.1	1.0	2.8	2.9	4.3
Interest coverage ratio (times)	1.6	1.7	2.1	2.0	1.3
Debt ratio (times)	0.8	0.5	0.7	0.7	0.8

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	(1)	114	276	599
High sales value (\$000's)	(1)	114	276	599	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	28	4	21	37	51
Depreciation	97	19	60	93	214
Other	18	-39	16	91	3
<b>Dividends</b>	-7	-6	-9	-1	-10
<b>Investment activities</b>					
Disposal of fixed assets	104	38	119	72	186
Purchase of fixed assets	-319	-32	-278	-329	-631
Increase in investment	-38	-66	-9	-2	-76
Decrease in investment	6	-	-	-	23
<b>Financing activities</b>					
Increase in long term debt	182	82	89	160	393
Repayment of long term debt	-91	-77	-12	-96	-175
Loans from shareholders	37	84	20	12	33
Repayment of loans from shareholders	-16	-	-18	-30	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	3	-	7	3	-
Decrease in equity	-1	-2	-	-	-1
Other	-	-	-	-	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	3	4	6	8	-8
Cash & equivalents-Beginning of the year	12	9	38	1	-1
Cash & equivalents - End of the year	14	13	44	10	-9

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,286</b>	<b>202,840</b>	<b>10,643</b>	<b>228</b>	<b>134</b>
less than 20	1,106	65,752	3,464	214	129
20 - 99	111	58,970	3,063	9	4
100 - 499	55	52,912	2,771	5	1
500 and over	14	25,206	1,345	-	-
<b>1987</b>					
<b>Total</b>	<b>1,389</b>	<b>271,673</b>	<b>11,987</b>	<b>248</b>	<b>...</b>
less than 20	1,212	89,823	3,958	233	...
20 - 99	114	65,749	2,872	12	...
100 - 499	49	81,571	3,626	3	...
500 and over	14	34,530	1,521	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	153				
Average sales \$	371,611	37,742	98,020	296,657	1,054,023
Average expense \$	334,707	29,183	80,951	269,840	958,855
Average net profit (loss) \$	36,904	8,559	17,069	26,817	95,168
Businesses reporting a profit (No.)	123				
Average sales \$	378,757	37,555	104,167	286,142	1,087,184
Average expense \$	319,619	25,151	77,117	214,849	961,359
Average net profit \$	59,138	12,404	27,050	71,293	125,805
Businesses reporting a loss (No.)	30				
Average sales \$	339,487	38,261	81,680	323,923	914,084
Average expense \$	373,063	40,386	91,143	412,441	948,280
Average net loss \$	-33,576	-2,125	-9,463	-88,518	-34,196
<b>1986</b>					
Number of observations in sample	145				
Average sales \$	367,539	43,370	111,989	333,413	981,385
Average expense \$	340,466	49,675	97,699	306,088	908,403
Average net profit (loss) \$	27,073	-6,305	14,290	27,325	72,982
Businesses reporting a profit (No.)	100				
Average sales \$	362,270	44,158	105,692	317,779	981,450
Average expense \$	316,297	42,640	86,076	264,639	871,832
Average net profit \$	45,973	1,518	19,616	53,140	109,618
Businesses reporting a loss (No.)	45				
Average sales \$	383,808	42,640	138,069	373,321	981,200
Average expense \$	406,786	56,196	145,840	411,896	1,013,212
Average net loss \$	-22,978	-13,556	-7,771	-38,575	-32,012
<b>1987</b>					
Number of observations in sample	525				
Average sales \$	318,287	53,953	130,209	296,906	792,078
Average expense \$	301,384	45,082	118,592	268,099	773,761
Average net profit (loss) \$	16,903	8,871	11,617	28,807	18,317
Businesses reporting a profit (No.)	328				
Average sales \$	316,260	57,584	134,514	300,222	772,718
Average expense \$	273,071	42,549	107,158	250,670	691,908
Average net profit \$	43,189	15,035	27,356	49,552	80,810
Businesses reporting a loss (No.)	197				
Average sales \$	318,441	41,473	123,274	287,768	821,249
Average expense \$	351,006	53,792	137,009	316,131	897,090
Average net loss \$	-32,565	-12,319	-13,735	-28,363	-75,841

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

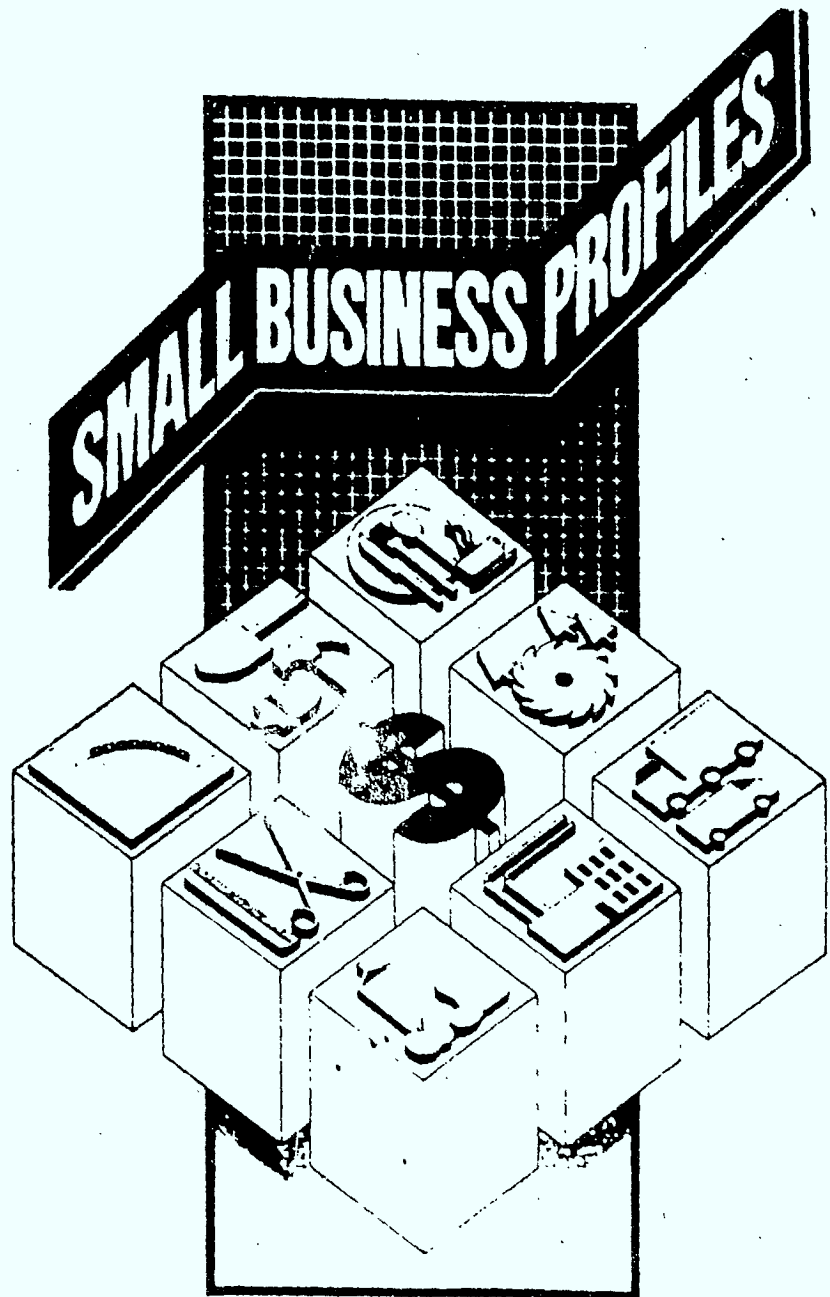
See Table 1 for symbols and notes



# AUTOMOBILE (USED) DEALERS

CANADA

1987



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

## Canada, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	576										
Low sales value (\$000's)	(1)	(1)	89	214	478						478
High sales value (\$000's)	(1)	(1)	89	214	478						(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	66.4	59.3	64.8	65.8	75.7	91.0	73.0	75.9	69.1	69.7	77.5
Occupancy expenses	4.4	4.9	5.7	4.1	2.8	89.8	4.9	6.7	6.3	4.2	2.9
Depreciation	0.6	0.7	0.7	0.6	0.5	59.1	1.1	3.0	1.2	0.8	0.6
Repairs & maintenance	1.6	2.3	2.1	1.1	0.9	63.5	2.5	6.1	3.2	1.4	1.3
Heat, light & telephone	1.0	1.0	1.3	1.0	0.6	81.8	1.2	1.7	1.6	1.0	0.6
Rent	1.2	1.0	1.6	1.5	0.8	50.0	2.5	4.3	3.1	2.5	1.3
Personnel expenses	5.1	0.8	6.4	7.3	5.8	68.0	7.5	3.1	10.0	8.3	6.2
Financial expenses	1.8	2.5	1.8	1.6	1.3	89.8	2.0	3.3	1.9	1.7	1.3
Interest & bank charges	1.2	1.5	1.2	1.2	1.0	74.1	1.6	2.6	1.7	1.5	1.1
Professional fees	0.6	1.0	0.5	0.4	0.3	79.1	0.7	1.7	0.7	0.5	0.3
Other expenses	20.0	32.0	17.0	19.1	12.2	99.3	20.2	32.8	17.0	19.1	12.2
Profit (loss)	2.3	0.5	4.3	2.1	2.2	99.3	2.3	0.5	4.3	2.1	2.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6312 - Automobile (Used) Dealers

Businesses primarily engaged in retail dealing in used cars. Such businesses may be secondarily engaged in selling new cars and equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	303				
Low sales value (\$000's)	(1)	(1)	128	355	821
High sales value (\$000's)	(1)	128	355	821	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	9	1	8	7	20
Inventory	-	-	-	-	-
Other current assets	110	28	52	103	249
Total current assets	119	28	60	110	268
Fixed assets	33	2	24	37	67
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	14	12	5	26
<b>Total assets</b>	<b>166</b>	<b>44</b>	<b>97</b>	<b>151</b>	<b>362</b>
<b>Liabilities and equity</b>					
Current loans	25	2	17	25	54
Other current liabilities	37	10	20	33	83
Total current liabilities	62	12	38	58	137
Mortgages payable	-	-	-	-	-
Long term debt	3	-	5	2	3
Other liabilities	40	34	37	45	43
<b>Total liabilities</b>	<b>105</b>	<b>46</b>	<b>79</b>	<b>106</b>	<b>183</b>
<b>Total equity</b>	<b>61</b>	<b>-2</b>	<b>17</b>	<b>45</b>	<b>179</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Automobile (Used) Dealers (SIC 6312)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	303				
Low sales value (\$000's)	(1)	(1)	128	355	821
High sales value (\$000's)	(1)	128	355	821	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	2.4	1.6	1.9	2.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	-23.4	4.6	2.3	1.0
Interest coverage ratio (times)	2.0	...	0.5	2.3	2.4
Debt ratio (times)	0.6	1.0	0.8	0.7	0.5

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	158				
Low sales value (\$000's)	(1)	(1)	134	140	923
High sales value (\$000's)	(1)	134	440	923	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	3	-	13	35
Depreciation	5	2	4	3	10
Other	-14	-12	-14	-1	-26
<b>Dividends</b>	-1	-	-	-2	-4
<b>Investment activities</b>					
Disposal of fixed assets	28	1	5	3	101
Purchase of fixed assets	-13	-2	-1	-6	-41
Increase in investment	-25	-	-	-	-97
Decrease in investment	16	-	1	1	61
<b>Financing activities</b>					
Increase in long term debt	6	1	3	3	16
Repayment of long term debt	-20	-	-7	-2	-68
Loans from shareholders	8	9	10	4	8
Repayment of loans from shareholders	-8	-2	-1	-13	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	-	-	14
Decrease in equity	-	-	-	-	-
Other	-1	-	-	-	-4
Increase(decrease) in cash & equivalents	-3	-2	1	3	-13
Cash & equivalents-Beginning of the year	16	-	-11	5	65
Cash & equivalents - End of the year	13	-1	-11	8	52

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>5,522</b>	<b>1,985,152</b>	<b>97,064</b>	<b>729</b>	<b>447</b>
less than 20	4,078	452,311	21,997	615	390
20 - 99	1,258	1,052,826	51,209	90	46
100 - 499	184	X	23,224	24	11
500 and over	2	X	634	-	-
<b>1987</b>					
<b>Total</b>	<b>6,069</b>	<b>2,931,218</b>	<b>116,736</b>	<b>758</b>	<b>...</b>
less than 20	4,371	593,525	23,774	633	...
20 - 99	1,454	1,552,030	61,452	96	...
100 - 499	241	772,972	30,894	28	...
500 and over	3	12,691	616	1	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Automobile (Used) Dealers (SIC 6312)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	730				
Average sales \$	370,305	62,127	161,863	345,822	911,407
Average expense \$	362,088	62,751	154,623	337,707	893,270
Average net profit (loss) \$	8,217	-624	7,240	8,115	18,137
Businesses reporting a profit (No.)	563				
Average sales \$	371,804	65,626	164,292	351,947	905,351
Average expense \$	353,502	51,714	150,074	336,788	875,433
Average net profit \$	18,302	13,912	14,218	15,159	29,918
Businesses reporting a loss (No.)	167				
Average sales \$	368,820	57,505	156,627	329,780	931,367
Average expense \$	383,485	77,330	164,431	340,114	952,066
Average net loss \$	-14,665	-19,825	-7,804	-10,334	-20,699
<b>1986</b>					
Number of observations in sample	630				
Average sales \$	352,400	48,225	140,257	295,092	926,026
Average expense \$	347,267	56,063	136,355	290,237	906,413
Average net profit (loss) \$	5,133	-7,838	3,902	4,855	19,613
Businesses reporting a profit (No.)	479				
Average sales \$	351,011	50,173	146,837	296,388	910,646
Average expense \$	336,068	43,896	133,703	282,212	884,460
Average net profit \$	14,943	6,277	13,134	14,176	26,186
Businesses reporting a loss (No.)	151				
Average sales \$	369,144	47,017	129,429	291,922	1,008,206
Average expense \$	384,474	63,612	140,719	309,850	1,023,716
Average net loss \$	-15,330	-16,595	-11,290	-17,928	-15,510
<b>1987</b>					
Number of observations in sample	731				
Average sales \$	377,516	59,903	138,555	322,749	988,856
Average expense \$	370,055	61,301	133,436	317,411	968,072
Average net profit (loss) \$	7,461	-1,398	5,119	5,338	20,784
Businesses reporting a profit (No.)	493				
Average sales \$	373,253	59,925	139,160	326,662	967,265
Average expense \$	356,967	55,131	127,689	309,699	935,347
Average net profit \$	16,286	4,794	11,471	16,963	31,918
Businesses reporting a loss (No.)	238				
Average sales \$	394,294	59,880	137,280	315,992	1,064,023
Average expense \$	406,499	67,736	145,537	330,726	1,081,998
Average net loss \$	-12,205	-7,856	-8,257	-14,734	-17,975

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

See Table 1 for symbols and notes

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21



# BARBER SHOPS

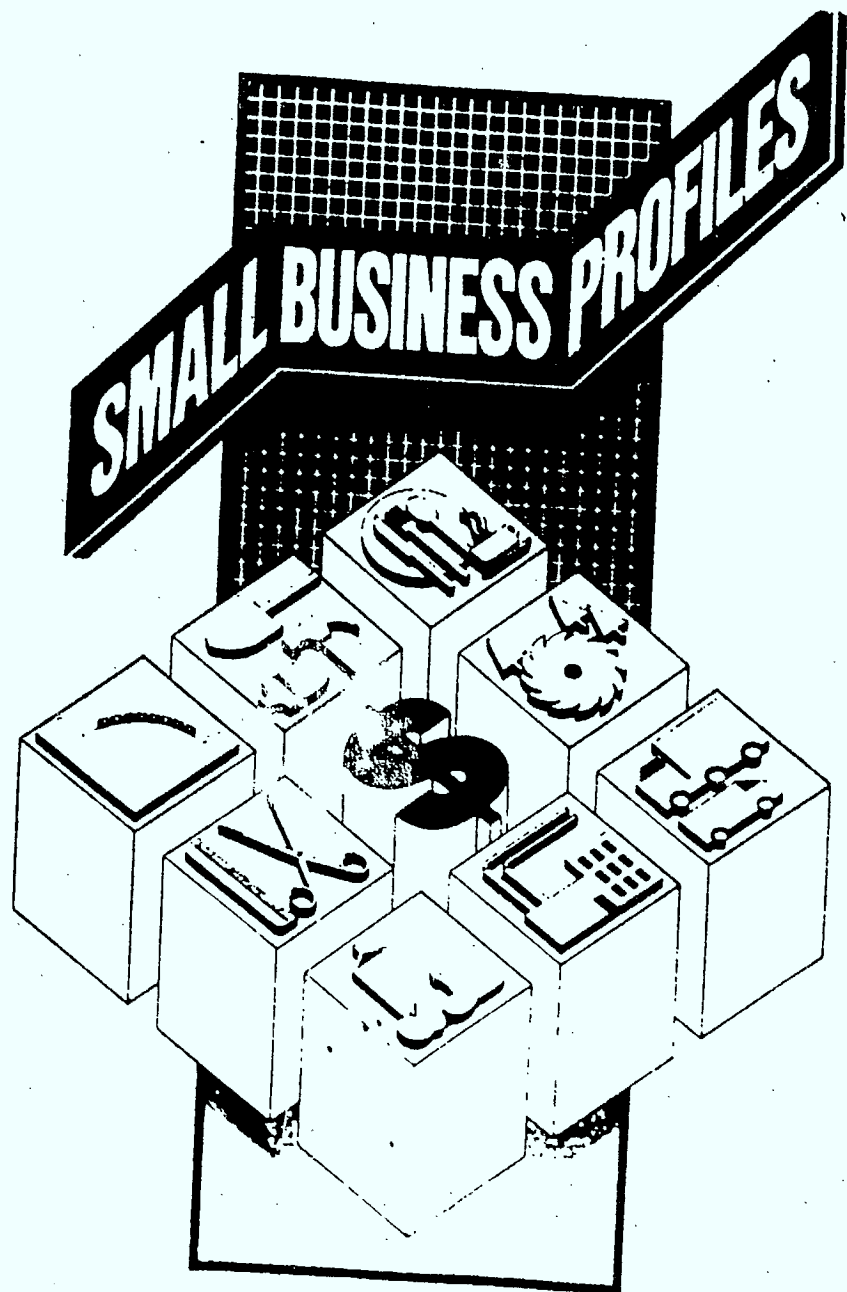
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



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

Canada, Barber Shops (SIC 9711)

	Total(1)					Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	146								
Low sales value (\$000's)	(1)					(1)	36	48	76
High sales value (\$000's)	(1)					36	48	76	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	17.3	14.0	23.2	16.4	16.0	99.9	17.3	14.0	23.2	16.4	16.0
Depreciation	1.4	1.2	0.8	1.3	2.2	75.2	1.8	2.0	1.1	1.7	2.3
Repairs & maintenance	2.1	1.7	4.5	1.5	0.7	67.6	3.1	3.5	6.1	2.0	1.0
Heat, light & telephone	2.7	2.6	3.4	2.9	2.0	91.7	2.9	3.1	3.8	2.9	2.0
Rent	11.2	8.5	14.6	10.6	11.1	80.9	13.8	12.7	17.1	12.6	12.9
Personnel expenses	26.9	7.9	20.5	26.5	51.1	73.4	36.6	25.0	24.9	32.9	52.6
Financial expenses	1.5	0.6	1.1	2.3	1.7	86.8	1.7	0.9	1.3	2.6	1.7
Interest & bank charges	0.8	0.2	0.6	1.5	0.8	51.3	1.6	2.5	1.5	2.3	0.9
Professional fees	0.7	0.4	0.5	0.8	1.0	73.1	0.9	0.5	0.8	1.2	1.1
Other expenses	14.3	10.4	14.9	16.9	14.6	100.0	14.3	10.4	14.9	16.9	14.6
Profit (loss)	40.1	67.0	40.4	37.9	16.5	98.8	40.6	67.0	40.4	37.9	17.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

SIC 9711 - Barber Shops

Businesses primarily engaged in providing men's barbering and hair styling services such as barber shops and men's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	10	--	--	--	--
Total current assets	10	--	--	--	--
Fixed assets	18	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	26	--	--	--	--
<b>Total assets</b>	<b>54</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	5	--	--	--	--
Other current liabilities	12	--	--	--	--
Total current liabilities	16	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	9	--	--	--	--
<b>Total liabilities</b>	<b>26</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>28</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Barber Shops (SIC 9711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.9	--	--	--	--
Interest coverage ratio (times)	4.0	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

## Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	{1}	--	--	--	--
High sales value (\$000's)	{1}	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	5	--	--	--	--
Depreciation	4	--	--	--	--
Other	-1	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-1	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	1	--	--	--	--
Cash & equivalents-Beginning of the year	-10	--	--	--	--
Cash & equivalents - End of the year	-8	--	--	--	--

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

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

## Canada, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>13,237</b>	<b>452,856</b>	<b>41,669</b>	<b>2,099</b>	<b>1,539</b>
less than 20	12,999	361,739	33,295	2,076	1,509
20 - 99	222	70,077	6,468	21	17
100 - 499	14	X	1,214	2	6
500 and over	2	X	692	-	7
<b>1987</b>					
<b>Total</b>	<b>14,866</b>	<b>592,370</b>	<b>48,910</b>	<b>2,419</b>	<b>...</b>
less than 20	14,591	455,642	37,640	2,397	...
20 - 99	238	84,268	6,933	21	...
100 - 499	25	23,047	1,965	1	...
500 and over	12	29,413	2,372	-	...

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

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

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

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

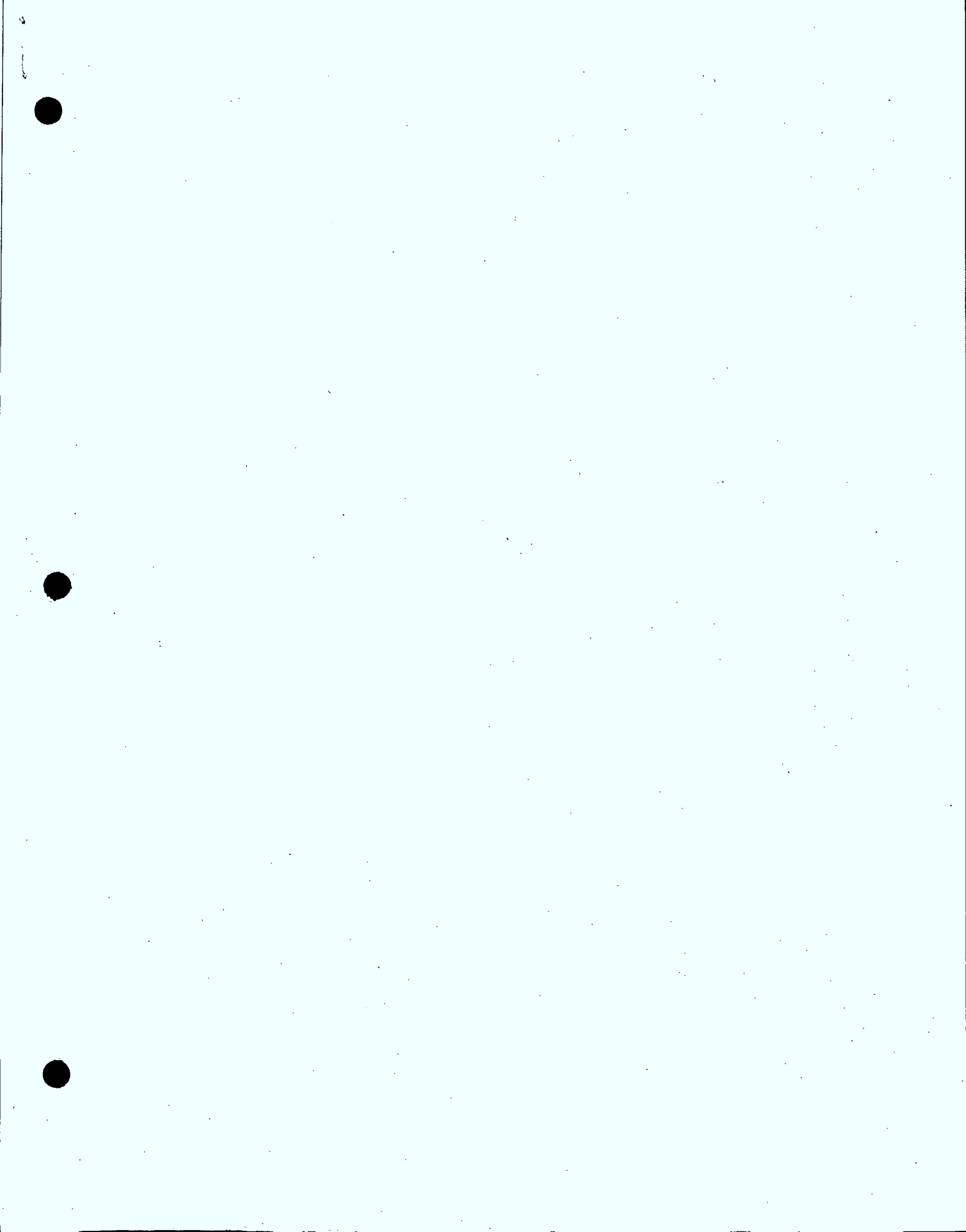
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	266				
Average sales \$	66,873	27,114	35,700	57,256	147,423
Average expense \$	49,243	14,177	18,286	39,062	125,446
Average net profit (loss) \$	17,630	12,937	17,414	18,194	21,977
Businesses reporting a profit (No.)	257				
Average sales \$	65,318	27,117	35,698	57,206	141,250
Average expense \$	46,591	13,044	18,256	38,678	116,387
Average net profit \$	18,727	14,073	17,442	18,528	24,863
Businesses reporting a loss (No.)	9				
Average sales \$	83,845	27,060	40,430	60,261	207,627
Average expense \$	94,001	30,957	69,186	62,081	213,780
Average net loss \$	-10,156	-3,897	-28,756	-1,820	-6,153
<b>1986</b>					
Number of observations in sample	239				
Average sales \$	70,465	27,519	38,847	61,663	153,829
Average expense \$	53,189	13,824	24,227	38,259	136,444
Average net profit (loss) \$	17,276	13,695	14,620	23,404	17,385
Businesses reporting a profit (No.)	225				
Average sales \$	69,232	27,698	38,842	61,975	148,414
Average expense \$	49,679	11,935	24,155	37,801	124,824
Average net profit \$	19,553	15,763	14,687	24,174	23,590
Businesses reporting a loss (No.)	14				
Average sales \$	74,914	26,195	40,433	50,395	182,634
Average expense \$	81,852	27,815	46,586	54,748	198,258
Average net loss \$	-6,938	-1,620	-6,153	-4,353	-15,624
<b>1987</b>					
Number of observations in sample	144				
Average sales \$	66,209	30,417	40,225	60,568	133,624
Average expense \$	46,718	9,987	23,013	38,169	115,703
Average net profit (loss) \$	19,491	20,430	17,212	22,399	17,921
Businesses reporting a profit (No.)	130				
Average sales \$	64,294	30,417	40,216	61,698	124,844
Average expense \$	43,106	9,987	22,884	36,595	102,957
Average net profit \$	21,188	20,430	17,332	25,103	21,887
Businesses reporting a loss (No.)	14				
Average sales \$	92,898	-	41,801	49,792	187,102
Average expense \$	96,701	-	43,575	53,189	193,340
Average net loss \$	-3,803	-	-1,774	-3,397	-6,238

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

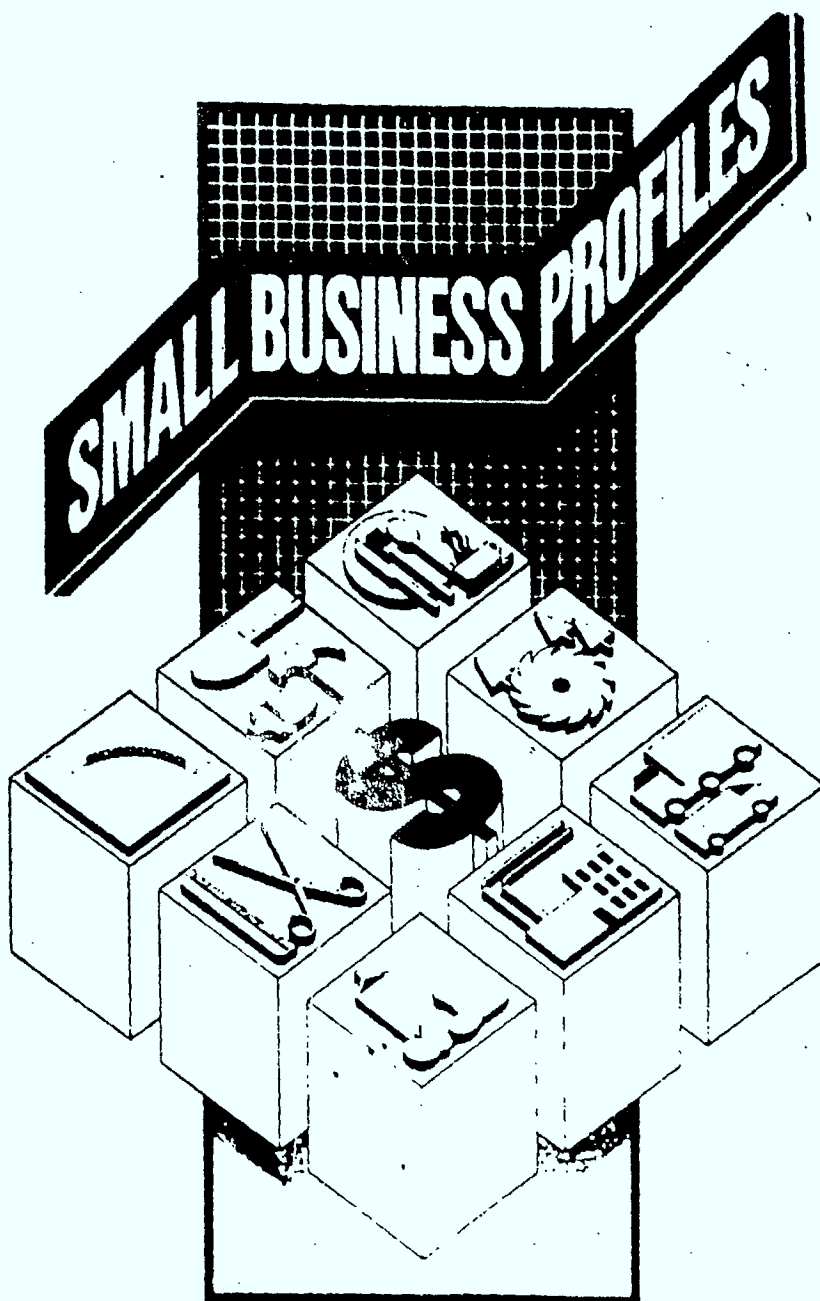
See Table 1 for symbols and notes



# BEAUTY SHOPS

CANADA

1987



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

## Canada, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	787										
Low sales value (\$000's)	(1)	(1)	37	53	92						92
High sales value (\$000's)	(1)	37	53	92							(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	18.2	20.4	20.1	17.2	15.1	99.8	18.3	20.5	20.1	17.2	15.2
Depreciation	2.9	2.7	3.0	3.0	3.0	84.8	3.4	3.5	3.8	3.2	3.1
Repairs & maintenance	1.6	1.1	2.3	1.5	1.3	72.6	2.1	2.1	2.9	1.9	1.7
Heat, light & telephone	3.5	4.3	3.9	3.0	2.7	92.7	3.7	4.8	4.3	3.2	2.8
Rent	10.3	12.3	10.9	9.8	8.2	80.6	12.8	15.1	14.1	12.0	10.1
Personnel expenses	32.3	16.9	24.4	39.5	48.2	89.8	36.0	21.8	28.3	40.7	49.2
Financial expenses	2.5	2.0	2.6	2.7	2.5	91.0	2.7	2.4	3.0	2.9	2.6
Interest & bank charges	1.6	1.5	1.6	1.7	1.5	67.7	2.3	2.6	2.8	2.0	2.0
Professional fees	0.9	0.6	1.0	1.1	1.0	72.2	1.3	1.0	1.4	1.5	1.1
Other expenses	27.1	27.8	28.4	25.9	26.1	100.0	27.1	27.8	28.4	25.9	26.1
Profit (loss)	19.9	32.9	24.4	14.6	8.1	98.7	20.2	33.0	24.4	15.2	8.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services such as beauty parlours, beauty salons, beauty shops, women's only manicuring and women's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	332				
Low sales value (\$000's)	(1)	(1)	79	124	200
High sales value (\$000's)	(1)	79	124	200	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	1	-	1	1	2
Inventory	-	-	-	-	-
Other current assets	20	6	13	14	45
Total current assets	20	6	14	15	47
Fixed assets	32	7	19	32	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	4	6	8	33
<b>Total assets</b>	<b>65</b>	<b>18</b>	<b>38</b>	<b>55</b>	<b>150</b>
<b>Liabilities and equity</b>					
Current loans	4	1	4	2	9
Other current liabilities	21	9	15	17	44
Total current liabilities	25	10	19	19	53
Mortgages payable	-	-	-	-	-
Long term debt	3	-	1	2	7
Other liabilities	26	7	17	27	52
<b>Total liabilities</b>	<b>54</b>	<b>17</b>	<b>38</b>	<b>48</b>	<b>111</b>
<b>Total equity</b>	<b>12</b>	<b>1</b>	<b>-</b>	<b>7</b>	<b>39</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Beauty Shops (SIC 9712)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	332				
Low sales value (\$000's)	(1)	(1)	79	124	200
High sales value (\$000's)	(1)	79	124	200	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	0.6	0.7	0.8	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.5	21.6	138.6	7.2	2.8
Interest coverage ratio (times)	2.8	2.1	1.4	2.6	3.2
Debt ratio (times)	0.8	1.0	1.0	0.9	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	143				
Low sales value (\$000's)	(1)	(1)	85	132	222
High sales value (\$000's)	(1)	85	132	222	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	5	2	2	3	15
Depreciation	5	2	2	5	12
Other	-5	-8	-5	-4	-3
<b>Dividends</b>	-3	-	-2	-	-8
<b>Investment activities</b>					
Disposal of fixed assets	2	-	-	1	5
Purchase of fixed assets	-9	-1	-3	-8	-24
Increase in investment	-1	-	-	-1	-3
Decrease in investment	1	-	-	2	1
<b>Financing activities</b>					
Increase in long term debt	8	7	2	7	18
Repayment of long term debt	-3	-	-	-5	-8
Loans from shareholders	4	-	1	4	9
Repayment of loans from shareholders	-4	-	-1	-2	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-	2	-4	-	2
Cash & equivalents—Beginning of the year	7	5	11	7	6
Cash & equivalents - End of the year	7	6	7	7	8

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

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

## Canada, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>13,237</b>	<b>452,856</b>	<b>41,669</b>	<b>2,099</b>	<b>1,539</b>
less than 20	12,999	361,739	33,295	2,076	1,509
20 - 99	222	70,077	6,468	21	17
100 - 499	14	X	1,214	2	6
500 and over	2	X	692	-	7
<b>1987</b>					
<b>Total</b>	<b>14,866</b>	<b>592,370</b>	<b>48,910</b>	<b>2,419</b>	<b>...</b>
less than 20	14,591	455,642	37,640	2,397	...
20 - 99	238	84,268	6,933	21	...
100 - 499	25	23,047	1,965	1	...
500 and over	12	29,413	2,372	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	947				
Average sales \$	79,360	30,382	44,320	67,816	174,942
Average expense \$	67,566	21,678	34,909	55,389	158,289
Average net profit (loss) \$	11,794	8,584	9,411	12,427	16,653
<b>Businesses reporting a profit (No.)</b>	<b>890</b>				
Average sales \$	79,312	30,161	44,225	66,988	175,872
Average expense \$	65,071	19,662	33,693	52,979	153,951
Average net profit \$	14,241	10,499	10,532	14,009	21,921
<b>Businesses reporting a loss (No.)</b>	<b>57</b>				
Average sales \$	81,375	32,544	45,504	76,541	170,909
Average expense \$	87,890	43,606	50,050	80,789	177,115
Average net loss \$	-6,515	-11,062	-4,546	-4,248	-6,206
<b>1986</b>					
Number of observations in sample	828				
Average sales \$	91,220	31,432	46,303	77,851	209,294
Average expense \$	80,325	21,401	35,990	66,382	197,527
Average net profit (loss) \$	10,895	10,031	10,313	11,469	11,767
<b>Businesses reporting a profit (No.)</b>	<b>757</b>				
Average sales \$	90,537	31,678	46,487	77,416	206,565
Average expense \$	76,968	20,827	34,208	63,296	189,541
Average net profit \$	13,569	10,851	12,279	14,120	17,024
<b>Businesses reporting a loss (No.)</b>	<b>71</b>				
Average sales \$	93,875	27,674	44,983	80,559	222,283
Average expense \$	100,017	30,162	48,767	85,595	235,544
Average net loss \$	-6,142	-2,488	-3,784	-5,036	-13,261
<b>1987</b>					
Number of observations in sample	829				
Average sales \$	86,194	29,913	43,189	69,329	202,343
Average expense \$	75,595	20,234	33,402	59,069	189,675
Average net profit (loss) \$	10,599	9,679	9,787	10,260	12,668
<b>Businesses reporting a profit (No.)</b>	<b>657</b>				
Average sales \$	84,989	29,735	43,353	67,833	199,033
Average expense \$	70,216	19,364	29,402	54,387	177,710
Average net profit \$	14,773	10,371	13,951	13,446	21,323
<b>Businesses reporting a loss (No.)</b>	<b>172</b>				
Average sales \$	90,936	33,762	42,213	76,576	211,191
Average expense \$	99,873	38,980	57,093	81,749	221,671
Average net loss \$	-8,937	-5,218	-14,880	-5,173	-10,480

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

See Table 1 for symbols and notes

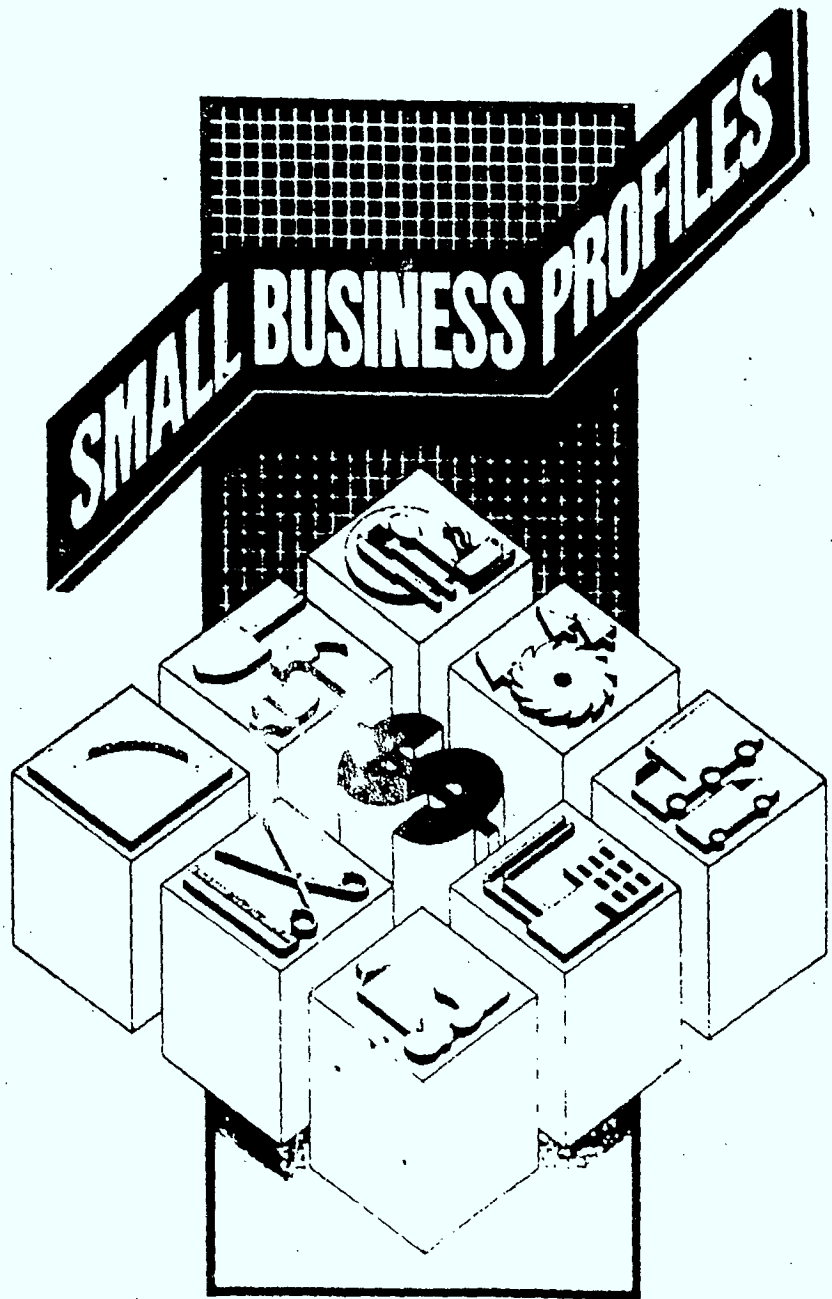




CATERERS

CANADA

1987



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

Canada, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	361											
Low sales value (\$000's)	(1)	(1)	55	91	91							161
High sales value (\$000's)	(1)	55	91	161	(1)							(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	50.6	50.8	53.3	54.6	43.4	90.6	55.8	57.2	57.9	60.3	47.9	
Occupancy expenses	8.7	9.0	6.8	9.4	9.5	93.5	9.3	9.5	7.6	10.2	9.7	
Depreciation	2.0	1.5	1.8	2.5	2.1	68.8	2.9	2.5	2.9	3.9	2.3	
Repairs & maintenance	1.4	1.1	1.4	1.5	1.4	63.5	2.1	2.5	2.4	2.0	1.8	
Heat, light & telephone	1.6	2.1	1.3	1.1	2.0	59.1	2.7	3.9	2.7	2.2	2.3	
Rent	3.7	4.2	2.3	4.4	4.1	55.7	6.7	10.7	6.0	6.5	5.2	
Personnel expenses	14.9	13.4	12.4	10.4	23.2	76.1	19.5	17.3	20.4	14.9	24.1	
Financial expenses	1.8	1.3	2.3	1.6	2.0	87.5	2.1	1.7	2.5	1.9	2.0	
Interest & bank charges	1.2	0.8	1.7	1.1	1.3	60.4	2.0	1.9	2.7	2.0	1.6	
Professional fees	0.6	0.6	0.6	0.5	0.7	70.0	0.8	1.0	0.9	0.7	0.8	
Other expenses	15.5	15.5	14.3	14.5	17.6	99.8	15.5	15.6	14.3	14.5	17.6	
Profit (loss)	8.6	9.8	10.9	9.4	4.3	99.0	8.7	10.1	11.0	9.4	4.4	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

**Symbols**

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

**Footnotes**

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

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

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

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

**Notes**

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

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

**How to use the tables**

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

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 9214 - Caterers**

Businesses primarily engaged in catering whether by mobile canteens or in private halls, camps, etc. Businesses engaged in cafeterias, social and industrial home food catering services, mobile canteens and social catering services (weddings, parties, etc.) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101	(1)	106	192	312
Low sales value (\$000's)	(1)	(1)	106	192	312
High sales value (\$000's)	(1)	106	192	312	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	10	1	3	5	30
Inventory	-	-	-	-	-
Other current assets	29	14	21	14	63
Total current assets	39	15	23	19	33
Fixed assets	50	13	62	50	72
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	6	4	32
<b>Total assets</b>	<b>100</b>	<b>32</b>	<b>91</b>	<b>73</b>	<b>196</b>
<b>Liabilities and equity</b>					
Current loans	10	3	1	5	29
Other current liabilities	35	7	37	31	65
Total current liabilities	46	9	38	37	94
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	1	6
Other liabilities	38	17	45	34	56
<b>Total liabilities</b>	<b>85</b>	<b>26</b>	<b>83</b>	<b>71</b>	<b>156</b>
<b>Total equity</b>	<b>15</b>	<b>6</b>	<b>9</b>	<b>2</b>	<b>40</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Caterers (SIC 9214)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101	(1)	106	192	312
Low sales value (\$000's)	(1)	(1)	106	192	312
High sales value (\$000's)	(1)	106	192	312	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	1.6	0.6	0.5	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.8	4.8	9.4	30.2	3.9
Interest coverage ratio (times)	2.9	1.9	1.9	1.5	3.8
Debt ratio (times)	0.9	0.8	0.9	1.0	0.8

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	40				
Low sales value (\$000's)	(1)	(1)	173	203	312
High sales value (\$000's)	(1)	173	203	312	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	1	6	-3	-6	8
Depreciation	9	5	8	5	15
Other	3	10	-	13	-9
<b>Dividends</b>	-4	-8	-	-3	-6
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	1	2
Purchase of fixed assets	-9	-4	-2	-11	-17
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	6	1	-	7	15
Repayment of long term debt	-8	-	-4	-9	-16
Loans from shareholders	6	7	1	8	8
Repayment of loans from shareholders	-9	-16	-1	-7	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-1	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	1	-2	-2	-11
<b>Cash &amp; equivalents-Beginning of the year</b>	6	2	4	3	15
<b>Cash &amp; equivalents - End of the year</b>	3	4	2	1	4

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

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

## Canada, Caterers (SIC 9214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,235</b>	<b>310,456</b>	<b>38,437</b>	<b>500</b>	<b>311</b>
less than 20	1,929	52,421	6,429	457	293
20 - 99	167	47,027	5,778	15	7
100 - 499	80	66,580	8,278	18	9
500 and over	59	144,428	17,952	10	2
<b>1987</b>					
<b>Total</b>	<b>2,825</b>	<b>379,876</b>	<b>42,213</b>	<b>679</b>	<b>...</b>
less than 20	2,487	72,575	8,044	638	...
20 - 99	200	64,786	7,121	21	...
100 - 499	79	72,096	8,052	8	...
500 and over	59	170,419	18,996	12	...

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

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

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

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

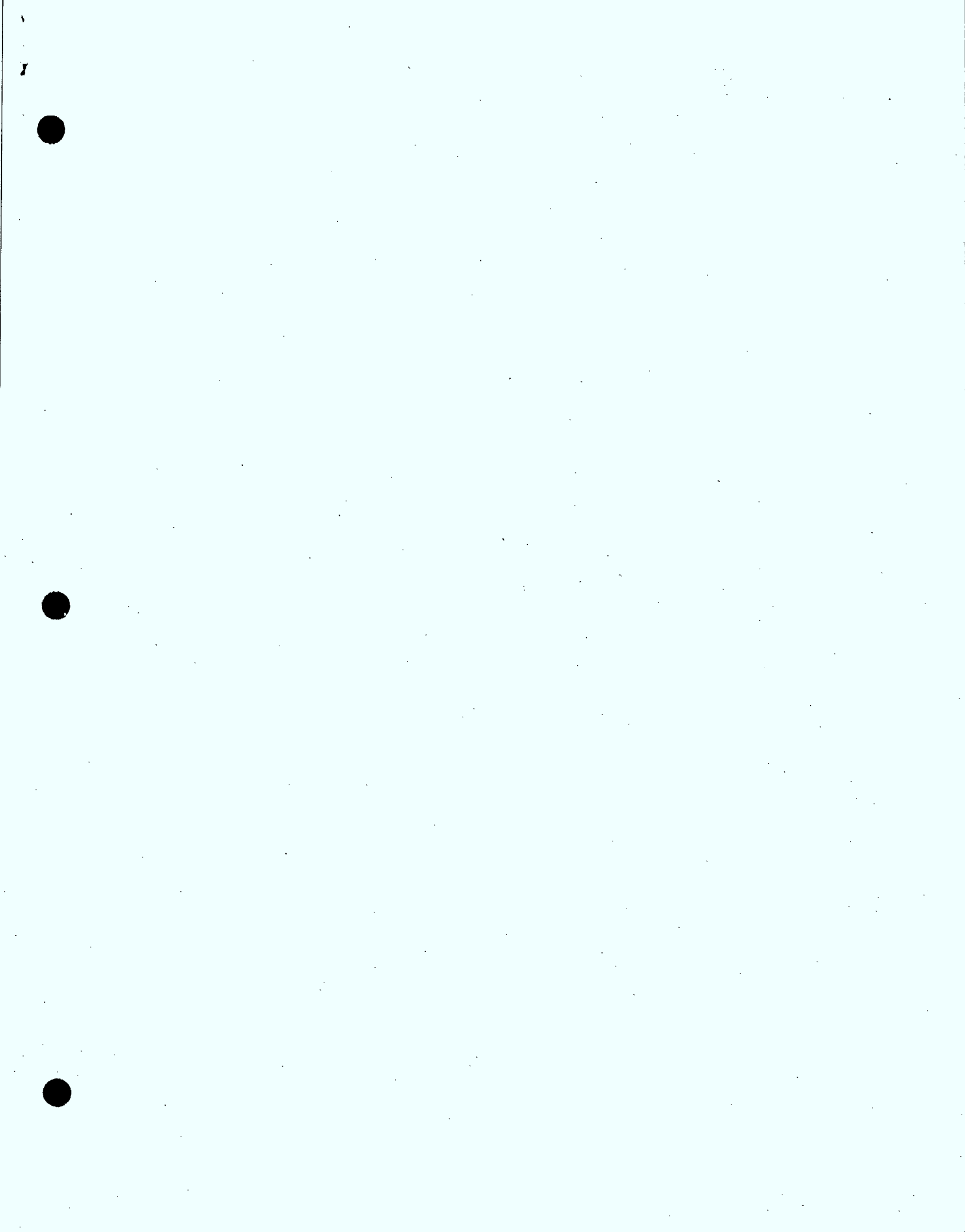
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Caterers (SIC 9214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	583				
Average sales \$	165,441	37,283	88,257	112,911	443,311
Average expense \$	154,191	32,930	60,511	102,246	421,078
Average net profit (loss) \$	11,250	4,353	7,746	10,665	22,233
Businesses reporting a profit (No.)	521				
Average sales \$	164,557	37,700	67,818	112,679	440,030
Average expense \$	147,587	31,583	58,366	97,294	403,103
Average net profit \$	16,970	6,117	9,452	15,385	36,927
Businesses reporting a loss (No.)	62				
Average sales \$	168,407	35,327	71,337	114,758	452,205
Average expense \$	181,573	39,246	75,583	141,655	469,809
Average net loss \$	-13,166	-3,919	-4,246	-26,897	-17,604
<b>1986</b>					
Number of observations in sample	583				
Average sales \$	162,478	34,798	60,739	110,486	443,888
Average expense \$	150,997	30,412	53,280	96,695	423,601
Average net profit (loss) \$	11,481	4,386	7,459	13,791	20,287
Businesses reporting a profit (No.)	502				
Average sales \$	156,193	34,599	61,789	110,401	417,983
Average expense \$	138,846	27,951	52,065	95,155	380,212
Average net profit \$	17,347	6,648	9,724	15,246	37,771
Businesses reporting a loss (No.)	81				
Average sales \$	175,958	35,910	55,200	111,759	500,963
Average expense \$	185,659	44,141	59,697	119,601	519,198
Average net loss \$	-9,701	-8,231	-4,497	-7,842	-18,235
<b>1987</b>					
Number of observations in sample	463				
Average sales \$	142,690	38,571	74,619	120,313	337,255
Average expense \$	133,577	34,813	66,406	109,132	323,957
Average net profit (loss) \$	9,113	3,758	8,213	11,181	13,298
Businesses reporting a profit (No.)	349				
Average sales \$	143,533	38,221	75,154	122,452	338,303
Average expense \$	129,093	31,748	63,649	106,509	314,466
Average net profit \$	14,440	6,473	11,505	15,943	23,837
Businesses reporting a loss (No.)	114				
Average sales \$	139,752	39,643	72,300	112,741	334,323
Average expense \$	147,867	44,209	78,345	118,416	350,497
Average net loss \$	-8,115	-4,566	-6,045	-5,675	-16,174

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

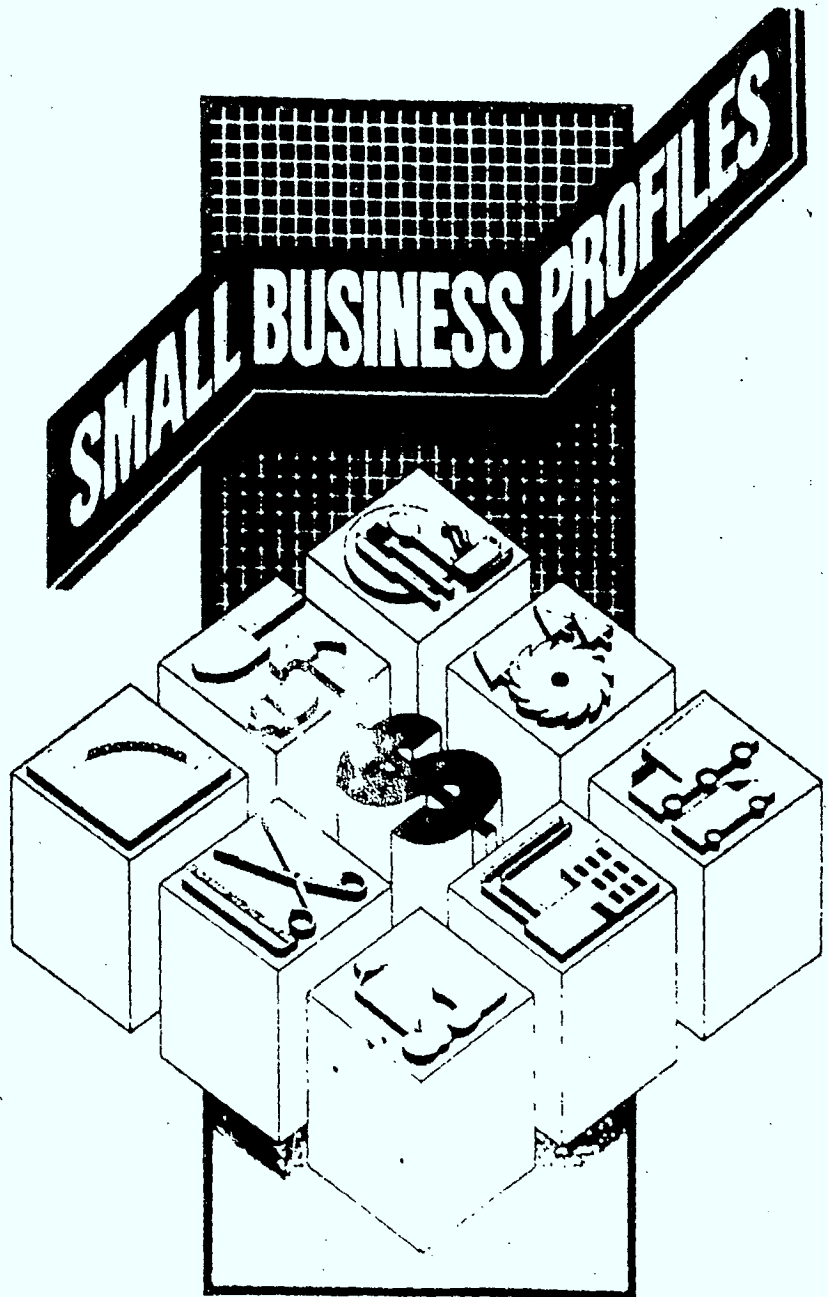
See Table 1 for symbols and notes



# CLOTHING STORES N.E.C

CANADA

1987



SMALL BUSINESS OFFICE



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

Canada, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	420											
Low sales value (\$000's)	(1)	(1)										315
High sales value (\$000's)	(1)	58										(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	54.9	53.4	53.1	56.9	56.2	91.4	60.1	65.0	57.5	59.7	58.8	
Occupancy expenses	11.7	19.4	11.2	8.5	7.9	98.3	11.9	20.8	11.2	8.5	7.9	
Depreciation	1.7	3.0	1.3	1.5	1.1	83.7	2.1	3.9	1.9	1.6	1.2	
Repairs & maintenance	0.7	1.5	0.4	0.5	0.6	68.9	1.1	1.9	0.7	0.8	0.7	
Heat, light & telephone	1.5	2.0	1.9	1.3	1.0	93.5	1.6	2.4	1.9	1.4	1.0	
Rent	7.7	12.9	7.7	5.2	5.2	78.1	9.9	15.9	10.3	6.9	6.5	
Personnel expenses	11.0	5.2	12.0	11.1	15.5	83.6	13.1	10.3	13.2	11.9	15.6	
Financial expenses	3.1	3.7	3.8	2.8	2.2	95.2	3.3	4.0	4.1	2.8	2.2	
Interest & bank charges	2.3	2.8	2.6	2.0	1.6	86.5	2.6	3.6	3.1	2.2	1.8	
Professional fees	0.8	0.8	1.2	0.8	0.6	82.7	1.0	1.3	1.4	0.8	0.6	
Other expenses	17.6	18.9	18.4	17.4	15.8	100.0	17.6	18.9	18.4	17.4	15.8	
Profit (loss)	1.7	-0.5	1.6	3.3	2.5	100.0	1.7	-0.5	1.6	3.3	2.5	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

**Symbols**

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

**Footnotes**

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

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

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

**Notes**

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

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

**How to use the tables**

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

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 6141 - Clothing Stores n.e.c.**

Businesses primarily engaged in retail dealing in clothing not elsewhere classified or in a combination of men's, women's and children's clothing and accessories. Included in this industry are businesses primarily engaged in retailing fur goods, retail children's and infants' clothing, children's clothing stores, retail children's coats, combination men's, women's and children's clothing stores, retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infants and toddlers clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	312				
Low sales value (\$000's)	(1)	(1)	171	286	534
High sales value (\$000's)	(1)	171	286	534	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	2	4	12	32
Inventory	-	-	-	-	-
Other current assets	133	40	82	132	278
Total current assets	146	42	86	144	310
Fixed assets	32	12	18	27	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	2	3	13	24
<b>Total assets</b>	<b>188</b>	<b>56</b>	<b>106</b>	<b>185</b>	<b>406</b>
<b>Liabilities and equity</b>					
Current loans	26	11	16	28	52
Other current liabilities	69	26	39	55	155
Total current liabilities	95	37	56	81	207
Mortgages payable	-	-	-	-	-
Long term debt	2	2	1	1	3
Other liabilities	38	21	26	40	65
<b>Total liabilities</b>	<b>135</b>	<b>60</b>	<b>83</b>	<b>123</b>	<b>275</b>
<b>Total equity</b>	<b>53</b>	<b>-4</b>	<b>23</b>	<b>62</b>	<b>131</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Clothing Stores n.e.c. (SIC 6141)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	312				
Low sales value (\$000's)	(1)	(1)	171	286	534
High sales value (\$000's)	(1)	171	286	534	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.5	1.8	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	-15.8	3.7	2.0	2.1
Interest coverage ratio (times)	2.1	...	2.0	1.9	3.2
Debt ratio (times)	0.7	1.1	0.8	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Canada, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	179	315	558
High sales value (\$000's)	(1)	179	315	558	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	9	3	1	8	24
Depreciation	6	3	5	4	13
Other	-7	-9	3	-3	-18
<b>Dividends</b>	-4	-1	-2	-6	-6
<b>Investment activities</b>					
Disposal of fixed assets	2	-	3	1	5
Purchase of fixed assets	-9	-1	-4	-7	-26
Increase in investment	-1	-	-	-1	-2
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	-	1	8	16
Repayment of long term debt	-5	-3	-4	-7	-7
Loans from shareholders	5	-	3	4	12
Repayment of loans from shareholders	-5	-1	-5	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	-8	-1	-4	-1
Cash & equivalents-Beginning of the year	2	11	-	-7	4
Cash & equivalents - End of the year	-1	3	-	-11	3

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

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

Canada, Clothing Stores n.e.c. (SIC 6141)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	1,401	59,763	8,617	230	177
less than 20	1,341	34,893	3,854	227	171
20 - 99	49	13,915	1,566	3	5
100 - 499	6	5,099	566	-	-
500 and over	5	5,856	631	-	1
<b>1987</b>					
<b>Total</b>	1,528	80,545	7,428	335	...
less than 20	1,466	40,558	3,743	328	...
20 - 99	41	12,107	1,121	5	...
100 - 499	13	13,028	1,207	-	...
500 and over	8	14,852	1,357	2	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Clothing Stores n.e.c. (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	514				
Average sales \$	284,019	46,089	113,929	251,874	725,385
Average expense \$	271,270	41,525	108,591	244,328	630,935
Average net profit (loss) \$	12,749	4,564	4,438	7,846	34,150
Businesses reporting a profit (No.)	407				
Average sales \$	288,751	46,873	112,722	249,379	745,431
Average expense \$	266,821	38,674	102,780	234,564	691,266
Average net profit \$	21,930	8,199	9,942	15,415	54,165
Businesses reporting a loss (No.)	107				
Average sales \$	263,249	43,062	113,819	256,484	639,830
Average expense \$	283,163	52,513	123,541	267,049	689,547
Average net loss \$	-19,914	-9,451	-9,722	-10,565	-49,917
<b>1986</b>					
Number of observations in sample	773				
Average sales \$	237,912	37,509	89,572	187,019	637,548
Average expense \$	233,475	40,413	89,054	182,613	621,819
Average net profit (loss) \$	4,437	-2,904	518	4,406	15,729
Businesses reporting a profit (No.)	525				
Average sales \$	247,546	38,580	99,371	190,073	662,158
Average expense \$	232,105	29,791	89,548	178,860	630,221
Average net profit \$	15,441	8,789	9,823	11,213	31,937
Businesses reporting a loss (No.)	248				
Average sales \$	218,899	36,219	77,742	180,954	580,681
Average expense \$	233,532	53,197	88,457	190,066	602,406
Average net loss \$	-14,633	-16,978	-10,715	-9,112	-21,725
<b>1987</b>					
Number of observations in sample	490				
Average sales \$	247,748	40,682	91,754	203,523	655,033
Average expense \$	241,831	40,559	91,517	198,647	636,602
Average net profit (loss) \$	5,917	123	237	4,876	18,431
Businesses reporting a profit (No.)	338				
Average sales \$	255,289	39,393	90,799	208,679	682,284
Average expense \$	236,936	28,636	79,024	194,299	645,784
Average net profit \$	18,353	10,757	11,775	14,380	36,500
Businesses reporting a loss (No.)	152				
Average sales \$	229,140	42,165	92,943	193,525	587,928
Average expense \$	245,600	54,271	107,059	207,078	613,990
Average net loss \$	-16,460	-12,106	-14,116	-13,553	-26,062

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

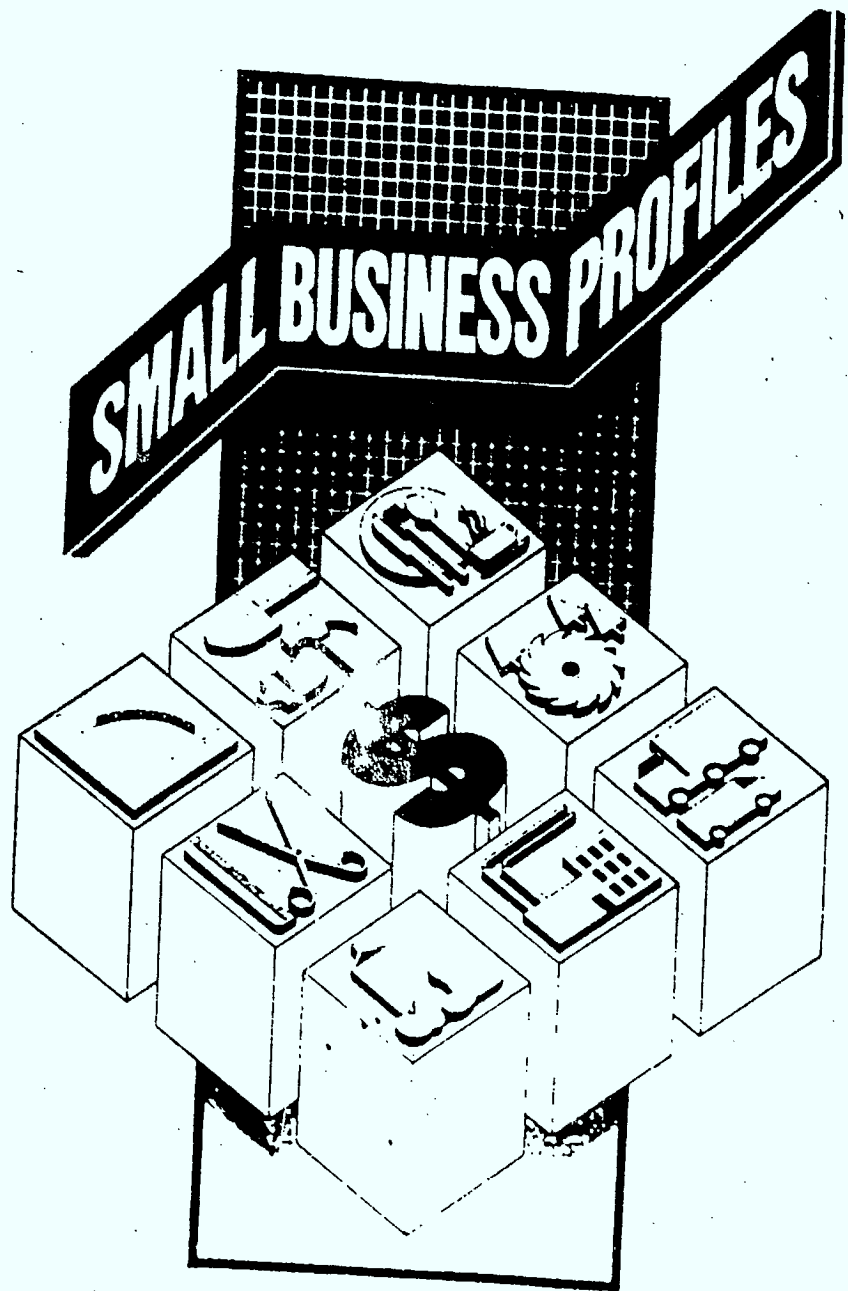
See Table 1 for symbols and notes



# COMBINATION BARBER & BEAUTY SHOPS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

## Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	265									
Low sales value (\$000's)	(1)	(1)	41	64	121					
High sales value (\$000's)	(1)	41	64	121	(1)					

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	20.6	24.0	25.2	20.1	13.1	100.0	20.6	24.0	25.2	20.1	13.1
Depreciation	2.8	2.0	3.5	3.5	2.4	85.4	3.3	2.9	3.8	3.8	2.6
Repairs & maintenance	1.7	1.7	2.5	1.3	1.1	78.5	2.1	3.1	2.8	1.6	1.2
Heat, light & telephone	3.5	3.8	4.0	3.8	2.4	94.7	3.7	4.3	4.1	3.9	2.4
Rent	12.7	16.6	15.3	11.6	7.3	87.4	14.5	19.5	16.0	13.6	8.7
Personnel expenses	35.7	19.3	33.4	37.6	51.9	93.3	38.3	22.8	36.2	39.2	51.9
Financial expenses	2.3	1.4	3.0	2.5	2.2	93.1	2.4	1.5	3.1	2.8	2.2
Interest & bank charges	1.4	0.4	2.0	1.8	1.2	68.9	2.0	0.9	3.0	2.3	1.4
Professional fees	0.9	1.0	1.0	0.7	1.0	80.3	1.1	1.6	1.1	1.0	1.0
Other expenses	25.7	28.4	26.9	20.9	26.4	100.0	25.7	28.4	26.9	20.9	26.4
Profit (loss)	15.7	26.8	11.5	18.8	6.4	98.0	16.1	26.8	12.1	18.8	6.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9713 - Combination Barber and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises such as barber and beauty shop combinations and unisex hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	60	133	207
High sales value (\$000's)	(1)	60	133	207	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	-	-	-	-	1
Inventory	-	-	-	-	-
Other current assets	25	5	13	46	35
Total current assets	26	5	13	47	36
Fixed assets	32	15	37	19	52
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	-	11	6	23
<b>Total assets</b>	<b>68</b>	<b>20</b>	<b>61</b>	<b>72</b>	<b>111</b>
<b>Liabilities and equity</b>					
Current loans	3	-	-	2	8
Other current liabilities	21	17	15	17	36
Total current liabilities	24	17	15	19	43
Mortgages payable	-	-	-	-	-
Long term debt	3	2	-	2	6
Other liabilities	23	6	32	14	36
<b>Total liabilities</b>	<b>50</b>	<b>26</b>	<b>47</b>	<b>36</b>	<b>85</b>
<b>Total equity</b>	<b>18</b>	<b>-5</b>	<b>14</b>	<b>36</b>	<b>26</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	60	133	207
High sales value (\$000's)	(1)	60	133	207	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	0.3	0.9	2.5	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	-4.9	3.4	1.0	3.3
Interest coverage ratio (times)	2.5	...	...	7.7	2.4
Debt ratio (times)	0.7	1.3	0.8	0.5	0.8

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

## Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	54				
Low sales value (\$000's)	(1)	(1)	82	142	207
High sales value (\$000's)	(1)	82	142	207	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	5	-9	8	10	7
Depreciation	6	3	3	5	10
Other	3	18	-2	3	-5
<b>Dividends</b>	-5	-8	-1	-10	-2
<b>Investment activities</b>					
Disposal of fixed assets	2	-	-	-	5
Purchase of fixed assets	-6	-6	-1	-7	-9
Increase in investment	-1	-	-1	-	-4
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	3	-	-	3	6
Repayment of long term debt	-3	-	-3	-1	-6
Loans from shareholders	4	-	4	5	5
Repayment of loans from shareholders	-4	-3	-	-4	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	2	-4	8	3	-
Cash & equivalents-Beginning of the year	9	8	10	3	15
Cash & equivalents - End of the year	11	4	18	6	15

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

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

## Canada, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>13,237</b>	<b>452,856</b>	<b>41,669</b>	<b>2,099</b>	<b>1,539</b>
less than 20	12,999	361,739	33,295	2,076	1,509
20 - 99	222	70,077	6,468	21	17
100 - 499	14	X	1,214	2	6
500 and over	2	X	692	-	7
<b>1987</b>					
<b>Total</b>	<b>14,866</b>	<b>592,370</b>	<b>48,910</b>	<b>2,419</b>	<b>...</b>
less than 20	14,591	455,642	37,640	2,397	...
20 - 99	238	84,268	6,933	21	...
100 - 499	25	23,047	1,965	1	...
500 and over	12	29,413	2,372	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	309				
Average sales \$	116,131	33,406	54,023	90,434	286,661
Average expense \$	101,911	24,001	40,762	76,331	266,549
Average net profit (loss) \$	14,220	9,405	13,261	14,103	20,112
Businesses reporting a profit (No.)	280				
Average sales \$	113,427	33,577	54,444	90,204	275,482
Average expense \$	95,586	22,518	39,873	71,910	248,043
Average net profit \$	17,841	11,059	14,571	18,294	27,439
Businesses reporting a loss (No.)	29				
Average sales \$	123,554	32,236	47,949	91,585	322,445
Average expense \$	127,973	34,154	53,602	98,352	325,782
Average net loss \$	-4,419	-1,918	-5,653	-6,767	-3,337
<b>1986</b>					
Number of observations in sample	332				
Average sales \$	91,607	31,223	48,879	76,137	210,187
Average expense \$	81,730	26,763	38,777	64,755	196,623
Average net profit (loss) \$	9,877	4,460	10,102	11,382	13,564
Businesses reporting a profit (No.)	291				
Average sales \$	92,035	31,094	47,882	76,900	212,262
Average expense \$	78,690	24,035	35,206	62,837	192,683
Average net profit \$	13,345	7,059	12,676	14,063	19,579
Businesses reporting a loss (No.)	41				
Average sales \$	90,323	31,682	55,318	71,965	202,325
Average expense \$	96,276	36,466	61,836	75,250	211,551
Average net loss \$	-5,953	-4,784	-6,518	-3,285	-9,226
<b>1987</b>					
Number of observations in sample	289				
Average sales \$	104,664	32,797	53,053	88,818	243,986
Average expense \$	94,479	23,742	49,086	73,448	231,639
Average net profit (loss) \$	10,185	9,055	3,967	15,370	12,347
Businesses reporting a profit (No.)	229				
Average sales \$	102,490	33,410	53,641	86,796	236,112
Average expense \$	87,377	20,745	44,453	66,246	218,065
Average net profit \$	15,113	12,665	9,188	20,550	18,047
Businesses reporting a loss (No.)	60				
Average sales \$	113,234	29,978	51,807	96,787	274,363
Average expense \$	120,563	37,515	58,904	101,827	284,005
Average net loss \$	-7,329	-7,537	-7,097	-5,040	-9,642

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

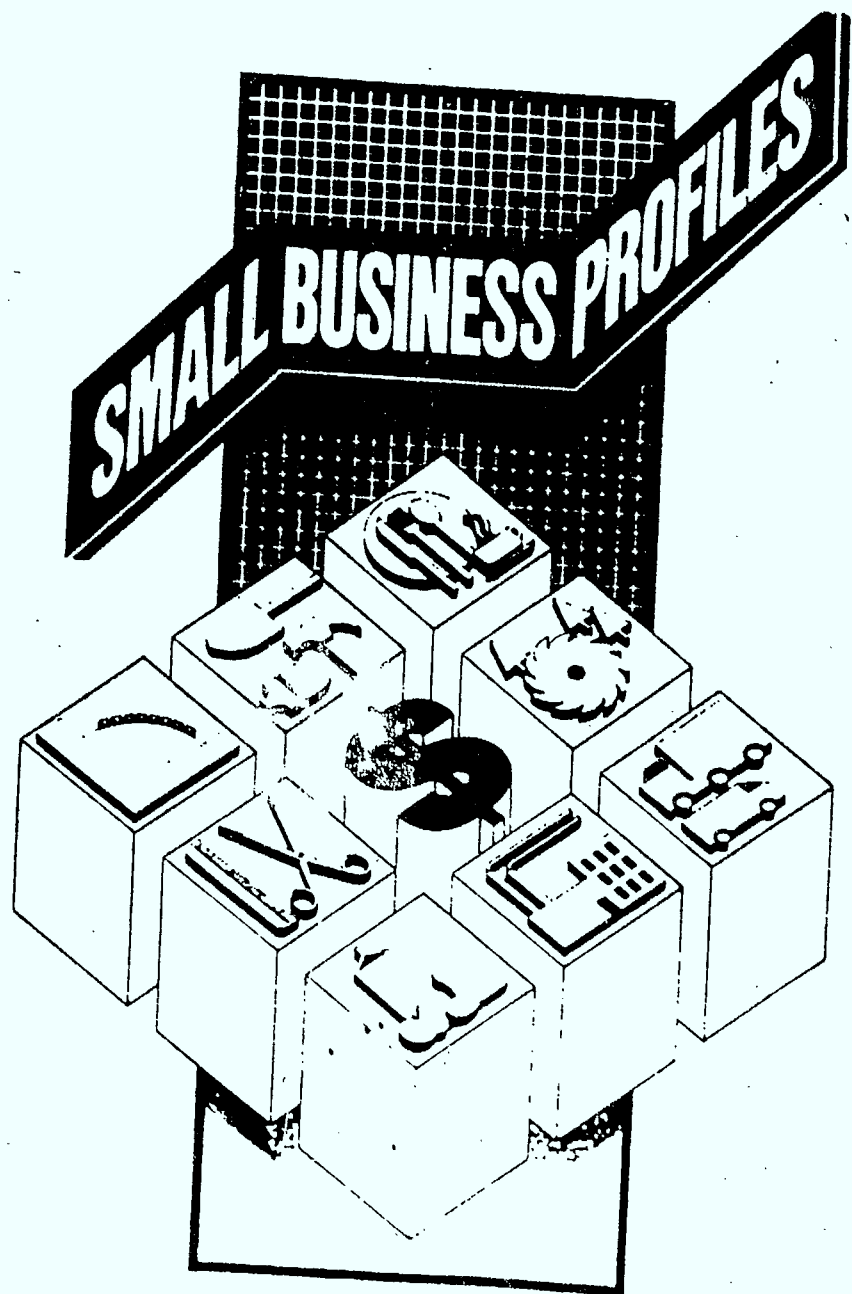
See Table 1 for symbols and notes



# COMMERCIAL PRINTING INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

## Canada, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	1,463										
Low sales value (\$000's)	(1)	(1)	94	220	477						477
High sales value (\$000's)	(1)	94	220	477	(1)						(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.7	31.4	28.1	29.5	29.7	87.5	33.9	39.9	32.9	32.5	31.3
Occupancy expenses	10.7	14.2	10.8	9.5	8.2	97.8	10.9	15.2	10.8	9.7	8.3
Depreciation	3.6	4.1	3.6	3.5	3.4	89.0	4.1	5.5	3.8	3.7	3.5
Repairs & maintenance	1.3	1.5	1.2	1.1	1.2	77.2	1.6	2.1	1.6	1.5	1.4
Heat, light & telephone	1.8	2.7	1.7	1.5	1.2	89.4	2.0	3.5	1.9	1.6	1.3
Rent	4.0	6.0	4.3	3.3	2.4	78.1	5.1	8.8	5.2	4.1	3.0
Personnel expenses	27.1	13.5	29.3	32.1	33.3	90.6	29.9	19.3	31.2	32.4	33.6
Financial expenses	2.9	3.3	3.2	3.0	2.3	94.7	3.1	3.8	3.3	3.0	2.3
Interest & bank charges	1.9	1.9	2.1	1.9	1.5	84.3	2.2	2.7	2.4	2.1	1.7
Professional fees	1.1	1.3	1.1	1.1	0.8	88.5	1.2	1.9	1.2	1.1	0.8
Other expenses	23.1	27.4	23.3	22.1	19.6	100.0	23.1	27.4	23.3	22.1	19.6
Profit (loss)	6.5	10.1	5.2	3.9	6.8	98.9	6.6	10.2	5.3	4.0	6.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2810 - Commercial Printing Industries

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,280				
Low sales value (\$000's)	(1)	(1)	172	308	607
High sales value (\$000's)	(1)	172	308	607	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	72	15	30	63	179
Inventory	-	-	-	-	-
Other current assets	59	14	26	57	139
Total current assets	131	29	56	120	318
Fixed assets	99	23	51	84	235
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	5	15	34
<b>Total assets</b>	<b>244</b>	<b>56</b>	<b>112</b>	<b>219</b>	<b>587</b>
<b>Liabilities and equity</b>					
Current loans	21	6	10	20	47
Other current liabilities	73	21	41	68	164
Total current liabilities	94	27	51	88	211
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	10	18
Other liabilities	56	17	29	49	131
<b>Total liabilities</b>	<b>160</b>	<b>47</b>	<b>85</b>	<b>147</b>	<b>360</b>
<b>Total equity</b>	<b>84</b>	<b>9</b>	<b>27</b>	<b>72</b>	<b>228</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,280				
Low sales value (\$000's)	(1)	(1)	172	308	607
High sales value (\$000's)	(1)	172	308	607	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.1	1.1	1.4	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	5.2	3.2	2.0	1.6
Interest coverage ratio (times)	4.3	0.4	2.5	4.2	5.4
Debt ratio (times)	0.7	0.8	0.8	0.7	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Commercial Printing Industries (SIC 281)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	824				
Low sales value (\$000's)	(1)	(1)	181	329	345
High sales value (\$000's)	(1)	181	329	345	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	28	8	15	26	63
Depreciation	18	6	10	16	39
Other	-8	-	-3	-6	-24
<b>Dividends</b>	-11	-6	-6	-12	-21
<b>Investment activities</b>					
Disposal of fixed assets	7	2	4	4	16
Purchase of fixed assets	-38	-8	-16	-28	-101
Increase in investment	-2	-	-1	-3	-5
Decrease in investment	1	1	1	1	2
<b>Financing activities</b>					
Increase in long term debt	18	4	6	14	46
Repayment of long term debt	-12	-4	-9	-10	-25
Loans from shareholders	7	2	3	5	17
Repayment of loans from shareholders	-5	-2	-3	-6	-9
Advances & loans from government	-	-	-	-	1
Increase in equity	1	-	1	-	2
Decrease in equity	-1	-	-1	-1	-4
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	4	1	2	-2
Cash & equivalents-Beginning of the year	6	4	5	2	14
Cash & equivalents - End of the year	8	8	6	4	13

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

See Table 1 for symbols and notes.

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

## Canada, Commercial Printing Industries (SIC 281)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	4,040	1,399,940	63,622	529	389
less than 20	3,390	296,330	13,400	482	367
20 - 99	422	334,645	15,284	25	17
100 - 499	146	304,899	13,687	20	5
500 and over	82	464,066	21,251	2	-
<b>1987</b>					
Total	4,709	1,906,655	74,423	657	...
less than 20	3,973	398,343	15,694	604	...
20 - 99	487	444,954	17,609	30	...
100 - 499	163	410,009	16,065	20	...
500 and over	86	653,349	25,055	3	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,799				
Average sales \$	296,860	51,297	109,094	237,364	789,084
Average expense \$	276,616	47,319	104,040	226,049	729,056
Average net profit (loss) \$	20,244	3,978	5,054	11,915	60,028
Businesses reporting a profit (No.)	1,501				
Average sales \$	296,995	51,554	110,828	241,197	784,401
Average expense \$	266,992	40,039	97,413	218,004	712,512
Average net profit \$	30,003	11,515	13,415	23,193	71,889
Businesses reporting a loss (No.)	298				
Average sales \$	305,536	50,301	105,899	228,540	837,402
Average expense \$	335,256	75,499	116,251	249,504	899,769
Average net loss \$	-29,720	-25,198	-10,352	-20,964	-62,367
<b>1986</b>					
Number of observations in sample	1,837				
Average sales \$	307,927	42,692	117,176	243,456	828,383
Average expense \$	287,106	37,871	109,307	226,901	774,345
Average net profit (loss) \$	20,821	4,821	7,869	16,555	54,038
Businesses reporting a profit (No.)	1,480				
Average sales \$	309,589	42,620	116,085	247,551	832,099
Average expense \$	280,805	34,984	103,114	220,474	764,648
Average net profit \$	28,784	7,636	12,971	27,077	67,451
Businesses reporting a loss (No.)	357				
Average sales \$	300,016	43,048	120,883	232,778	803,353
Average expense \$	316,487	52,308	130,328	243,660	839,653
Average net loss \$	-16,471	-9,260	-9,445	-10,882	-36,300
<b>1987</b>					
Number of observations in sample	1,605				
Average sales \$	369,152	54,202	153,481	326,241	942,682
Average expense \$	346,473	49,448	144,841	311,333	880,268
Average net profit (loss) \$	22,679	4,754	8,640	14,908	62,414
Businesses reporting a profit (No.)	1,262				
Average sales \$	372,501	53,960	154,393	329,538	952,114
Average expense \$	338,057	43,099	138,677	300,826	869,626
Average net profit \$	34,444	10,861	15,716	28,712	82,488
Businesses reporting a loss (No.)	343				
Average sales \$	353,898	54,870	150,899	315,853	893,971
Average expense \$	377,237	66,996	162,279	344,442	935,232
Average net loss \$	-23,339	-12,126	-11,380	-28,589	-41,261

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

See Table 1 for symbols and notes





# COMPUTER SERVICES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	532											
Low sales value (\$000's)	(1)	(1)	38	62	128							
High sales value (\$000's)	(1)	38	62	128	(1)							

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	8.2	7.7	7.4	7.1	10.6	90.1	9.1	9.5	8.8	7.4	10.8
Depreciation	3.7	4.3	3.0	3.2	4.4	78.4	4.7	7.0	4.2	3.7	4.7
Repairs & maintenance	0.9	0.6	1.2	0.5	1.4	35.6	2.6	2.1	3.2	1.7	2.9
Heat, light & telephone	1.0	0.8	0.8	1.1	1.3	62.5	1.6	2.0	1.2	1.8	1.7
Rent	2.6	2.0	2.5	2.3	3.5	53.5	4.8	5.1	4.5	4.5	5.0
Personnel expenses	22.7	11.6	15.5	28.3	35.2	62.1	36.6	32.7	34.6	36.4	39.2
Financial expenses	4.1	2.5	5.0	3.5	5.2	78.5	5.2	4.2	7.2	3.9	5.6
Interest & bank charges	1.1	1.1	1.0	1.0	1.3	55.4	2.0	3.4	1.8	1.7	1.7
Professional fees	3.0	1.4	4.0	2.5	3.9	66.7	4.4	3.1	7.3	2.9	4.9
Other expenses	30.6	28.9	24.9	28.0	40.6	98.2	31.2	28.9	26.7	28.1	40.6
Profit (loss)	34.4	49.3	47.2	33.1	8.3	96.3	35.7	55.2	48.2	33.6	8.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 7721 - Computer Services

Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work. This industry includes computer consulting services, computer input preparation services, computer processing services, computer programming services, computer rental or leasing services (except finance leasing), computer services, computer software services, computer time-sharing services, computer services software packages, computer services systems analysis and design and computer services systems design.

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

## Canada, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	443				
Low sales value (\$000's)	(1)	(1)	59	100	244
High sales value (\$000's)	(1)	59	100	244	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	4	12	20	90
Inventory	-	-	-	-	-
Other current assets	42	5	19	25	116
Total current assets	73	9	31	45	206
Fixed assets	36	8	14	29	92
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	19	3	1	16	53
<b>Total assets</b>	<b>128</b>	<b>20</b>	<b>46</b>	<b>90</b>	<b>351</b>
<b>Liabilities and equity</b>					
Current loans	9	-	4	4	28
Other current liabilities	54	13	22	34	145
Total current liabilities	63	13	26	38	173
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	1	3
Other liabilities	23	2	10	19	60
<b>Total liabilities</b>	<b>87</b>	<b>15</b>	<b>36</b>	<b>58</b>	<b>236</b>
<b>Total equity</b>	<b>41</b>	<b>4</b>	<b>10</b>	<b>32</b>	<b>115</b>

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

See Table 1 for symbols and notes.

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

## Canada, Computer Services (SIC 7721)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	443				
Low sales value (\$000's)	(1)	(1)	59	100	244
High sales value (\$000's)	(1)	59	100	244	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	0.7	1.2	1.2	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	3.5	3.5	1.8	2.1
Interest coverage ratio (times)	6.6	2.9	12.4	11.3	4.6
Debt ratio (times)	0.7	0.8	0.8	0.6	0.7

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

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

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	196				
Low sales value (\$000's)	(1)	(1)	52	110	225
High sales value (\$000's)	(1)	52	110	225	111
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	12	-4	8	-3	43
Depreciation	12	2	3	10	31
Other	12	54	2	5	-5
<b>Dividends</b>	-11	-23	-	-5	-21
<b>Investment activities</b>					
Disposal of fixed assets	3	-	2	3	7
Purchase of fixed assets	-18	-3	-8	-10	-47
Increase in investment	-3	-1	-	-	-11
Decrease in investment	-	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	3	-	-	1	11
Repayment of long term debt	-23	-89	-	-2	-15
Loans from shareholders	10	25	2	4	10
Repayment of loans from shareholders	-4	-1	-	-2	-11
Advances & loans from government	-	-	-	-	1
Increase in equity	13	52	-	1	8
Decrease in equity	-2	-8	-	-	-2
Other	-1	-	-	-	-1
Increase(decrease) in cash & equivalents	4	5	9	1	-1
Cash & equivalents-Beginning of the year	14	-1	13	14	27
Cash & equivalents - End of the year	18	4	21	15	27

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

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

## Canada, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,256</b>	<b>1,191,569</b>	<b>41,220</b>	<b>1,059</b>	<b>685</b>
less than 20	2,884	190,094	6,677	1,001	638
20 - 99	218	155,558	5,484	34	41
100 - 499	110	183,137	6,517	22	4
500 and over	44	662,780	22,542	2	2
<b>1987</b>					
<b>Total</b>	<b>4,876</b>	<b>1,859,624</b>	<b>57,407</b>	<b>1,304</b>	<b>...</b>
less than 20	4,293	314,582	9,898	1,212	...
20 - 99	364	294,739	9,192	63	...
100 - 499	166	335,936	10,520	19	...
500 and over	53	914,367	27,797	10	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	112				
Average sales \$	240,510	47,816	82,911	148,589	682,723
Average expense \$	225,417	41,704	82,322	117,762	659,881
Average net profit (loss) \$	15,093	6,112	589	30,827	22,842
Businesses reporting a profit (No.)	91				
Average sales \$	243,260	48,678	83,931	151,680	688,751
Average expense \$	208,509	41,250	67,190	112,985	612,612
Average net profit \$	34,751	7,428	16,741	38,695	76,139
Businesses reporting a loss (No.)	21				
Average sales \$	225,171	38,053	73,695	128,918	660,016
Average expense \$	313,019	46,834	219,132	148,166	837,945
Average net loss \$	-87,848	-8,781	-145,437	-19,248	-177,929
<b>1986</b>					
Number of observations in sample	490				
Average sales \$	184,882	33,004	54,125	106,931	545,466
Average expense \$	161,876	23,761	34,670	91,835	497,239
Average net profit (loss) \$	23,006	9,243	19,455	15,096	48,227
Businesses reporting a profit (No.)	379				
Average sales \$	173,134	33,427	54,326	106,326	498,455
Average expense \$	138,867	18,777	31,511	87,569	417,612
Average net profit \$	34,267	14,650	22,815	18,757	80,843
Businesses reporting a loss (No.)	111				
Average sales \$	255,798	32,148	52,577	110,657	827,809
Average expense \$	296,631	33,867	59,043	118,144	975,471
Average net loss \$	-40,833	-1,719	-6,466	-7,487	-147,662
<b>1987</b>					
Number of observations in sample	624				
Average sales \$	149,363	31,675	48,433	85,079	432,264
Average expense \$	128,815	15,539	26,994	60,083	412,643
Average net profit (loss) \$	20,548	16,136	21,439	24,996	19,621
Businesses reporting a profit (No.)	463				
Average sales \$	153,946	31,816	48,059	84,740	451,168
Average expense \$	118,637	12,931	16,999	51,582	393,034
Average net profit \$	35,309	18,885	31,060	33,158	58,134
Businesses reporting a loss (No.)	161				
Average sales \$	137,795	30,324	49,551	86,454	384,851
Average expense \$	163,488	40,651	56,908	94,571	461,822
Average net loss \$	-25,693	-10,327	-7,357	-8,117	-76,971

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

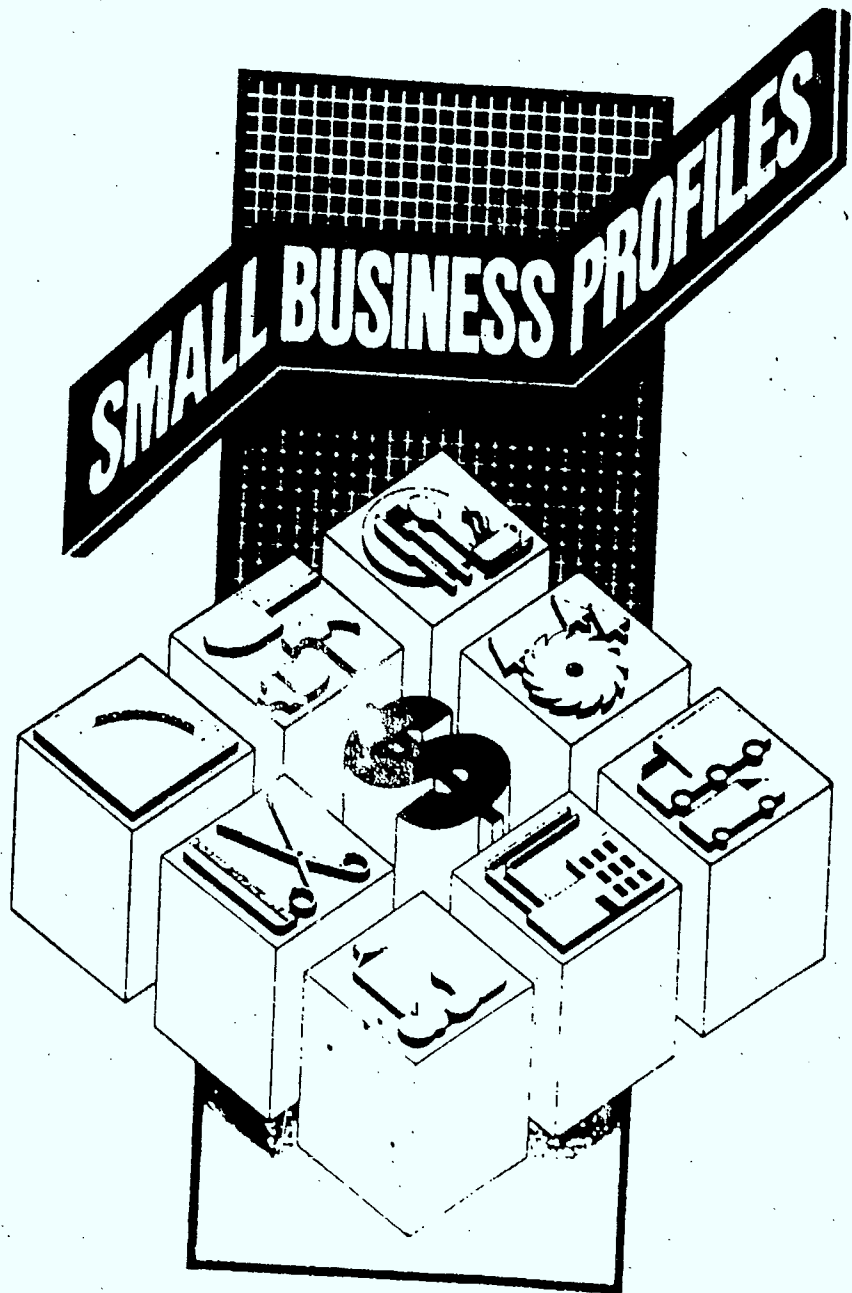
See Table 1 for symbols and notes



# CONCRETE POURING AND FINISHING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



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

## Canada, Concrete Pouring &amp; Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	539					
Low sales value (\$000's)	(1)	(1)	48	103	247	
High sales value (\$000's)	(1)	46	103	247	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	23.9	26.3	23.9	19.1	26.6	71.6	33.4	34.5	35.7	29.6	33.7
Occupancy expenses	8.1	9.2	8.5	7.0	7.7	99.2	8.2	9.5	8.5	7.0	7.7
Depreciation	3.6	3.6	4.7	2.9	3.3	87.0	4.1	5.3	5.2	3.1	3.3
Repairs & maintenance	1.4	0.7	1.3	1.8	1.8	48.5	2.9	1.4	3.0	3.7	3.5
Heat, light & telephone	0.9	1.3	1.0	0.8	0.7	71.5	1.3	2.3	1.4	1.0	0.8
Rent	2.1	3.6	1.4	1.6	1.9	65.3	3.3	5.4	2.8	2.2	2.6
Personnel expenses	26.2	12.9	25.7	34.5	31.5	90.3	29.0	17.1	28.4	36.1	31.7
Financial expenses	2.0	1.6	2.7	1.8	1.7	92.5	2.1	2.0	2.8	1.9	1.8
Interest & bank charges	1.0	0.7	1.5	0.9	1.0	73.1	1.4	1.2	2.1	1.1	1.2
Professional fees	0.9	0.9	1.2	0.9	0.7	85.1	1.1	1.3	1.3	1.1	0.8
Other expenses	27.2	31.4	26.2	27.4	24.0	99.6	27.3	31.9	26.2	27.4	24.0
Profit (loss)	12.6	18.6	13.0	10.3	8.5	99.1	12.7	18.6	13.2	10.4	8.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4224 - Concrete Pouring and Finishing Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	358				
Low sales value (\$000's)	(1)	(1)	93	192	450
High sales value (\$000's)	(1)	93	192	450	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	39	7	9	28	110
Inventory	-	-	-	-	-
Other current assets	42	8	12	45	103
Total current assets	81	15	21	73	213
Fixed assets	47	10	14	56	108
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	2	2	5	39
<b>Total assets</b>	<b>140</b>	<b>28</b>	<b>37</b>	<b>134</b>	<b>360</b>
<b>Liabilities and equity</b>					
Current loans	8	3	3	7	19
Other current liabilities	48	12	15	46	118
Total current liabilities	55	14	17	53	137
Mortgages payable	-	-	-	-	-
Long term debt	4	1	2	5	9
Other liabilities	24	10	9	33	44
<b>Total liabilities</b>	<b>83</b>	<b>25</b>	<b>28</b>	<b>90</b>	<b>190</b>
<b>Total equity</b>	<b>57</b>	<b>3</b>	<b>9</b>	<b>44</b>	<b>171</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	358				
Low sales value (\$000's)	(1)	(1)	93	192	450
High sales value (\$000's)	(1)	93	192	450	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.2	1.4	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	8.6	3.0	2.1	1.1
Interest coverage ratio (times)	8.5	0.1	3.4	7.0	11.4
Debt ratio (times)	0.6	0.9	0.7	0.7	0.5

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

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

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	152				
Low sales value (\$000's)	(1)	(1)	105	234	498
High sales value (\$000's)	(1)	105	234	498	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	23	1	2	24	54
Depreciation	12	3	5	15	26
Other	-1	4	2	3	-13
<b>Dividends</b>	-4	-	-1	-5	-12
<b>Investment activities</b>					
Disposal of fixed assets	6	2	1	8	11
Purchase of fixed assets	-31	-3	-15	-40	-67
Increase in investment	-1	-	-	-2	-
Decrease in investment	-	-	-	2	-
<b>Financing activities</b>					
Increase in long term debt	12	-	6	21	20
Repayment of long term debt	-7	-2	-1	-11	-13
Loans from shareholders	4	-	5	5	8
Repayment of loans from shareholders	-5	-1	-2	-6	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-	-	-3	-
Other	-	-1	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	8	2	3	11	17
<b>Cash &amp; equivalents-Beginning of the year</b>	17	1	13	22	30
<b>Cash &amp; equivalents - End of the year</b>	25	3	15	33	47

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	1,909	154,329	6,780	345	178
less than 20	1,826	94,774	3,908	331	176
20 - 99	79	58,085	2,400	13	2
100 - 499	4	11,470	472	1	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	2,263	313,740	11,359	453	...
less than 20	2,140	155,490	5,766	434	...
20 - 99	110	101,568	3,610	16	...
100 - 499	13	56,682	1,983	3	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	835				
Average sales \$	209,530	36,734	74,321	158,204	588,861
Average expense \$	192,767	29,400	63,677	142,152	535,839
Average net profit (loss) \$	16,763	7,334	10,644	16,052	33,022
Businesses reporting a profit (No.)	710				
Average sales \$	214,089	36,243	74,478	158,642	586,992
Average expense \$	191,700	26,938	61,824	136,648	541,389
Average net profit \$	22,389	9,305	12,654	21,994	45,603
Businesses reporting a loss (No.)	125				
Average sales \$	186,577	41,536	73,066	156,171	475,535
Average expense \$	201,739	53,461	78,486	167,740	507,270
Average net loss \$	-15,162	-11,925	-5,420	-11,569	-31,735
<b>1986</b>					
Number of observations in sample	864				
Average sales \$	248,355	42,115	90,312	198,171	662,820
Average expense \$	227,470	36,232	75,903	177,652	620,092
Average net profit (loss) \$	20,885	5,883	14,409	20,519	42,728
Businesses reporting a profit (No.)	728				
Average sales \$	256,308	42,754	88,519	198,491	695,467
Average expense \$	227,934	32,071	69,611	169,345	640,707
Average net profit \$	28,374	10,683	18,908	29,146	54,760
Businesses reporting a loss (No.)	136				
Average sales \$	204,684	40,372	97,156	197,023	484,186
Average expense \$	215,570	47,573	99,930	207,486	507,291
Average net loss \$	-10,886	-7,201	-2,774	-10,463	-23,105
<b>1987</b>					
Number of observations in sample	572				
Average sales \$	216,544	32,414	69,535	167,373	596,854
Average expense \$	196,360	25,939	60,903	151,095	547,501
Average net profit (loss) \$	20,184	6,475	8,632	16,278	49,353
Businesses reporting a profit (No.)	472				
Average sales \$	221,504	31,982	72,321	167,521	614,192
Average expense \$	194,690	24,448	56,914	144,417	552,981
Average net profit \$	26,814	7,534	15,407	23,104	61,211
Businesses reporting a loss (No.)	100				
Average sales \$	189,154	37,507	63,661	166,816	488,631
Average expense \$	200,589	43,513	69,313	176,237	513,292
Average net loss \$	-11,435	-6,006	-5,652	-9,421	-24,661

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

See Table 1 for symbols and notes

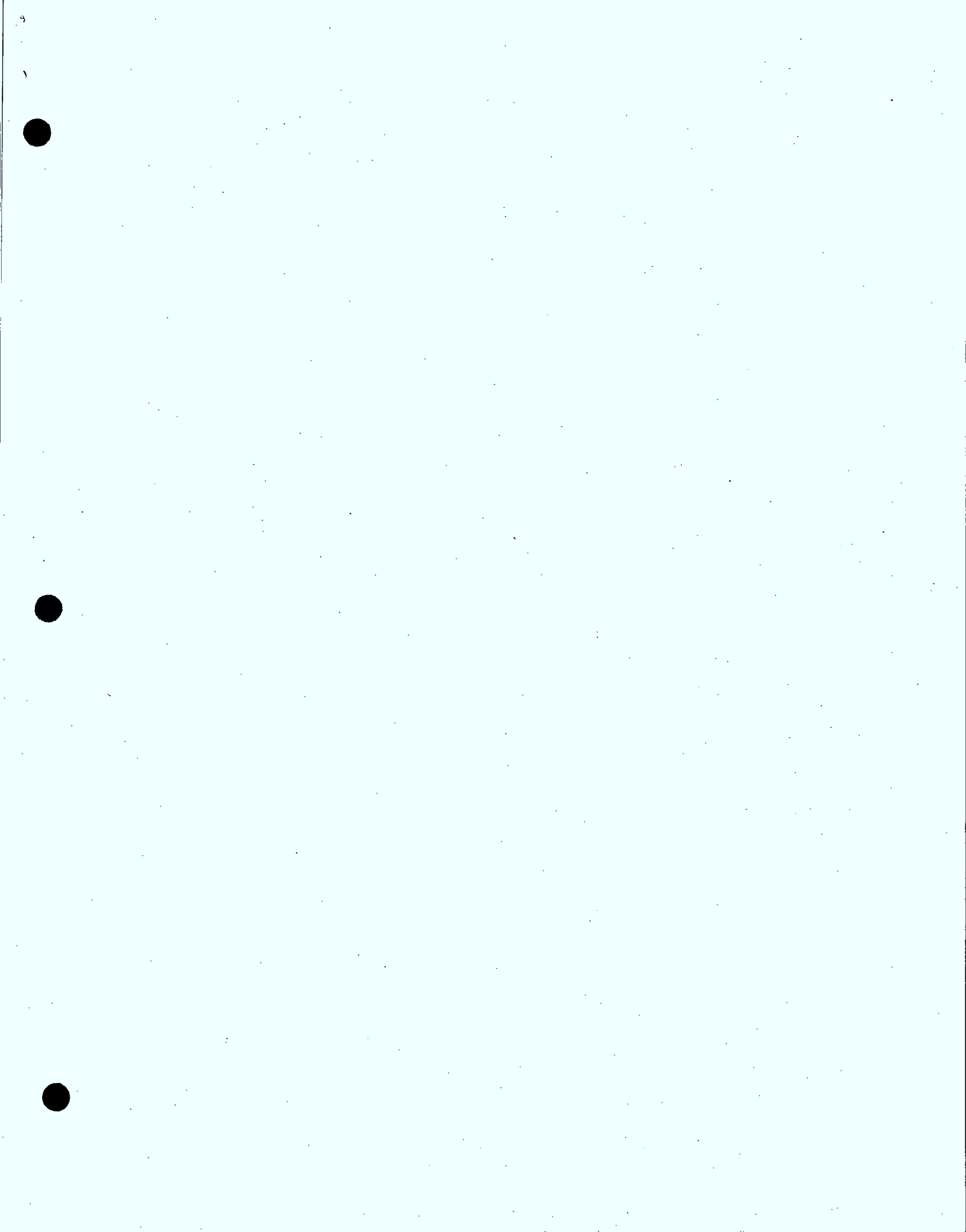




TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Courier Service Industry (SIC 4842)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	128										
Low sales value (\$000's)	(1)	(1)	30	38	35						
High sales value (\$000's)	(1)	30	38	65	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.2	...	...	...	...	1.3	14.1	-	-	-	...
Occupancy expenses	11.9	13.0	11.6	13.8	9.1	99.5	12.0	13.0	11.6	14.0	9.1
Depreciation	4.7	7.3	5.1	4.6	2.0	88.2	5.4	7.5	6.0	5.4	2.3
Repairs & maintenance	2.8	3.8	1.9	4.1	1.3	43.6	6.4	6.3	10.5	9.1	2.7
Heat, light & telephone	1.0	0.8	0.7	0.9	1.6	47.1	2.1	2.4	3.1	2.0	1.8
Rent	3.4	1.1	3.9	4.2	4.2	67.7	5.0	2.3	5.0	7.2	4.9
Personnel expenses	14.1	1.0	6.9	13.2	34.9	67.5	20.9	3.5	10.7	16.3	36.7
Financial expenses	2.9	4.8	2.5	2.1	2.2	92.0	3.1	5.9	2.6	2.3	2.2
Interest & bank charges	2.1	4.2	1.9	1.5	1.0	73.5	2.9	6.5	2.3	2.5	1.1
Professional fees	0.8	0.6	0.6	0.6	1.2	68.4	1.1	1.2	1.1	0.9	1.2
Other expenses	36.8	32.6	36.8	30.4	47.4	100.0	36.8	32.6	36.8	30.4	47.4
Profit (loss)	34.1	48.5	42.2	40.4	5.7	99.3	34.3	49.7	42.2	40.4	5.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4842 - Courier Service Industry

Businesses primarily engaged in providing a delivery service for letters and mail-type small parcels. Businesses engaged in courier messenger services, courier parcel delivery services, courier parcel express services and courier pick-up and delivery services are included in the industry.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	48	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	21	--	--	--	--
Total current assets	69	--	--	--	--
Fixed assets	18	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
<b>Total assets</b>	<b>93</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	9	--	--	--	--
Other current liabilities	39	--	--	--	--
Total current liabilities	48	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	5	--	--	--	--
<b>Total liabilities</b>	<b>55</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>38</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Courier Service Industry (SIC 4842)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	6.3	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

Canada, Courier Service Industry (SIC 4842)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	21	--	--	--	--
Depreciation	10	--	--	--	--
Other	-4	--	--	--	--
<b>Dividends</b>	-9	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	8	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	17	--	--	--	--
Repayment of long term debt	-16	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	7	--	--	--	--
Cash & equivalents-Beginning of the year	14	--	--	--	--
Cash & equivalents - End of the year	21	--	--	--	--

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

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

Canada, Courier Service Industry (SIC 4842)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>847</b>	<b>213,038</b>	<b>12,038</b>	<b>219</b>	<b>162</b>
less than 20	764	37,646	2,110	211	160
20 - 99	37	17,020	950	6	1
100 - 499	16	16,823	942	-	1
500 and over	30	141,609	8,036	2	-
<b>1987</b>					
<b>Total</b>	<b>1,320</b>	<b>359,645</b>	<b>17,831</b>	<b>371</b>	<b>...</b>
less than 20	1,199	57,388	2,879	362	...
20 - 99	59	34,070	1,666	6	...
100 - 499	31	26,524	1,314	3	...
500 and over	31	241,663	11,972	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	197				
Average sales \$	179,881	27,795	36,582	77,559	577,587
Average expense \$	162,976	13,512	19,337	62,424	556,532
Average net profit (loss) \$	16,905	14,283	17,245	15,135	20,955
Businesses reporting a profit (No.)	185				
Average sales \$	168,435	27,795	36,582	78,058	531,306
Average expense \$	150,094	13,512	19,337	62,040	505,486
Average net profit \$	18,341	14,283	17,245	16,018	25,820
Businesses reporting a loss (No.)	12				
Average sales \$	482,820	-	-	62,590	863,050
Average expense \$	473,028	-	-	73,951	872,104
Average net loss \$	-10,208	-	-	-11,361	-9,054
<b>1986</b>					
Number of observations in sample	283				
Average sales \$	162,257	28,089	35,362	69,290	516,288
Average expense \$	143,857	16,977	17,898	40,721	499,832
Average net profit (loss) \$	18,400	11,112	17,464	28,569	16,456
Businesses reporting a profit (No.)	263				
Average sales \$	168,217	27,916	35,362	69,085	540,504
Average expense \$	146,798	14,760	17,898	39,985	514,548
Average net profit \$	21,419	13,156	17,464	29,100	25,956
Businesses reporting a loss (No.)	20				
Average sales \$	185,312	29,511	-	83,090	443,335
Average expense \$	193,620	35,181	-	90,184	455,496
Average net loss \$	-8,308	-5,670	-	-7,094	-12,161
<b>1987</b>					
Number of observations in sample	295				
Average sales \$	126,937	28,349	34,951	51,719	392,729
Average expense \$	111,585	15,401	20,174	30,804	379,959
Average net profit (loss) \$	15,352	12,948	14,777	20,915	12,770
Businesses reporting a profit (No.)	235				
Average sales \$	146,898	28,349	34,947	51,719	472,575
Average expense \$	127,868	15,401	19,765	30,804	445,500
Average net profit \$	19,030	12,948	15,182	20,915	27,075
Businesses reporting a loss (No.)	60				
Average sales \$	134,729	-	35,119	-	234,338
Average expense \$	142,767	-	35,589	-	249,944
Average net loss \$	-8,038	-	-470	-	-15,606

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

See Table 1 for symbols and notes



# DIRECT SELLERS

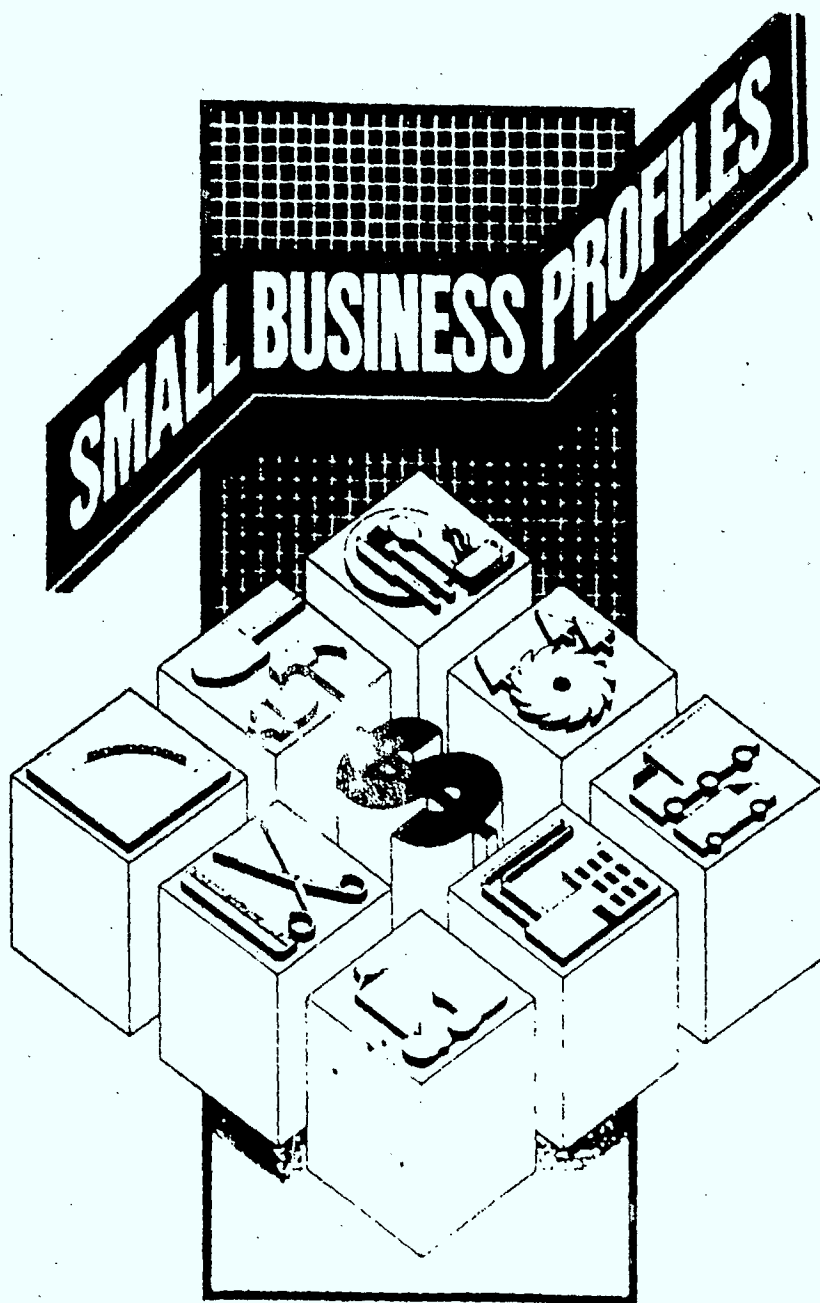
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



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

Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	395										
Low sales value (\$000's)	(1)	(1)	38	69	153						153
High sales value (\$000's)	(1)	38	69	153	(1)						(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.2	37.6	44.4	57.0	69.1	72.4	72.0	62.3	66.6	76.0	79.2
Occupancy expenses	5.0	5.6	7.2	4.5	3.0	95.4	5.3	5.9	7.4	4.8	3.1
Depreciation	1.9	1.3	3.6	1.6	1.1	71.8	2.6	2.5	5.2	2.1	1.3
Repairs & maintenance	1.4	1.4	1.6	1.4	1.0	46.3	2.9	3.6	3.9	2.9	1.8
Heat, light & telephone	0.6	0.7	0.9	0.6	0.4	52.5	1.2	1.8	1.6	1.1	0.7
Rent	1.2	2.1	1.2	0.9	0.5	36.1	3.2	4.5	3.9	2.7	1.4
Personnel expenses	5.1	6.0	5.9	3.6	5.0	57.9	8.8	11.2	11.7	6.8	6.7
Financial expenses	1.2	1.2	2.1	1.0	0.6	79.1	1.6	1.7	2.6	1.3	0.8
Interest & bank charges	0.9	0.7	1.8	0.8	0.4	60.7	1.5	1.2	2.9	1.4	0.6
Professional fees	0.3	0.6	0.3	0.2	0.2	56.9	0.6	1.1	0.6	0.3	0.4
Other expenses	23.1	27.6	22.7	25.3	16.8	100.0	23.1	27.6	22.7	25.3	16.8
Profit (loss)	13.4	22.0	17.6	8.7	5.4	99.3	13.5	22.7	17.6	8.7	5.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

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

**Footnotes**

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

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

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

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

**Notes**

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

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

**How to use the tables**

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

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 6921 - Direct Sellers**

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. Mail-order houses are included here. Direct mail marketing operators, direct personal retailing operators, direct selling of merchandise, door-to-door retailing of merchandise, retail food and beverage home delivery, mail order houses, home delivery newspapers, direct sales non-store retailing party plan merchandising and retail telephone selling of merchandise are included here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	87	198	441
High sales value (\$000's)	(1)	87	198	441	(1)
Average, (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	3	1	15	73
Inventory	-	-	-	-	-
Other current assets	33	9	6	13	101
Total current assets	57	12	7	28	174
Fixed assets	36	5	12	17	108
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	32	4	5	6	111
<b>Total assets</b>	<b>125</b>	<b>21</b>	<b>25</b>	<b>51</b>	<b>393</b>
<b>Liabilities and equity</b>					
Current loans	16	3	-	4	56
Other current liabilities	46	6	17	22	135
Total current liabilities	62	9	17	26	191
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	1	5
Other liabilities	27	11	14	18	65
<b>Total liabilities</b>	<b>91</b>	<b>20</b>	<b>31</b>	<b>45</b>	<b>260</b>
<b>Total equity</b>	<b>34</b>	<b>1</b>	<b>-7</b>	<b>7</b>	<b>133</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Direct Sellers (SIC 6921)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	87	198	441
High sales value (\$000's)	(1)	87	198	441	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	1.3	0.4	1.1	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	19.4	-4.6	6.9	2.0
Interest coverage ratio (times)	5.7	12.2	3.2	5.6	5.5
Debt ratio (times)	0.7	1.0	1.3	0.9	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	--	--	--	--
Depreciation	12	--	--	--	--
Other	-12	--	--	--	--
<b>Dividends</b>	-1	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-12	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	17	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	5	--	--	--	--
Cash & equivalents - End of the year	11	--	--	--	--

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

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

## Canada, Direct Sellers (SIC 6921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>914</b>	<b>79,565</b>	<b>6,589</b>	<b>240</b>	<b>129</b>
less than 20	815	23,953	1,978	230	119
20 - 99	56	20,934	1,799	6	5
100 - 499	43	34,678	2,812	4	5
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>1,127</b>	<b>116,247</b>	<b>8,061</b>	<b>267</b>	<b>...</b>
less than 20	997	33,550	2,390	246	...
20 - 99	76	28,556	2,111	14	...
100 - 499	54	54,141	3,560	7	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Direct Sellers (SIC 6921)

	Total(i)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,029				
Average sales \$	129,103	31,323	53,401	103,678	328,011
Average expense \$	118,879	25,684	47,403	94,906	307,523
Average net profit (loss) \$	10,224	5,639	5,998	8,772	20,488
Businesses reporting a profit (No.)	884				
Average sales \$	128,895	31,402	53,265	105,196	325,716
Average expense \$	114,910	22,355	43,241	93,107	300,935
Average net profit \$	13,985	9,047	10,024	12,089	24,781
Businesses reporting a loss (No.)	145				
Average sales \$	133,533	31,032	53,905	97,154	352,040
Average expense \$	144,943	37,843	62,786	102,641	376,501
Average net loss \$	-11,410	-6,811	-8,881	-5,487	-24,461
<b>1986</b>					
Number of observations in sample	1,007				
Average sales \$	137,154	31,877	52,196	113,434	351,108
Average expense \$	126,989	28,066	45,156	103,190	331,542
Average net profit (loss) \$	10,165	3,811	7,040	10,244	19,566
Businesses reporting a profit (No.)	856				
Average sales \$	138,496	31,948	52,317	115,411	354,306
Average expense \$	123,814	22,962	41,261	102,440	328,594
Average net profit \$	14,682	8,986	11,056	12,971	25,712
Businesses reporting a loss (No.)	151				
Average sales \$	127,003	31,723	51,806	99,664	324,817
Average expense \$	140,249	39,065	57,735	108,421	355,775
Average net loss \$	-13,246	-7,342	-5,929	-8,757	-30,958
<b>1987</b>					
Number of observations in sample	471				
Average sales \$	126,550	31,160	51,714	106,306	317,020
Average expense \$	116,222	24,336	44,517	96,845	299,190
Average net profit (loss) \$	10,328	6,824	7,197	9,461	17,830
Businesses reporting a profit (No.)	376				
Average sales \$	127,815	31,268	52,464	109,222	318,305
Average expense \$	114,062	22,398	40,411	95,468	297,969
Average net profit \$	13,753	8,870	12,053	13,754	20,336
Businesses reporting a loss (No.)	95				
Average sales \$	119,768	30,586	49,352	96,302	302,833
Average expense \$	126,581	34,626	57,454	101,574	312,668
Average net loss \$	-6,813	-4,040	-8,102	-5,272	-9,835

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

See Table 1 for symbols and notes





# DRY BULK MATERIALS TRUCKING INDUSTRY

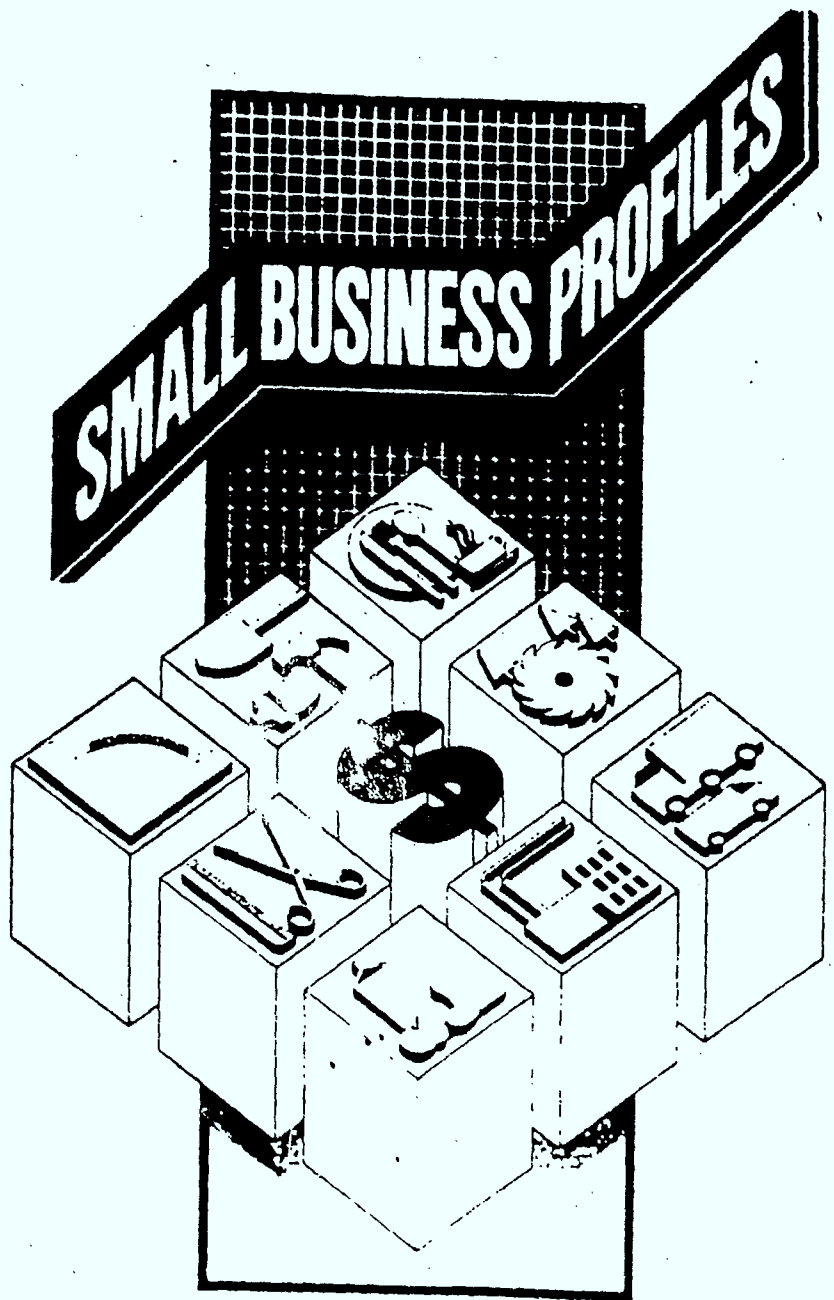
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CANADA

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1987

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

## Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	368									
Low sales value (\$000's)	(1)	(1)	47		67				155	
High sales value (\$000's)	(1)	47	67		155				(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
<b>Vehicle expenses</b>	<b>33.0</b>	<b>27.7</b>	<b>32.4</b>	<b>41.8</b>	<b>23.9</b>	<b>94.6</b>	<b>34.9</b>	<b>32.7</b>	<b>34.0</b>	<b>42.2</b>	<b>30.1</b>
Depreciation	11.1	10.2	11.3	12.5	10.2	87.8	12.6	13.9	13.7	12.7	10.7
Repairs & maintenance	11.1	8.0	10.9	16.1	9.4	68.4	16.3	18.4	17.2	17.9	12.4
Fuel expense	10.8	9.5	10.1	13.2	10.3	62.0	17.4	19.2	17.8	17.1	15.9
<b>Personnel expenses</b>	<b>11.9</b>	<b>6.4</b>	<b>6.4</b>	<b>11.3</b>	<b>23.1</b>	<b>75.0</b>	<b>15.8</b>	<b>12.5</b>	<b>9.7</b>	<b>13.4</b>	<b>23.7</b>
<b>Financial expenses</b>	<b>3.5</b>	<b>2.0</b>	<b>3.7</b>	<b>4.3</b>	<b>3.8</b>	<b>88.4</b>	<b>3.9</b>	<b>2.5</b>	<b>4.6</b>	<b>4.7</b>	<b>3.8</b>
Interest & bank charges	2.7	1.2	2.9	3.5	3.2	73.7	3.7	2.5	4.5	3.9	3.5
Professional fees	0.7	0.8	0.8	0.8	0.6	68.7	1.1	1.3	1.4	1.1	0.7
<b>Other expenses</b>	<b>37.6</b>	<b>48.1</b>	<b>37.3</b>	<b>29.8</b>	<b>35.6</b>	<b>100.0</b>	<b>37.6</b>	<b>48.1</b>	<b>37.3</b>	<b>29.8</b>	<b>35.6</b>
<b>Profit (loss)</b>	<b>14.0</b>	<b>15.7</b>	<b>20.2</b>	<b>12.8</b>	<b>7.6</b>	<b>99.6</b>	<b>14.1</b>	<b>15.7</b>	<b>20.2</b>	<b>12.8</b>	<b>7.8</b>
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>	<b>...</b>

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4564 - Dry Bulk Materials Trucking Industry

Businesses primarily engaged in transporting, usually by dump-trucks, such dry bulk materials as cement, fill, sand and debris including snow. Included are businesses engaged in the dry materials bulk hopper truck service, dry bulk truck transporting service, dry chemicals bulk tank truck service, dump truck transporting service (fill, sand, debris), snow hauling truck service and dry bulk tank truck transporting service.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	211				
Low sales value (\$000's)	(1)	(1)	117	188	373
High sales value (\$000's)	(1)	117	188	373	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	31	7	11	23	81
Inventory	-	-	-	-	-
Other current assets	34	7	17	24	86
Total current assets	65	14	28	48	167
Fixed assets	134	62	73	106	292
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	1	6	7	38
<b>Total assets</b>	<b>211</b>	<b>78</b>	<b>107</b>	<b>161</b>	<b>497</b>
<b>Liabilities and equity</b>					
Current loans	19	7	12	18	40
Other current liabilities	51	16	22	33	134
Total current liabilities	71	23	33	51	174
Mortgages payable	-	-	-	-	-
Long term debt	11	1	11	13	19
Other liabilities	68	58	44	47	124
<b>Total liabilities</b>	<b>150</b>	<b>82</b>	<b>89</b>	<b>111</b>	<b>318</b>
<b>Total equity</b>	<b>61</b>	<b>-4</b>	<b>18</b>	<b>50</b>	<b>179</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Dry Bulk Materials Trucking Industry (SIC 4564)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	211				
Low sales value (\$000's)	(1)	(1)	117	188	373
High sales value (\$000's)	(1)	117	188	373	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.6	0.8	0.9	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	-19.3	4.9	2.2	1.8
Interest coverage ratio (times)	2.7	0.3	1.8	2.8	3.4
Debt ratio (times)	0.7	1.1	0.8	0.7	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	97				
Low sales value (\$000's)	(1)	(1)	105	208	423
High sales value (\$000's)	(1)	105	208	423	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	23	4	11	18	56
Depreciation	36	10	27	28	72
Other	-9	-1	-16	-3	-14
<b>Dividends</b>	-3	-2	-1	-5	-5
<b>Investment activities</b>					
Disposal of fixed assets	21	5	26	7	39
Purchase of fixed assets	-65	-10	-32	-40	-169
Increase in investment	-3	-	-	-	-10
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	32	14	4	26	86
Repayment of long term debt	-28	-17	-12	-30	-52
Loans from shareholders	5	1	5	5	9
Repayment of loans from shareholders	-6	-3	-4	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-1	-	-1
Other	-	-	1	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	2	-	7	-	-2
Cash & equivalents-Beginning of the year	7	-3	14	5	6
Cash & equivalents - End of the year	9	-2	21	5	4

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
<b>1987</b>					
<b>Total</b>	21,463	3,667,419	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

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

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

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

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

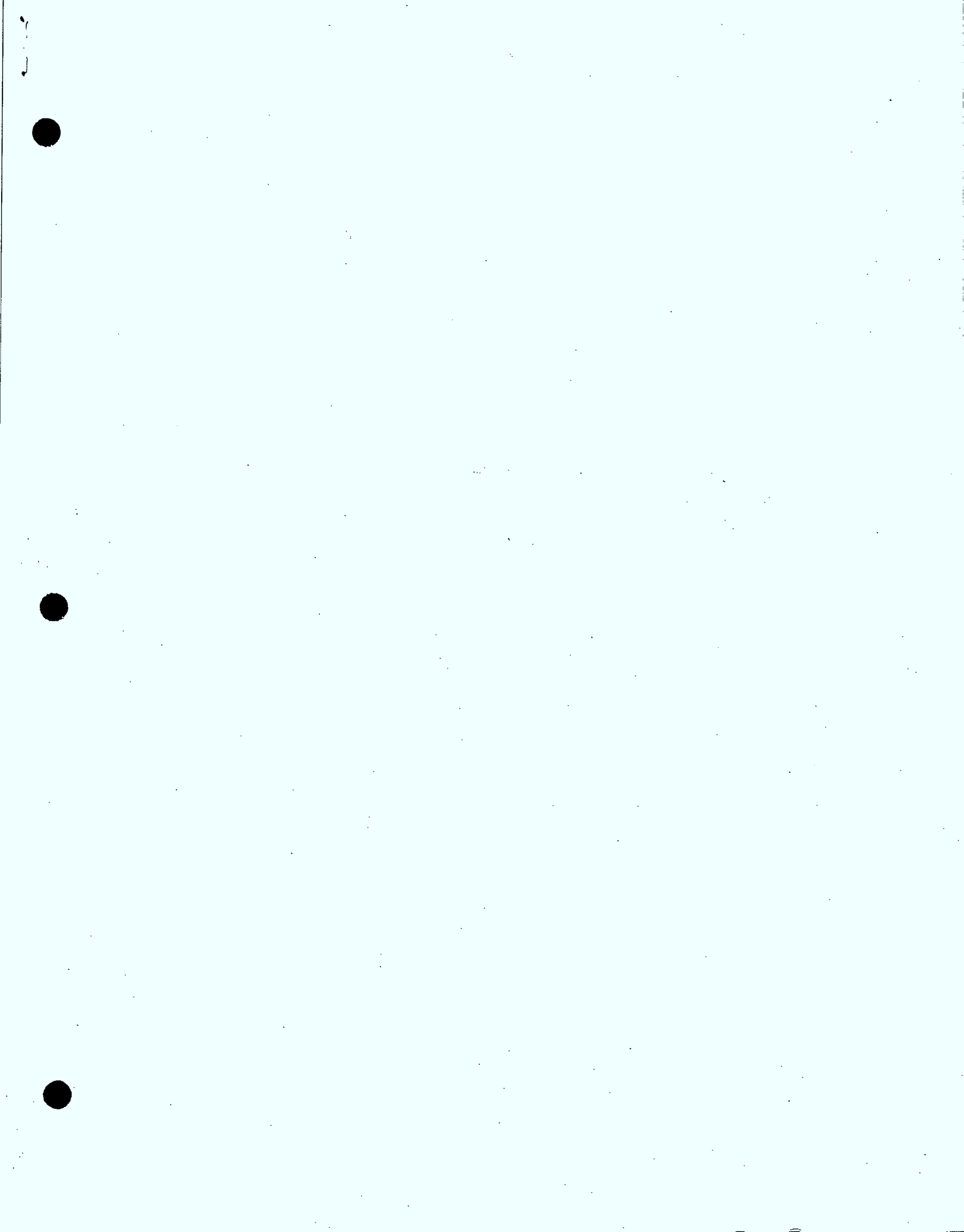
See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	567				
Average sales \$	150,430	32,494	53,602	85,140	430,482
Average expense \$	133,504	26,183	42,426	68,647	395,758
Average net profit (loss) \$	16,926	6,311	11,176	16,493	33,724
Businesses reporting a profit (No.)	513				
Average sales \$	149,353	32,900	53,437	86,511	424,562
Average expense \$	129,268	23,919	41,402	66,682	385,069
Average net profit \$	20,085	8,981	12,035	19,829	39,493
Businesses reporting a loss (No.)	54				
Average sales \$	163,469	30,602	56,812	75,689	490,774
Average expense \$	174,279	36,740	62,401	82,190	515,784
Average net loss \$	-10,810	-6,138	-5,589	-6,501	-25,010
<b>1986</b>					
Number of observations in sample	783				
Average sales \$	163,951	37,780	65,218	114,533	438,271
Average expense \$	147,447	28,913	52,778	101,217	406,880
Average net profit (loss) \$	16,504	8,867	12,440	13,316	31,391
Businesses reporting a profit (No.)	638				
Average sales \$	162,894	37,681	65,418	114,695	433,781
Average expense \$	141,113	27,063	51,002	97,952	388,435
Average net profit \$	21,781	10,618	14,416	16,743	45,346
Businesses reporting a loss (No.)	145				
Average sales \$	167,752	38,704	63,504	113,477	455,321
Average expense \$	178,376	46,039	68,015	122,545	476,906
Average net loss \$	-10,624	-7,335	-4,511	-9,068	-21,585
<b>1987</b>					
Number of observations in sample	366				
Average sales \$	155,425	36,976	56,205	107,874	420,646
Average expense \$	141,179	30,638	45,549	94,942	393,587
Average net profit (loss) \$	14,246	6,338	10,656	12,932	27,059
Businesses reporting a profit (No.)	288				
Average sales \$	152,886	37,495	56,411	104,541	413,098
Average expense \$	132,947	28,288	43,295	86,844	373,362
Average net profit \$	19,939	9,207	13,116	17,697	39,736
Businesses reporting a loss (No.)	78				
Average sales \$	166,027	35,449	54,821	122,824	451,014
Average expense \$	176,119	37,543	60,702	131,274	474,955
Average net loss \$	-10,092	-2,094	-5,881	-8,450	-23,941

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

See Table 1 for symbols and notes



# DRYWALL WORK

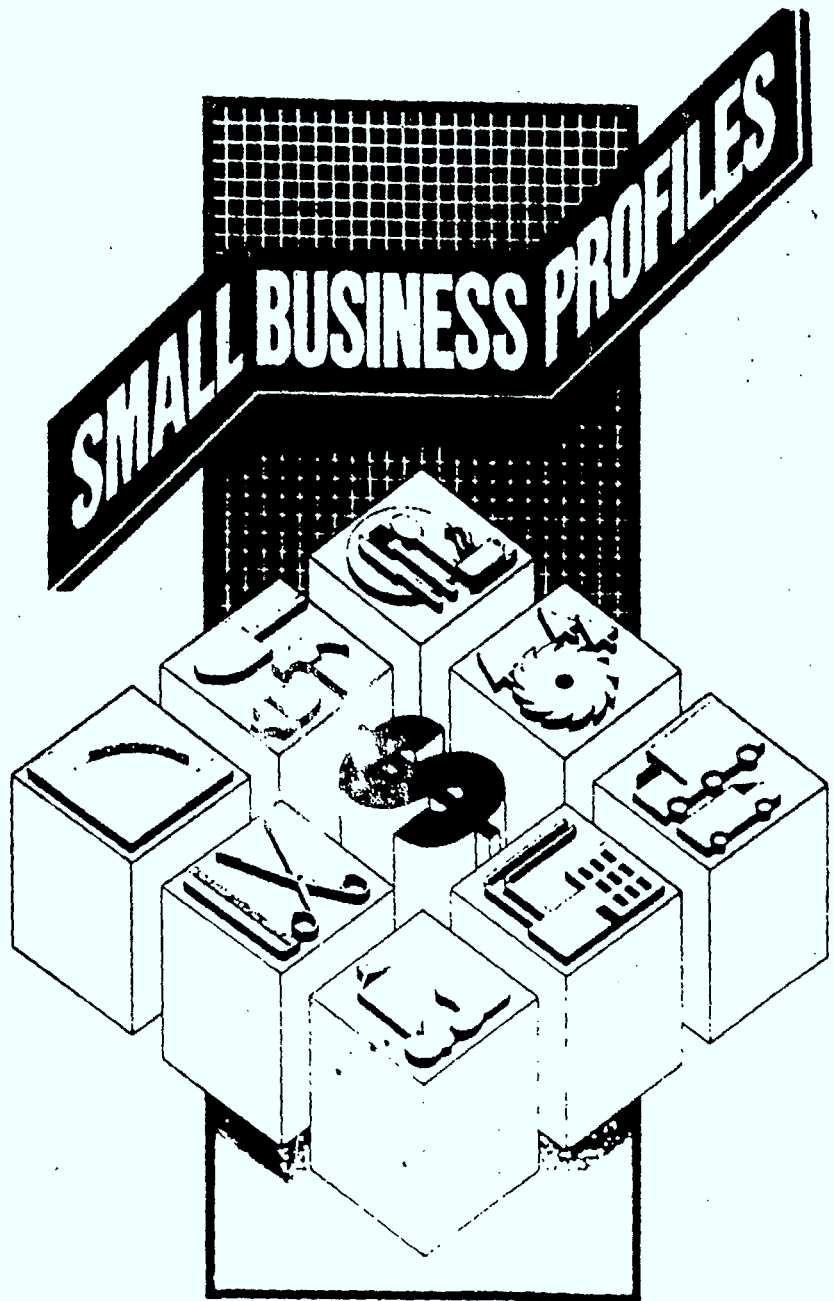
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



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

## Canada, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	482											
Low sales value (\$000's)	(1)	(1)	33	50	86							
High sales value (\$000's)	(1)	33	50	86	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	11.0	2.2	6.2	8.9	26.5	50.5	21.8	8.1	18.9	14.9	32.2	
Occupancy expenses	5.1	7.1	6.0	5.0	2.3	93.2	5.4	8.1	6.3	5.3	2.4	
Depreciation	2.6	3.6	3.1	2.6	1.0	79.9	3.2	5.0	3.6	3.3	1.2	
Repairs & maintenance	0.6	0.7	0.6	0.8	0.3	32.4	1.8	2.6	2.1	2.0	0.9	
Heat, light & telephone	0.6	0.7	1.0	0.4	0.4	53.8	1.1	1.7	1.9	0.8	0.5	
Rent	1.3	2.2	1.3	1.2	0.6	47.2	2.8	5.7	3.1	2.4	1.1	
Personnel expenses	11.4	2.9	9.7	15.6	17.3	66.0	17.3	12.4	13.7	20.2	19.1	
Financial expenses	1.3	1.5	1.6	1.1	1.0	79.3	1.6	2.3	2.1	1.4	1.0	
Interest & bank charges	0.9	1.2	1.2	0.6	0.5	53.8	1.6	3.3	2.3	1.2	0.7	
Professional fees	0.4	0.3	0.5	0.5	0.5	68.1	0.6	0.6	0.8	0.7	0.5	
Other expenses	29.5	26.0	22.7	28.1	41.1	99.6	29.6	26.5	22.7	28.1	41.1	
Profit (loss)	41.7	60.3	53.7	41.4	11.8	99.3	42.0	60.3	53.7	41.7	12.1	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

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

## Footnotes

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4272 - Drywall Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	201				
Low sales value (\$000's)	(1)	(1)	81	245	629
High sales value (\$000's)	(1)	81	245	629	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	54	3	12	55	142
Inventory	-	-	-	-	-
Other current assets	43	33	21	38	79
Total current assets	96	37	33	93	220
Fixed assets	18	4	10	26	33
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	-	2	3	20
<b>Total assets</b>	<b>121</b>	<b>40</b>	<b>45</b>	<b>123</b>	<b>274</b>
<b>Liabilities and equity</b>					
Current loans	10	-	5	13	21
Other current liabilities	52	8	18	47	131
Total current liabilities	62	8	23	60	153
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	5	2
Other liabilities	16	3	9	17	33
<b>Total liabilities</b>	<b>79</b>	<b>12</b>	<b>32</b>	<b>83</b>	<b>188</b>
<b>Total equity</b>	<b>42</b>	<b>29</b>	<b>13</b>	<b>40</b>	<b>85</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	201				
Low sales value (\$000's)	(1)	(1)	81	245	629
High sales value (\$000's)	(1)	81	245	629	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	4.4	1.5	1.6	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	0.4	2.4	2.1	2.2
Interest coverage ratio (times)	11.1	6.0	9.1	11.2	12.2
Debt ratio (times)	0.7	0.3	0.7	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Canada, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	79				
Low sales value (\$000's)	(1)	(1)	169	417	790
High sales value (\$000's)	(1)	169	417	790	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	27	2	34	22	42
Depreciation	5	1	4	7	9
Other	-4	-1	-7	-15	9
<b>Dividends</b>	-9	-	-15	-5	-11
<b>Investment activities</b>					
Disposal of fixed assets	1	-	1	4	1
Purchase of fixed assets	-15	-1	-7	-28	-22
Increase in investment	-4	-	-	-	-15
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	13	-	7	32	11
Repayment of long term debt	-4	-	-3	-7	-5
Loans from shareholders	3	1	3	5	5
Repayment of loans from shareholders	-7	-1	-4	-3	-19
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-1	-	-
Increase(decrease) in cash & equivalents	8	1	11	13	5
Cash & equivalents-Beginning of the year	14	1	25	28	-4
Cash & equivalents - End of the year	22	1	36	41	1

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

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

Canada, Drywall Work (SIC 4272)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	1,606	146,407	5,977	302	204
less than 20	1,536	77,658	3,170	294	197
20 - 99	63	51,218	2,106	6	7
100 - 499	7	17,531	701	2	-
500 and over	-	-	-	-	-
<b>1987</b>					
Total	1,953	232,567	8,428	440	...
less than 20	1,850	110,909	4,079	431	...
20 - 99	93	87,147	3,124	8	...
100 - 499	10	34,511	1,225	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,170				
Average sales \$	145,569	29,115	39,350	65,707	448,103
Average expense \$	129,018	14,708	19,802	52,767	428,793
Average net profit (loss) \$	16,551	14,407	19,548	12,940	19,310
<b>Businesses reporting a profit (No.)</b>	<b>1,071</b>				
Average sales \$	141,638	29,106	39,342	65,556	432,546
Average expense \$	121,594	14,258	19,599	50,939	401,530
Average net profit \$	20,044	14,848	19,743	14,617	30,966
<b>Businesses reporting a loss (No.)</b>	<b>99</b>				
Average sales \$	162,810	29,516	40,389	68,010	513,324
Average expense \$	175,892	35,206	44,828	80,651	542,881
Average net loss \$	-13,082	-5,690	-4,439	-12,641	-29,557
<b>1986</b>					
Number of observations in sample	1,279				
Average sales \$	129,271	28,650	38,087	57,641	392,704
Average expense \$	111,137	13,746	20,102	33,531	377,168
Average net profit (loss) \$	18,134	14,904	17,985	24,110	15,536
<b>Businesses reporting a profit (No.)</b>	<b>1,126</b>				
Average sales \$	123,379	28,650	38,094	57,491	369,281
Average expense \$	101,188	13,213	19,747	32,789	339,002
Average net profit \$	22,191	15,437	18,347	24,702	30,279
<b>Businesses reporting a loss (No.)</b>	<b>153</b>				
Average sales \$	153,373	28,644	37,607	64,850	482,390
Average expense \$	167,420	34,040	43,202	69,134	523,304
Average net loss \$	-14,047	-5,396	-5,595	-4,284	-40,914
<b>1987</b>					
Number of observations in sample	545				
Average sales \$	128,698	28,534	40,346	62,766	383,145
Average expense \$	104,612	11,322	18,735	36,736	351,855
Average net profit (loss) \$	24,086	17,212	21,611	26,030	31,490
<b>Businesses reporting a profit (No.)</b>	<b>463</b>				
Average sales \$	127,905	28,535	40,270	62,535	380,278
Average expense \$	101,252	11,293	16,492	36,023	341,201
Average net profit \$	26,653	17,242	23,778	26,512	39,077
<b>Businesses reporting a loss (No.)</b>	<b>82</b>				
Average sales \$	136,081	27,973	41,237	75,793	399,322
Average expense \$	141,133	31,917	44,951	77,018	410,645
Average net loss \$	-5,052	-3,944	-3,714	-1,225	-11,323

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

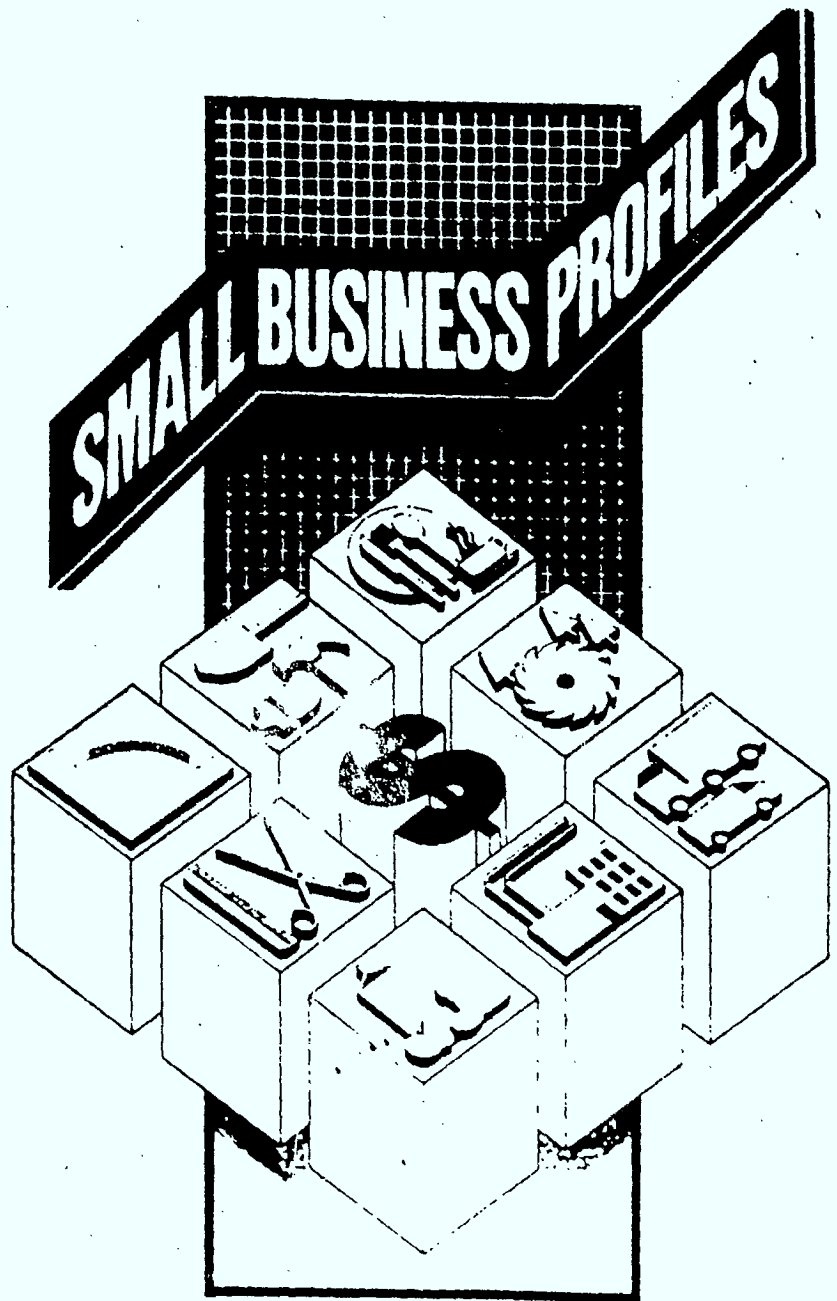
See Table 1 for symbols and notes



# ELECTRICAL WORK

CANADA

1987



SMALL BUSINESS OFFICE



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

Canada, Electrical Work (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,601					
Low sales value (\$000's)	(1)	(1)	55	124	232	
High sales value (\$000's)	(1)	55	124	282	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	37.8	34.4	36.5	40.4	39.7	84.9	44.5	47.4	43.4	44.3	43.2
Occupancy expenses	5.3	6.5	6.4	4.4	3.8	98.2	5.4	6.7	6.5	4.5	3.8
Depreciation	2.3	2.9	2.8	1.9	1.5	89.3	2.6	3.7	3.2	2.1	1.6
Repairs & maintenance	0.6	0.3	0.9	0.6	0.4	41.9	1.4	1.2	2.1	1.4	0.8
Heat, light & telephone	1.2	1.5	1.4	1.0	0.8	81.8	1.4	2.3	1.7	1.1	0.9
Rent	1.2	1.8	1.2	0.9	1.0	54.3	2.3	4.9	2.6	1.5	1.4
Personnel expenses	22.9	12.9	19.7	27.4	31.4	87.0	26.3	19.9	22.4	28.4	31.9
Financial expenses	1.7	1.7	2.1	1.6	1.3	93.2	1.8	2.0	2.3	1.7	1.3
Interest & bank charges	0.9	0.8	1.1	0.9	0.7	72.1	1.2	1.7	1.5	1.1	0.8
Professional fees	0.8	0.9	1.1	0.7	0.6	85.1	1.0	1.3	1.3	0.8	0.6
Other expenses	20.5	24.5	22.4	17.7	17.5	100.0	20.5	24.5	22.4	17.7	17.5
Profit (loss)	11.9	19.9	12.9	8.4	6.3	97.7	12.2	20.6	13.2	8.7	6.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 4261- Electrical Contractors

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Electrical Work (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,176				
Low sales value (\$000's)	(1)	(1)	102	210	410
High sales value (\$000's)	(1)	102	210	410	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	45	6	17	39	119
Inventory	-	-	-	-	-
Other current assets	45	15	27	42	93
Total current assets	90	21	44	82	212
Fixed assets	25	10	13	25	53
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	12	3	9	18
<b>Total assets</b>	<b>126</b>	<b>43</b>	<b>60</b>	<b>115</b>	<b>283</b>
<b>Liabilities and equity</b>					
Current loans	9	1	5	9	21
Other current liabilities	48	14	24	44	108
Total current liabilities	57	15	29	53	129
Mortgages payable	-	-	-	-	-
Long term debt	1	1	1	1	3
Other liabilities	19	8	14	19	33
<b>Total liabilities</b>	<b>77</b>	<b>24</b>	<b>45</b>	<b>73</b>	<b>165</b>
<b>Total equity</b>	<b>49</b>	<b>19</b>	<b>16</b>	<b>43</b>	<b>118</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Electrical Work (SIC 4261)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,176				
Low sales value (\$000's)	(1)	(1)	102	210	410
High sales value (\$000's)	(1)	102	210	410	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.5	1.5	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.6	1.3	2.8	1.7	1.4
Interest coverage ratio (times)	9.8	6.5	6.7	7.8	12.2
Debt ratio (times)	0.6	0.6	0.7	0.6	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

## Canada, Electrical Work (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	679				
Low sales value (\$000's)	(1)	(1)	104	226	410
High sales value (\$000's)	(1)	104	226	410	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	16	3	8	14	40
Depreciation	6	3	3	6	11
Other	-5	2	-2	-6	-14
<b>Dividends</b>	-7	-4	-5	-4	-14
<b>Investment activities</b>					
Disposal of fixed assets	2	1	2	2	4
Purchase of fixed assets	-12	-5	-7	-13	-23
Increase in investment	-1	-1	-1	-1	-2
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	5	2	4	5	8
Repayment of long term debt	-4	-1	-3	-4	-6
Loans from shareholders	4	2	4	4	7
Repayment of loans from shareholders	-5	-4	-2	-5	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-3	-	-1	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-3	-	-2	2
<b>Cash &amp; equivalents-Beginning of the year</b>	11	10	9	14	13
<b>Cash &amp; equivalents - End of the year</b>	11	7	9	12	15

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

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

## Canada, Electrical Work (SIC 4261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>9,145</b>	<b>1,192,855</b>	<b>48,821</b>	<b>1,527</b>	<b>919</b>
less than 20	8,730	542,341	22,218	1,490	904
20 - 99	322	261,241	10,797	26	10
100 - 499	64	171,684	6,919	11	4
500 and over	29	217,589	8,887	-	1
<b>1987</b>					
<b>Total</b>	<b>9,658</b>	<b>1,886,165</b>	<b>61,442</b>	<b>1,357</b>	<b>...</b>
less than 20	9,124	720,705	26,537	1,325	...
20 - 99	423	402,641	14,780	24	...
100 - 499	74	258,221	9,333	4	...
500 and over	37	304,598	10,792	4	...

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

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

See Table 1 for symbols and notes.

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

	Total(!)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,995				
Average sales \$	227,701	42,545	91,303	174,249	602,708
Average expense \$	212,026	34,402	80,039	162,519	571,144
Average net profit (loss) \$	15,675	8,143	11,264	11,730	31,564
Businesses reporting a profit (No.)	3,403				
Average sales \$	231,279	43,018	92,622	174,385	615,089
Average expense \$	209,166	32,119	77,592	157,169	569,784
Average net profit \$	22,113	10,899	15,030	17,216	45,305
Businesses reporting a loss (No.)	592				
Average sales \$	212,083	40,046	85,571	173,707	549,006
Average expense \$	224,509	46,458	90,664	183,869	577,043
Average net loss \$	-12,426	-6,412	-5,093	-10,162	-28,037
<b>1986</b>					
Number of observations in sample	4,239				
Average sales \$	230,714	42,113	87,520	183,316	609,905
Average expense \$	216,445	33,549	77,314	171,570	583,347
Average net profit (loss) \$	14,269	8,564	10,206	11,746	26,558
Businesses reporting a profit (No.)	3,401				
Average sales \$	231,707	41,813	87,029	184,301	613,685
Average expense \$	208,673	30,182	72,159	165,024	567,328
Average net profit \$	23,034	11,631	14,870	19,277	46,357
Businesses reporting a loss (No.)	838				
Average sales \$	226,784	43,450	89,195	180,365	594,124
Average expense \$	246,214	48,551	94,892	191,181	650,232
Average net loss \$	-19,430	-5,101	-5,697	-10,816	-56,108
<b>1987</b>					
Number of observations in sample	1,774				
Average sales \$	227,160	38,222	83,752	191,512	595,152
Average expense \$	208,883	30,894	73,432	175,537	555,667
Average net profit (loss) \$	18,277	7,328	10,320	15,975	39,485
Businesses reporting a profit (No.)	1,447				
Average sales \$	232,104	38,970	83,127	192,988	613,329
Average expense \$	207,670	28,639	69,927	170,587	561,525
Average net profit \$	24,434	10,331	13,200	22,401	51,804
Businesses reporting a loss (No.)	327				
Average sales \$	204,603	35,335	87,270	186,153	509,654
Average expense \$	213,589	39,588	93,141	193,512	528,116
Average net loss \$	-8,986	-4,253	-5,871	-7,359	-18,462

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

See Table 1 for symbols and notes



# ENTERTAINMENT PRODUCTION COMPANIES AND ARTISTS

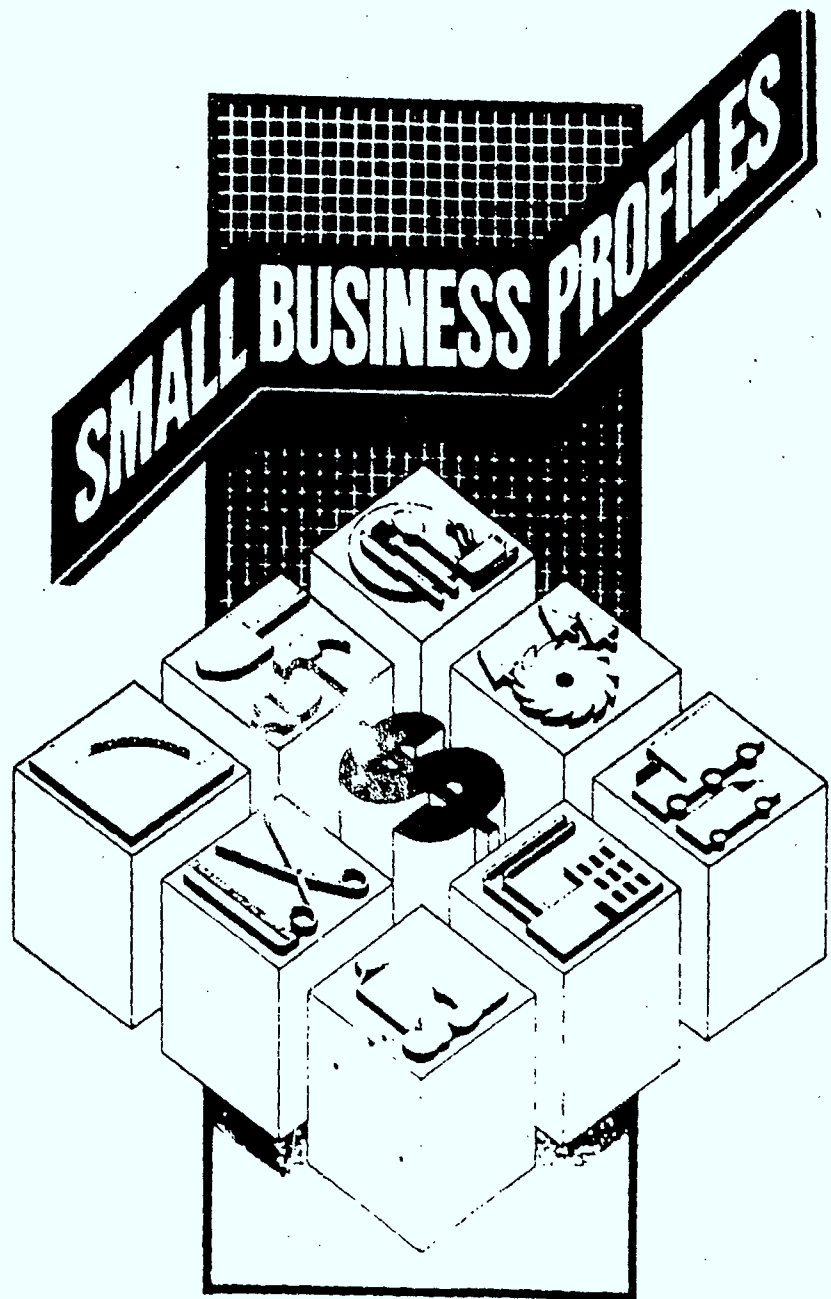
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## CANADA

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### 1987

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Technologie Canada

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

Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)					
Businesses in sample (No.)	237											
Low sales value (\$000's)	(1)	(1)	32	42	56							56
High sales value (\$000's)	(1)	32	42	56	(1)							(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	1.4	1.0	3.0	0.1	1.3	6.7	20.3	17.6	38.2	11.8	10.5	
Occupancy expenses	12.3	16.7	14.3	9.0	9.3	98.2	12.5	16.8	14.5	9.1	9.6	
Depreciation	4.6	7.1	5.3	3.6	2.7	83.7	5.6	10.0	6.1	3.9	3.2	
Repairs & maintenance	1.8	3.6	1.5	1.2	0.8	56.4	3.1	5.9	2.9	2.0	1.5	
Heat, light & telephone	1.4	1.1	1.1	1.8	1.7	64.3	2.2	2.0	1.7	2.9	2.3	
Rent	4.4	4.8	6.4	2.3	4.1	64.1	6.9	7.9	9.4	4.2	5.7	
Personnel expenses	10.8	5.6	3.0	15.7	18.8	46.0	23.5	16.9	6.9	40.2	28.0	
Financial expenses	2.9	1.7	2.3	4.1	3.5	83.5	3.5	2.1	2.9	4.7	4.1	
Interest & bank charges	1.5	0.3	1.3	3.5	1.0	44.8	3.4	1.0	3.4	6.3	1.8	
Professional fees	1.4	1.5	1.0	0.7	2.4	70.2	2.0	2.1	1.7	0.9	3.2	
Other expenses	35.1	37.6	30.5	31.0	41.7	100.0	35.1	37.6	30.5	31.0	41.7	
Profit (loss)	37.5	37.4	47.0	40.1	25.4	99.9	37.5	37.4	47.0	40.1	25.4	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

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

## Footnotes

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

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9631 - Entertainment Production Companies and Artists

Businesses primarily engaged in promoting, producing and performing in "live" theatrical productions and staged entertainment. Promotion agencies primarily engaged in arranging the advertising, location, ticket sales, etc., of such productions are included here. Own-account actors, ballet and other dance companies, band or orchestras, own-account entertainers, own-account musicians, opera companies, orchestras, own-account performers (entertainer), pop groups, road companies, own-account singers, staged entertainment, stock (theatrical) companies, theatre companies, theatre production agencies, theatrical promotion agencies and own-account vocalists are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	74	111	243
High sales value (\$000's)	(1)	74	111	243	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	3	2	5	17
Inventory	-	-	-	-	-
Other current assets	62	17	17	60	150
Total current assets	69	20	20	66	167
Fixed assets	31	4	30	32	58
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	-	4	47	29
<b>Total assets</b>	<b>120</b>	<b>25</b>	<b>53</b>	<b>144</b>	<b>254</b>
<b>Liabilities and equity</b>					
Current loans	14	2	39	5	9
Other current liabilities	40	5	14	37	103
Total current liabilities	54	8	53	42	111
Mortgages payable	-	-	-	-	-
Long term debt	-	-	1	-	-
Other liabilities	12	4	7	12	24
<b>Total liabilities</b>	<b>66</b>	<b>12</b>	<b>61</b>	<b>54</b>	<b>135</b>
<b>Total equity</b>	<b>54</b>	<b>13</b>	<b>-8</b>	<b>90</b>	<b>119</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	74	111	243
High sales value (\$000's)	(1)	74	111	243	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	2.7	0.4	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.2	0.9	-7.6	0.6	1.1
Interest coverage ratio (times)	9.0	...	...	13.3	26.2
Debt ratio (times)	0.5	0.5	1.2	0.4	0.5

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	(1)	52	106	299
High sales value (\$000's)	(1)	62	106	289	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	-17	4	61	37
Depreciation	8	7	2	13	7
Other	-11	-41	4	13	-20
<b>Dividends</b>	-14	-	-11	-31	-3
<b>Investment activities</b>					
Disposal of fixed assets	1	1	-	4	1
Purchase of fixed assets	-13	-17	-3	-14	-17
Increase in investment	-15	-	-	-45	-5
Decrease in investment	17	-	-	57	-
<b>Financing activities</b>					
Increase in long term debt	5	11	-	-	8
Repayment of long term debt	-1	-	-	-	-2
Loans from shareholders	6	-	-	14	6
Repayment of loans from shareholders	-1	-	-	-	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-5	-	-	-5	-11
Other	-1	-	-	-3	-1
Increase(decrease) in cash & equivalents	2	-57	-4	65	-11
Cash & equivalents-Beginning of the year	7	-97	9	82	19
Cash & equivalents - End of the year	9	-153	5	146	8

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Theatrical & Other Staged Entertainment Services (SIC 963)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	1,291	110,311	7,207	311	186
less than 20	1,243	47,271	2,960	306	183
20 - 99	34	21,067	1,339	4	2
100 - 499	13	X	2,246	1	1
500 and over	1	X	662	-	-
<b>1987</b>					
Total	1,535	147,641	8,524	356	...
less than 20	1,462	62,960	3,514	347	...
20 - 99	54	29,666	1,727	6	...
100 - 499	18	X	2,753	3	...
500 and over	1	X	530	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	157				
Average sales \$	96,516	29,590	39,811	69,871	246,792
Average expense \$	77,595	21,892	31,866	55,199	201,424
Average net profit (loss) \$	18,921	7,698	7,945	14,672	45,368
Businesses reporting a profit (No.)	141				
Average sales \$	92,610	29,600	40,756	65,716	234,369
Average expense \$	61,269	21,849	24,143	30,949	168,134
Average net profit \$	31,341	7,751	16,613	34,767	66,235
Businesses reporting a loss (No.)	16				
Average sales \$	110,911	26,400	37,943	76,965	302,334
Average expense \$	132,403	35,628	47,124	96,595	350,263
Average net loss \$	-21,492	-9,228	-9,181	-19,630	-47,929
<b>1986</b>					
Number of observations in sample	150				
Average sales \$	110,506	27,757	37,415	64,617	312,235
Average expense \$	95,040	18,235	30,762	49,247	281,916
Average net profit (loss) \$	15,466	9,522	6,653	15,370	30,319
Businesses reporting a profit (No.)	131				
Average sales \$	102,358	28,307	37,326	64,916	278,884
Average expense \$	77,373	14,825	27,243	47,964	219,458
Average net profit \$	24,985	13,482	10,083	16,952	59,426
Businesses reporting a loss (No.)	19				
Average sales \$	153,752	25,277	37,692	59,074	492,965
Average expense \$	192,159	33,606	41,678	72,975	620,377
Average net loss \$	-38,407	-8,329	-3,986	-13,901	-127,412
<b>1987</b>					
Number of observations in sample	256				
Average sales \$	74,427	28,827	37,335	51,404	180,142
Average expense \$	54,962	17,116	20,679	33,272	148,780
Average net profit (loss) \$	19,465	11,711	16,656	18,132	31,362
Businesses reporting a profit (No.)	220				
Average sales \$	75,351	28,837	37,435	51,048	184,082
Average expense \$	50,766	17,046	19,796	28,185	138,036
Average net profit \$	24,585	11,791	17,639	22,863	46,046
Businesses reporting a loss (No.)	36				
Average sales \$	70,906	27,235	35,378	55,732	165,277
Average expense \$	87,778	28,698	38,020	95,080	189,315
Average net loss \$	-16,872	-1,463	-2,642	-39,348	-24,038

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

See Table 1 for symbols and notes





# EXCAVATING AND GRADING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

## Canada, Excavating and Grading (SIC 4214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,192					
Low sales value (\$000's)	(1)	(1)	52	88	214	
High sales value (\$000's)	(1)	52	88	214	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Too 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	6.0	4.2	5.2	6.9	7.7	32.0	18.8	19.9	21.0	20.6	15.9
Occupancy expenses	26.8	27.8	29.1	27.3	23.1	99.8	26.9	27.8	29.2	27.3	23.2
Depreciation	12.9	13.7	15.2	13.1	9.5	92.7	13.9	15.9	16.3	13.8	9.9
Repairs & maintenance	9.6	10.3	10.1	9.5	8.6	74.7	12.9	14.8	12.9	12.9	11.1
Heat, light & telephone	1.3	1.6	1.4	1.2	1.0	75.2	1.7	2.5	2.0	1.5	1.1
Rent	3.0	2.2	2.4	3.4	4.0	53.5	5.6	7.1	5.1	5.3	5.6
Personnel expenses	18.9	17.9	11.6	18.9	27.0	82.3	22.9	27.5	15.9	20.4	27.5
Financial expenses	4.4	5.6	4.8	4.0	3.1	97.4	4.5	5.8	5.0	4.1	3.2
Interest & bank charges	3.4	4.3	3.8	3.2	2.3	86.2	3.9	5.4	4.7	3.4	2.6
Professional fees	1.0	1.3	1.0	0.9	0.8	83.8	1.2	1.7	1.3	1.0	0.8
Other expenses	31.5	30.3	31.0	32.6	32.1	100.0	31.5	30.3	31.0	32.6	32.1
Profit (loss)	12.4	14.3	18.3	10.2	7.0	98.0	12.7	14.8	18.9	10.3	7.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4214 - Excavating and Grading Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	813				
Low sales value (\$000's)	(1)	(1)	83	185	436
High sales value (\$000's)	(1)	83	185	436	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	39	3	13	28	110
Inventory	-	-	-	-	-
Other current assets	39	11	22	41	32
Total current assets	78	15	35	69	192
Fixed assets	126	33	65	126	281
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	6	6	9	21
<b>Total assets</b>	<b>215</b>	<b>53</b>	<b>106</b>	<b>204</b>	<b>494</b>
<b>Liabilities and equity</b>					
Current loans	16	5	6	17	38
Other current liabilities	58	10	26	53	140
Total current liabilities	74	15	33	70	178
Mortgages payable	-	-	-	-	-
Long term debt	8	2	7	8	16
Other liabilities	61	22	36	58	129
<b>Total liabilities</b>	<b>144</b>	<b>39</b>	<b>76</b>	<b>135</b>	<b>323</b>
<b>Total equity</b>	<b>71</b>	<b>14</b>	<b>31</b>	<b>69</b>	<b>171</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	813				
Low sales value (\$000's)	(1)	(1)	83	185	436
High sales value (\$000's)	(1)	83	185	436	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.0	1.1	1.0	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	2.8	2.5	2.0	1.9
Interest coverage ratio (times)	3.7	...	3.1	2.9	4.6
Debt ratio (times)	0.7	0.7	0.7	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	479				
Low sales value (\$000's)	(1)	(1)	95	209	478
High sales value (\$000's)	(1)	95	209	478	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	23	7	8	16	61
Depreciation	33	11	20	33	69
Other	-3	-8	-1	6	-11
<b>Dividends</b>	-5	-7	-1	-4	-7
<b>Investment activities</b>					
Disposal of fixed assets	20	11	17	14	39
Purchase of fixed assets	-72	-13	-44	-68	-160
Increase in investment	-1	-	-2	-1	-2
Decrease in investment	1	-	1	2	3
<b>Financing activities</b>					
Increase in long term debt	34	3	31	28	71
Repayment of long term debt	-24	-6	-23	-22	-45
Loans from shareholders	6	4	3	5	11
Repayment of loans from shareholders	-9	-2	-7	-9	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-1	-	-1
Other	-1	-1	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	3	-1	-2	-1	12
<b>Cash &amp; equivalents-Beginning of the year</b>	14	5	11	20	19
<b>Cash &amp; equivalents - End of the year</b>	17	4	13	19	31

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,626</b>	<b>297,347</b>	<b>12,159</b>	<b>727</b>	<b>488</b>
less than 20	4,541	220,010	9,007	716	485
20 - 99	76	63,191	2,545	8	2
100 - 499	9	14,146	607	3	1
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>5,369</b>	<b>505,064</b>	<b>18,535</b>	<b>892</b>	<b>...</b>
less than 20	5,188	317,158	11,716	871	...
20 - 99	165	144,462	5,194	18	...
100 - 499	16	43,444	1,625	3	...
500 and over	-	-	-	-	...

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

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

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

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

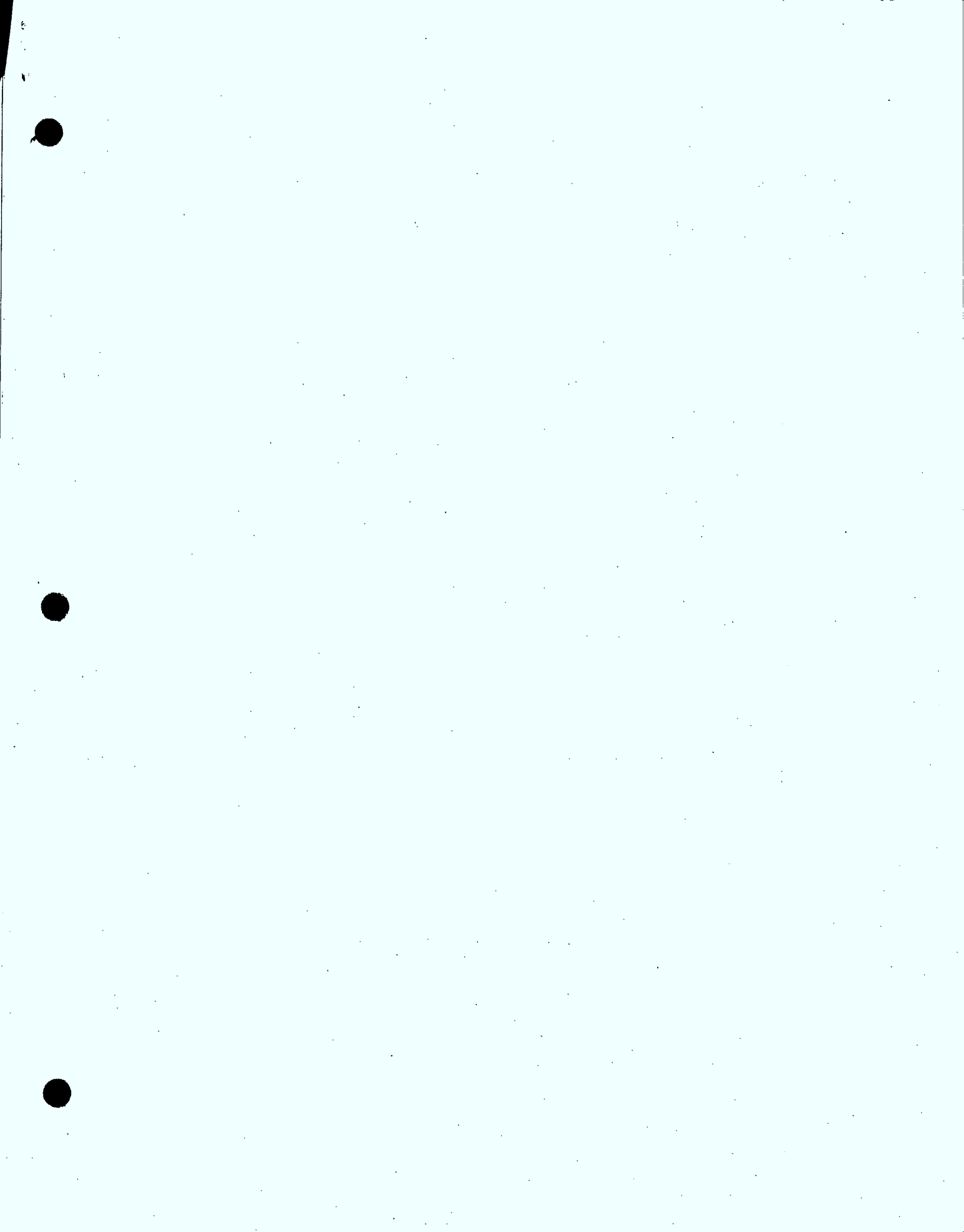
See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,507				
Average sales \$	184,082	38,138	65,865	125,039	507,285
Average expense \$	166,871	30,589	55,363	112,859	468,372
Average net profit (loss) \$	17,211	7,549	10,502	12,180	38,913
Businesses reporting a profit (No.)	2,955				
Average sales \$	181,595	38,703	66,505	122,795	498,376
Average expense \$	157,557	28,103	51,935	103,639	446,549
Average net profit \$	24,038	10,600	14,570	19,156	51,827
Businesses reporting a loss (No.)	552				
Average sales \$	195,772	35,689	62,896	132,791	551,710
Average expense \$	209,076	41,359	71,250	144,712	578,983
Average net loss \$	-13,304	-5,670	-8,354	-11,921	-27,273
<b>1986</b>					
Number of observations in sample	3,595				
Average sales \$	207,928	40,103	71,964	144,870	574,773
Average expense \$	191,277	32,431	60,208	132,644	539,825
Average net profit (loss) \$	16,651	7,672	11,756	12,226	34,948
Businesses reporting a profit (No.)	2,874				
Average sales \$	211,514	40,001	71,656	146,169	588,229
Average expense \$	186,320	28,403	54,021	127,359	535,497
Average net profit \$	25,194	11,598	17,635	18,810	52,732
Businesses reporting a loss (No.)	721				
Average sales \$	195,015	40,514	73,116	140,096	526,335
Average expense \$	209,890	48,704	83,370	152,077	555,407
Average net loss \$	-14,875	-8,190	-10,254	-11,981	-29,072
<b>1987</b>					
Number of observations in sample	1,249				
Average sales \$	199,091	38,997	69,448	138,362	549,555
Average expense \$	181,185	33,199	56,433	124,792	510,315
Average net profit (loss) \$	17,906	5,798	13,015	13,570	39,240
Businesses reporting a profit (No.)	997				
Average sales \$	202,642	40,383	69,435	137,998	562,750
Average expense \$	176,736	30,381	53,073	117,297	506,191
Average net profit \$	25,906	10,002	16,362	20,701	56,559
Businesses reporting a loss (No.)	252				
Average sales \$	183,848	34,545	69,531	139,532	491,782
Average expense \$	199,550	42,249	78,668	148,913	528,371
Average net loss \$	-15,702	-7,704	-9,137	-9,381	-36,589

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

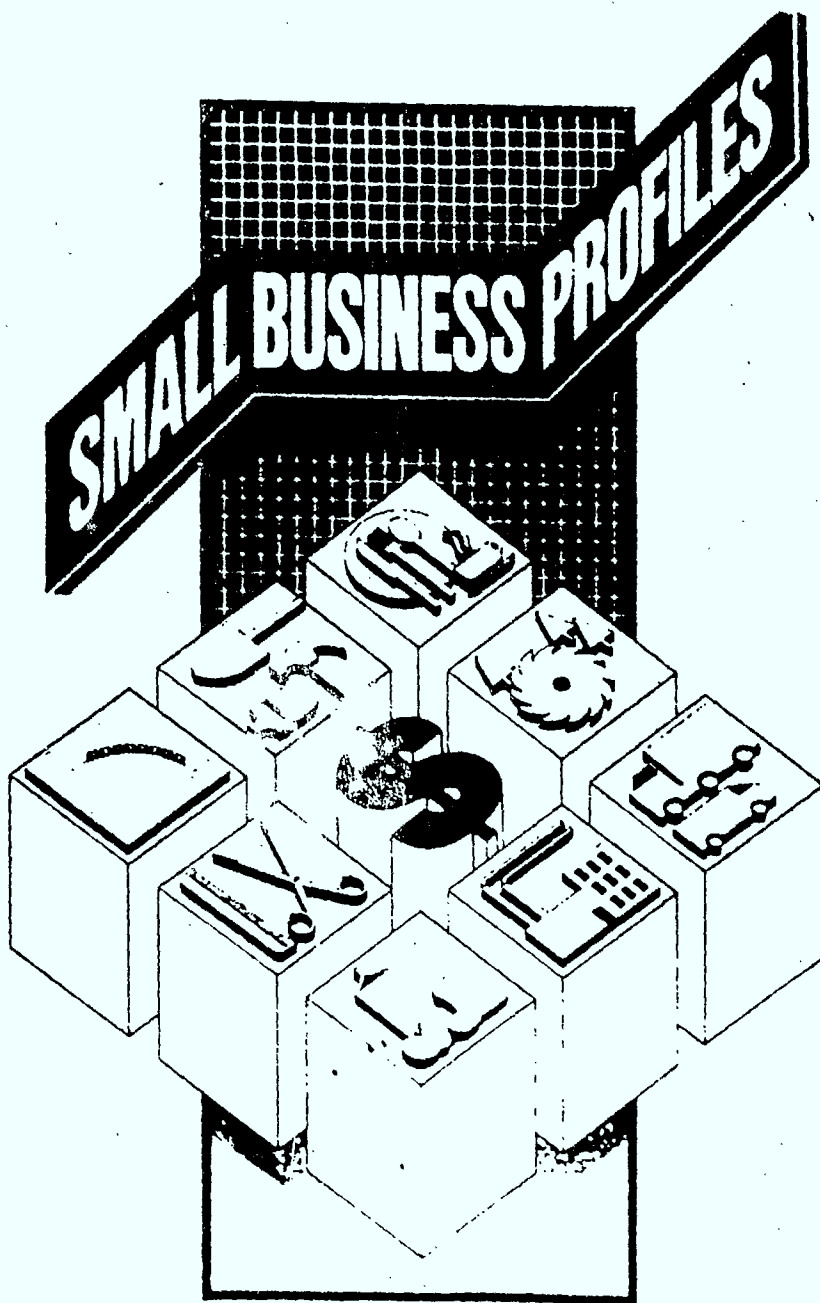
See Table 1 for symbols and notes



# FABRIC AND YARN STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada



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

## Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	237										
Low sales value (\$000's)	(1)	(1)									139
High sales value (\$000's)	(1)	45								68	(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	58.2	58.6	61.4	56.6	56.4	94.2	61.8	63.9	65.3	62.2	56.4
Occupancy expenses	10.4	14.5	8.0	10.5	9.0	98.9	10.6	15.1	8.0	10.5	9.0
Depreciation	1.0	0.7	0.9	1.4	1.3	72.4	1.4	1.8	1.1	1.6	1.4
Repairs & maintenance	0.6	0.7	0.4	0.8	0.6	61.8	1.0	1.5	0.8	1.2	0.8
Heat, light & telephone	1.8	2.4	1.8	1.8	1.4	91.2	2.0	2.7	2.1	1.9	1.5
Rent	6.9	10.7	4.9	6.5	5.6	72.0	9.6	16.5	8.3	7.6	7.2
Personnel expenses	10.8	7.0	7.3	12.2	16.4	84.3	12.8	9.7	9.2	13.6	17.2
Financial expenses	3.2	4.2	2.5	3.8	2.4	95.3	3.4	4.8	2.5	3.9	2.5
Interest & bank charges	2.4	3.1	1.9	2.9	1.7	78.6	3.0	4.1	2.7	3.5	2.0
Professional fees	0.8	1.1	0.6	1.0	0.7	80.4	1.0	1.6	0.9	1.1	0.7
Other expenses	14.4	19.2	13.1	13.2	12.1	100.0	14.4	19.2	13.1	13.2	12.1
Profit (loss)	3.0	-3.4	7.7	3.7	3.8	99.9	3.0	-3.4	7.7	3.7	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6151 - Fabric and Yarn Stores

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric) and retail yarn.

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

## Canada, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	123				
Low sales value (\$000's)	(1)	(1)	96	182	415
High sales value (\$000's)	(1)	96	182	415	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	1	1	4	24
Inventory	-	-	-	-	-
Other current assets	120	49	48	119	253
Total current assets	127	50	48	123	276
Fixed assets	26	4	6	18	74
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	-	11	4	22
<b>Total assets</b>	<b>163</b>	<b>54</b>	<b>65</b>	<b>144</b>	<b>373</b>
<b>Liabilities and equity</b>					
Current loans	13	1	12	8	31
Other current liabilities	55	30	19	65	103
Total current liabilities	68	31	32	73	133
Mortgages payable	-	-	-	-	-
Long term debt	4	2	7	1	7
Other liabilities	44	31	18	47	78
<b>Total liabilities</b>	<b>117</b>	<b>64</b>	<b>56</b>	<b>121</b>	<b>219</b>
<b>Total equity</b>	<b>46</b>	<b>-9</b>	<b>9</b>	<b>23</b>	<b>154</b>

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

See Table 1 for symbols and notes.

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

## Canada, Fabric and Yarn Stores (SIC 6151)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	123				
Low sales value (\$000's)	(1)	(1)	96	182	415
High sales value (\$000's)	(1)	96	182	415	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	1.6	1.6	1.7	2.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	-6.9	6.2	5.3	1.4
Interest coverage ratio (times)	2.1	...	...	1.8	3.7
Debt ratio (times)	0.7	1.2	0.9	0.8	0.6

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

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

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	109	185	459
High sales value (\$000's)	(1)	109	185	459	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	6	-5	-6	30
Depreciation	4	2	2	4	9
Other	-2	-11	-13	36	-16
<b>Dividends</b>	-2	-	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	2	3
Purchase of fixed assets	-11	-1	-1	-4	-34
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	10	-	16	2	20
Repayment of long term debt	-2	-	-5	-1	-2
Loans from shareholders	7	9	8	5	4
Repayment of loans from shareholders	-6	-4	-6	-8	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	1	6	-	-	-
Decrease in equity	-2	-	-	-4	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	7	6	-5	24	3
Cash & equivalents-Beginning of the year	1	-2	-3	-3	12
Cash & equivalents - End of the year	8	4	-8	21	15

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,683</b>	<b>70,559</b>	<b>7,887</b>	<b>282</b>	<b>178</b>
less than 20	1,615	35,868	3,959	275	176
20 - 99	50	14,378	1,607	6	1
100 - 499	17	X	1,708	1	1
500 and over	1	X	613	-	-
<b>1987</b>					
<b>Total</b>	<b>1,735</b>	<b>81,268</b>	<b>7,559</b>	<b>236</b>	<b>...</b>
less than 20	1,671	40,546	3,770	236	...
20 - 99	45	15,783	1,475	-	...
100 - 499	18	X	1,629	-	...
500 and over	1	X	685	-	...

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

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

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

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

See Table 1 for symbols and notes.

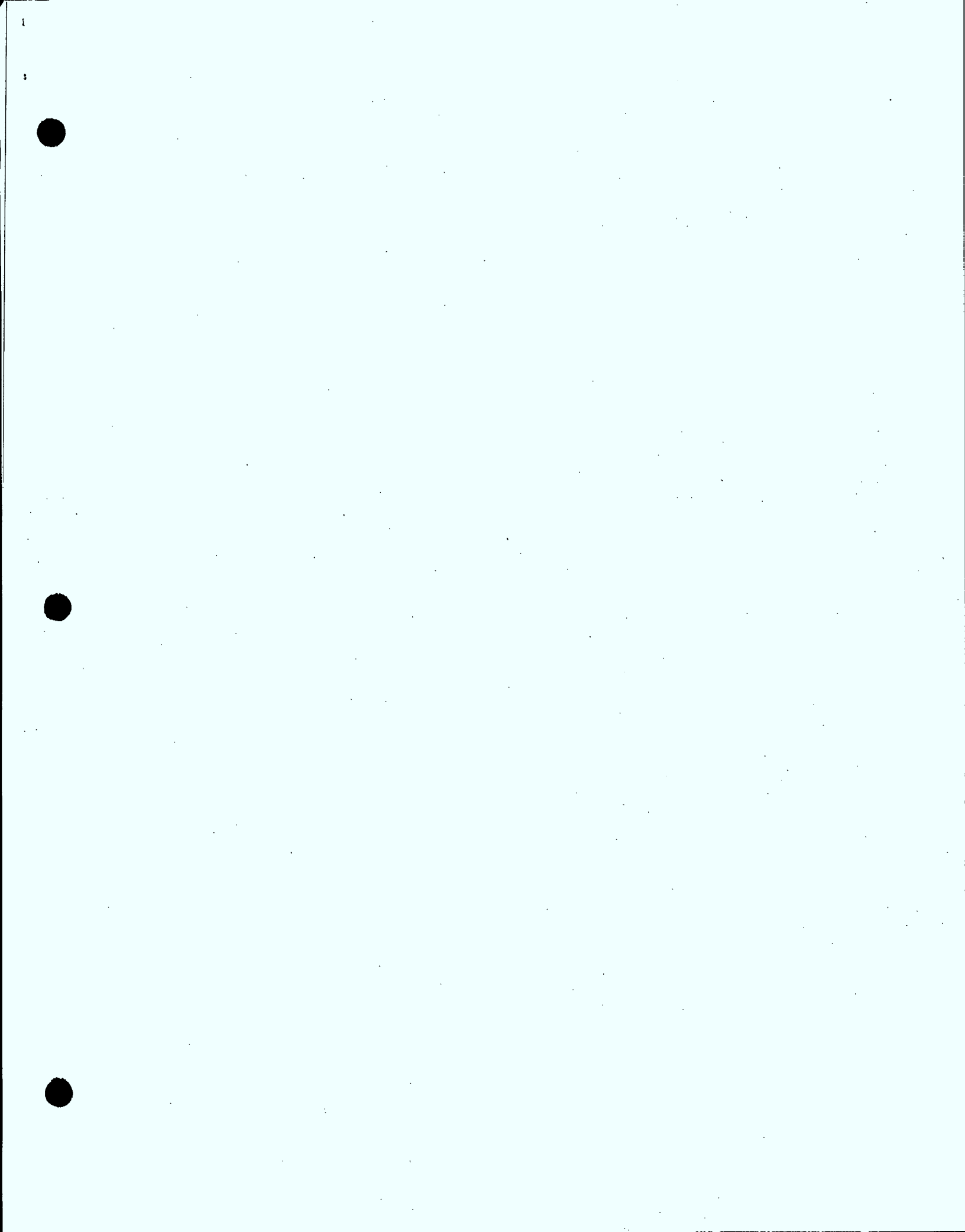
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Fabric and Yarn Stores (SIC 6151)

	Total <sup>(1)</sup>	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	335				
Average sales \$	153,328	35,765	66,310	109,377	401,858
Average expense \$	146,666	34,124	62,338	108,323	381,879
Average net profit (loss) \$	6,662	1,641	3,972	1,054	19,979
Businesses reporting a profit (No.)	271				
Average sales \$	155,611	36,562	67,793	114,907	403,181
Average expense \$	141,449	30,822	59,753	101,403	373,816
Average net profit \$	14,162	5,740	8,040	13,504	29,365
Businesses reporting a loss (No.)	64				
Average sales \$	148,980	34,543	61,566	102,356	397,453
Average expense \$	158,906	39,182	70,604	117,111	408,726
Average net loss \$	-9,926	-4,639	-9,038	-14,755	-11,273
<b>1986</b>					
Number of observations in sample	526				
Average sales \$	145,598	33,419	65,209	112,529	371,234
Average expense \$	140,163	33,356	63,886	108,355	355,056
Average net profit (loss) \$	5,435	63	1,323	4,174	16,178
Businesses reporting a profit (No.)	368				
Average sales \$	146,295	33,596	70,636	115,440	365,506
Average expense \$	134,682	29,135	63,764	103,735	342,093
Average net profit \$	11,613	4,461	6,872	11,705	23,413
Businesses reporting a loss (No.)	158				
Average sales \$	149,005	33,173	56,880	107,296	398,669
Average expense \$	159,274	39,220	64,073	116,660	417,142
Average net loss \$	-10,269	-6,047	-7,193	-9,364	-18,473
<b>1987</b>					
Number of observations in sample	331				
Average sales \$	145,222	32,665	51,842	104,254	392,125
Average expense \$	139,761	34,824	47,417	101,191	375,611
Average net profit (loss) \$	5,461	-2,159	4,425	3,063	16,514
Businesses reporting a profit (No.)	210				
Average sales \$	149,433	32,940	51,195	106,348	407,247
Average expense \$	135,454	28,746	45,109	93,409	374,553
Average net profit \$	13,979	4,194	6,086	12,939	32,694
Businesses reporting a loss (No.)	121				
Average sales \$	136,977	32,361	55,420	101,238	358,890
Average expense \$	148,019	41,550	60,186	112,401	377,937
Average net loss \$	-11,042	-9,189	-4,766	-11,163	-19,047

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

See Table 1 for symbols and notes



# FINISH CARPENTRY

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## CANADA

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### 1987

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

Canada, Finish Carpentry (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	1,144										
Low sales value (\$000's)	(1)	(1)	33	50	106						106
High sales value (\$000's)	(1)	33	50	106							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	20.5	15.3	16.5	20.4	29.9	59.1	34.7	36.7	31.6	32.2	37.7
Occupancy expenses	6.4	8.6	6.8	5.9	4.1	95.5	6.7	9.4	7.2	6.1	4.2
Depreciation	3.3	4.6	3.7	3.1	1.9	85.5	3.9	5.7	4.5	3.5	2.1
Repairs & maintenance	1.0	1.3	1.1	0.8	0.6	40.8	2.4	2.9	3.1	2.1	1.4
Heat, light & telephone	0.7	0.8	0.9	0.7	0.6	58.8	1.3	1.4	1.7	1.1	0.9
Rent	1.3	2.0	1.1	1.3	1.0	47.7	2.8	3.9	3.7	2.4	1.7
Personnel expenses	14.9	10.5	10.8	15.1	23.3	67.4	22.2	22.4	19.6	20.2	25.2
Financial expenses	1.5	1.6	1.3	1.7	1.2	85.1	1.7	2.2	1.6	1.9	1.3
Interest & bank charges	0.9	1.2	0.7	1.1	0.7	59.8	1.5	2.5	1.4	1.6	0.9
Professional fees	0.6	0.4	0.6	0.7	0.6	71.2	0.8	0.8	0.8	0.9	0.6
Other expenses	26.5	25.1	24.1	28.7	28.0	99.9	26.5	25.1	24.1	28.7	28.1
Profit (loss)	30.2	38.8	40.4	28.2	13.6	99.9	30.3	38.8	40.5	28.2	13.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4274 - Finish Carpentry Contractors

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	316				
Low sales value (\$000's)	(1)	(1)	77	153	317
High sales value (\$000's)	(1)	77	153	317	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	27	2	9	18	78
Inventory	-	-	-	-	-
Other current assets	31	7	10	25	30
Total current assets	58	9	20	43	158
Fixed assets	25	10	14	19	58
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	5	1	2	3	13
<b>Total assets</b>	<b>88</b>	<b>19</b>	<b>35</b>	<b>66</b>	<b>229</b>
<b>Liabilities and equity</b>					
Current loans	7	1	3	5	19
Other current liabilities	34	7	13	29	86
Total current liabilities	41	8	16	34	105
Mortgages payable	-	-	-	-	-
Long term debt	1	1	2	1	2
Other liabilities	16	8	5	12	39
<b>Total liabilities</b>	<b>59</b>	<b>17</b>	<b>23</b>	<b>47</b>	<b>147</b>
<b>Total equity</b>	<b>29</b>	<b>3</b>	<b>12</b>	<b>19</b>	<b>82</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	316				
Low sales value (\$000's)	(1)	(1)	77	153	317
High sales value (\$000's)	(1)	77	153	317	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.1	1.2	1.3	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	5.9	2.0	2.5	1.8
Interest coverage ratio (times)	9.0	4.9	6.6	10.5	9.5
Debt ratio (times)	0.7	0.9	0.7	0.7	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	94	198	348
High sales value (\$000's)	(1)	94	198	348	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	21	2	13	20	45
Depreciation	6	2	3	7	11
Other	-4	-4	-2	1	-10
<b>Dividends</b>	-4	-3	-1	-6	-5
<b>Investment activities</b>					
Disposal of fixed assets	1	1	-	-	4
Purchase of fixed assets	-13	-6	-6	-10	-27
Increase in investment	-1	-	-1	-1	-2
Decrease in investment	1	-	-	-	5
<b>Financing activities</b>					
Increase in long term debt	7	2	3	6	14
Repayment of long term debt	-3	-	-2	-1	-7
Loans from shareholders	3	1	1	1	8
Repayment of loans from shareholders	-7	-2	-2	-2	-21
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	8	-6	6	14	15
<b>Cash &amp; equivalents-Beginning of the year</b>	9	14	12	8	3
<b>Cash &amp; equivalents - End of the year</b>	17	8	18	21	19

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

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

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,641</b>	<b>137,938</b>	<b>5,734</b>	<b>855</b>	<b>608</b>
less than 20	3,612	116,031	4,827	850	604
20 - 99	28	X	797	5	4
100 - 499	1	X	110	-	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>5,296</b>	<b>265,990</b>	<b>9,613</b>	<b>1,464</b>	<b>...</b>
less than 20	5,258	229,494	8,310	1,461	...
20 - 99	37	X	1,198	3	...
100 - 499	1	X	105	-	...
500 and over	-	-	-	-	...

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

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

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

See Table 1 for symbols and notes.

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

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,090				
Average sales \$	94,520	29,649	42,081	70,312	236,039
Average expense \$	79,133	17,449	28,941	54,578	215,563
Average net profit (loss) \$	15,387	12,200	13,140	15,734	20,476
<b>Businesses reporting a profit (No.)</b>	<b>2,878</b>				
Average sales \$	92,633	29,707	41,915	70,574	228,337
Average expense \$	75,109	16,852	27,150	53,595	202,839
Average net profit \$	17,524	12,855	14,765	16,979	25,498
<b>Businesses reporting a loss (No.)</b>	<b>212</b>				
Average sales \$	105,918	28,283	43,810	66,023	285,556
Average expense \$	111,794	31,547	47,562	70,704	297,361
Average net loss \$	-5,876	-3,264	-3,752	-4,681	-11,805
<b>1986</b>					
Number of observations in sample	3,413				
Average sales \$	107,621	29,720	43,464	75,316	281,982
Average expense \$	89,747	16,331	28,971	57,531	256,154
Average net profit (loss) \$	17,874	13,389	14,493	17,785	25,828
<b>Businesses reporting a profit (No.)</b>	<b>3,111</b>				
Average sales \$	106,556	29,776	43,413	74,752	278,282
Average expense \$	85,691	15,615	27,171	54,440	245,539
Average net profit \$	20,865	14,161	16,242	20,312	32,743
<b>Businesses reporting a loss (No.)</b>	<b>302</b>				
Average sales \$	113,056	28,473	44,024	80,112	299,614
Average expense \$	117,854	32,134	48,717	83,814	306,749
Average net loss \$	-4,798	-3,661	-4,693	-3,702	-7,135
<b>1987</b>					
Number of observations in sample	1,184				
Average sales \$	104,701	28,841	40,973	72,076	276,913
Average expense \$	85,316	17,581	24,156	52,437	247,091
Average net profit (loss) \$	19,385	11,260	16,817	19,639	29,822
<b>Businesses reporting a profit (No.)</b>	<b>1,062</b>				
Average sales \$	104,090	28,820	41,040	72,141	274,358
Average expense \$	82,016	17,146	22,693	50,560	237,663
Average net profit \$	22,074	11,674	18,347	21,581	36,695
<b>Businesses reporting a loss (No.)</b>	<b>122</b>				
Average sales \$	108,468	29,613	40,085	71,160	293,012
Average expense \$	115,589	33,785	43,340	78,748	306,481
Average net loss \$	-7,121	-4,172	-3,255	-7,588	-13,469

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

See Table 1 for symbols and notes



# FLORIST SHOPS

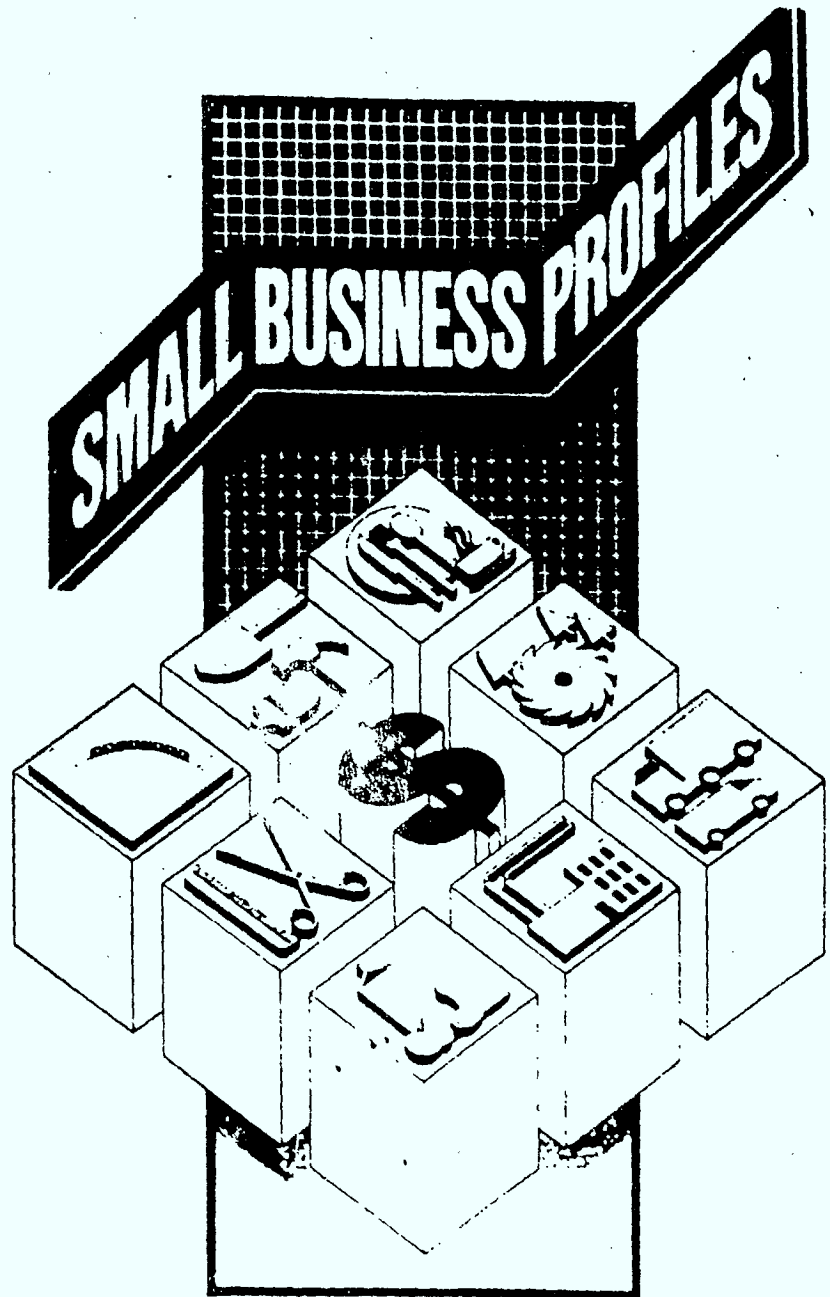
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## CANADA

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### 1987

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Technologie Canada

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

## Canada, Florist Shops (SIC 6521)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Businesses in sample (No.)	349										
Low sales value (\$000's)	(1)	(1)	50				102			189	
High sales value (\$000's)	(1)	50	102				189			(1)	
Cost of sales	46.8	54.1	48.3	44.7	40.6	93.1	50.3	57.9	54.1	46.0	43.9
Occupancy expenses	13.9	18.0	15.2	12.3	10.2	98.3	14.1	18.0	16.3	12.3	10.2
Depreciation	2.0	2.4	2.0	1.9	1.9	78.2	2.6	3.7	2.9	2.3	1.9
Repairs & maintenance	1.3	1.7	1.3	1.2	0.9	71.5	1.8	4.1	1.8	1.4	1.1
Heat, light & telephone	3.4	3.5	3.9	2.9	3.2	95.5	3.5	3.6	4.4	2.9	3.3
Rent	7.2	10.4	8.0	6.3	4.2	77.1	9.3	12.1	12.0	8.1	5.3
Personnel expenses	15.6	10.7	9.1	17.8	24.6	82.0	19.0	19.0	12.6	17.8	24.8
Financial expenses	3.1	3.3	3.9	2.8	2.4	93.7	3.3	3.7	4.2	2.9	2.4
Interest & bank charges	2.1	2.3	2.8	1.9	1.4	75.6	2.8	4.0	3.8	2.3	1.7
Professional fees	1.0	1.0	1.1	0.9	0.9	86.7	1.1	1.4	1.3	0.9	1.0
Other expenses	21.5	29.8	20.6	16.7	19.4	100.0	21.5	29.8	20.6	16.7	19.4
Profit (loss)	-0.9	-15.9	2.9	5.7	2.9	99.2	-0.9	-15.9	3.0	5.7	2.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6521 - Florist Shops

Businesses primarily engaged in retail dealing in cut flowers, potted plants and the like. These businesses may be secondarily engaged in selling seeds, bulbs, nursery stock and garden supplies. Businesses engaged in retail cut flowers, florist shops, retail potted plants and retail fresh flowers and wreaths are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	186				
Low sales value (\$000's)	(1)	(1)	113	208	349
High sales value (\$000's)	(1)	113	208	349	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	11	3	6	9	28
Inventory	-	-	-	-	-
Other current assets	42	20	28	37	83
Total current assets	54	23	33	46	111
Fixed assets	43	11	21	45	95
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	17	18	6	9	33
<b>Total assets</b>	<b>113</b>	<b>52</b>	<b>60</b>	<b>101</b>	<b>239</b>
<b>Liabilities and equity</b>					
Current loans	7	2	4	9	14
Other current liabilities	39	13	20	40	82
Total current liabilities	46	15	24	48	96
Mortgages payable	-	-	-	-	-
Long term debt	7	1	4	7	14
Other liabilities	33	30	39	21	43
<b>Total liabilities</b>	<b>86</b>	<b>46</b>	<b>66</b>	<b>77</b>	<b>153</b>
<b>Total equity</b>	<b>27</b>	<b>6</b>	<b>-7</b>	<b>24</b>	<b>86</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Florist Shops (SIC 6521)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	186				
Low sales value (\$000's)	(1)	(1)	113	208	349
High sales value (\$000's)	(1)	113	208	349	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.6	1.4	1.0	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.1	8.2	-10.0	3.1	1.8
Interest coverage ratio (times)	2.1	...	...	2.3	3.6
Debt ratio (times)	0.8	0.9	1.1	0.8	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	124				
Low sales value (\$000's)	(1)	(1)	133	244	396
High sales value (\$000's)	(1)	133	244	396	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	9	-	-2	12	27
Depreciation	6	2	3	5	13
Other	-2	-2	7	-5	-8
<b>Dividends</b>	-4	-1	-	-5	-11
<b>Investment activities</b>					
Disposal of fixed assets	4	-	1	3	12
Purchase of fixed assets	-8	-1	-3	-8	-19
Increase in investment	-1	-	-	-	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	4	1	5	2	8
Repayment of long term debt	-8	-1	-10	-7	-13
Loans from shareholders	4	1	5	3	7
Repayment of loans from shareholders	-2	-1	-2	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-2	-	-1
Other	-	-	1	-	-
Increase(decrease) in cash & equivalents	2	-2	2	-1	8
Cash & equivalents-Beginning of the year	6	3	-3	18	6
Cash & equivalents - End of the year	8	1	-1	16	14

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

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

## Canada, Florist Shops (SIC 6521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,656</b>	<b>109,933</b>	<b>10,969</b>	<b>403</b>	<b>281</b>
less than 20	2,586	83,312	8,237	398	278
20 - 99	67	20,817	2,109	5	2
100 - 499	3	5,804	623	-	1
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>3,117</b>	<b>144,454</b>	<b>12,155</b>	<b>545</b>	<b>...</b>
less than 20	3,039	107,481	9,064	540	...
20 - 99	71	26,111	2,209	4	...
100 - 499	7	10,862	882	1	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	985				
Average sales \$	147,285	42,795	79,151	137,165	330,028
Average expense \$	139,974	40,164	74,742	130,065	314,924
Average net profit (loss) \$	7,311	2,631	4,409	7,100	15,104
<b>Businesses reporting a profit (No.)</b>	<b>829</b>				
Average sales \$	151,099	44,900	78,412	139,712	341,371
Average expense \$	139,169	38,564	69,929	130,408	317,854
Average net profit \$	11,910	6,336	8,483	9,304	23,517
<b>Businesses reporting a loss (No.)</b>	<b>156</b>				
Average sales \$	133,433	38,232	81,385	123,483	290,631
Average expense \$	141,478	43,636	89,307	128,222	304,746
Average net loss \$	-8,045	-5,404	-7,922	-4,739	-14,115
<b>1986</b>					
Number of observations in sample	322				
Average sales \$	177,315	54,443	102,380	173,030	379,408
Average expense \$	169,152	49,769	98,749	169,403	358,685
Average net profit (loss) \$	8,163	4,674	3,631	3,627	20,723
<b>Businesses reporting a profit (No.)</b>	<b>250</b>				
Average sales \$	175,906	53,777	101,879	171,660	376,306
Average expense \$	160,501	47,538	91,896	162,237	340,331
Average net profit \$	15,405	6,239	9,983	9,423	35,975
<b>Businesses reporting a loss (No.)</b>	<b>72</b>				
Average sales \$	180,750	58,372	103,288	175,374	385,964
Average expense \$	188,304	62,915	111,148	181,669	397,482
Average net loss \$	-7,554	-4,543	-7,860	-6,295	-11,518
<b>1987</b>					
Number of observations in sample	522				
Average sales \$	167,336	37,260	71,963	137,837	422,284
Average expense \$	162,138	41,157	70,790	130,240	406,364
Average net profit (loss) \$	5,198	-3,897	1,173	7,597	15,920
<b>Businesses reporting a profit (No.)</b>	<b>366</b>				
Average sales \$	176,869	42,016	73,772	137,395	454,291
Average expense \$	164,348	37,886	66,146	125,440	427,919
Average net profit \$	12,521	4,130	7,626	11,955	26,372
<b>Businesses reporting a loss (No.)</b>	<b>156</b>				
Average sales \$	143,327	32,371	69,249	139,358	332,329
Average expense \$	153,706	44,519	77,758	146,759	345,786
Average net loss \$	-10,379	-12,148	-8,509	-7,401	-13,457

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

See Table 1 for symbols and notes

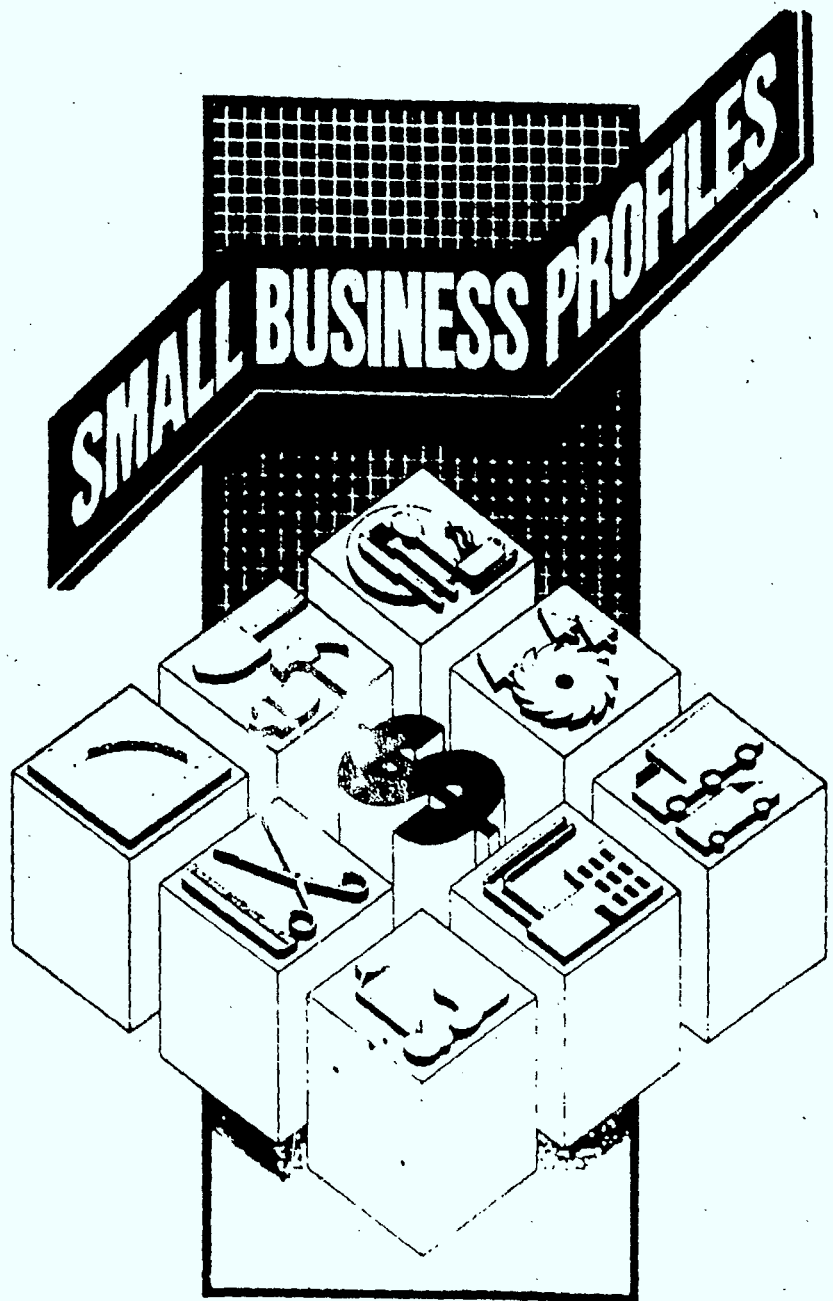




# FOOD (GROCERIES) STORES

CANADA

1987



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TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	760				
Low sales value (\$000's)	(1)	(1)	374	722	1,097
High sales value (\$000's)	(1)	374	722	1,097	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	3	5	7	12
Inventory	-	-	-	-	-
Other current assets	77	30	64	92	133
Total current assets	84	33	69	89	144
Fixed assets	70	46	46	74	112
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	23	10	20	27	35
<b>Total assets</b>	<b>177</b>	<b>89</b>	<b>136</b>	<b>190</b>	<b>292</b>
<b>Liabilities and equity</b>					
Current loans	13	6	9	12	23
Other current liabilities	49	20	36	54	84
Total current liabilities	61	26	46	66	107
Mortgages payable	-	-	-	-	-
Long term debt	7	5	6	8	9
Other liabilities	62	36	53	73	87
<b>Total liabilities</b>	<b>130</b>	<b>68</b>	<b>105</b>	<b>145</b>	<b>202</b>
<b>Total equity</b>	<b>47</b>	<b>20</b>	<b>31</b>	<b>44</b>	<b>90</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Food (Groceries) Stores (SIC 6011)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	760				
Low sales value (\$000's)	(1)	(1)	374	722	1,097
High sales value (\$000's)	(1)	374	722	1,097	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.3	1.5	1.3	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	3.3	3.4	3.3	2.2
Interest coverage ratio (times)	1.9	1.1	1.6	1.8	2.4
Debt ratio (times)	0.7	0.8	0.8	0.8	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	421				
Low sales value (\$000's)	(1)	(1)	516	799	1,146
High sales value (\$000's)	(1)	516	799	1,146	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	12	6	9	11	22
Depreciation	11	6	9	11	18
Other	-2	-4	3	-3	-6
<b>Dividends</b>	-3	-	-4	-3	-4
<b>Investment activities</b>					
Disposal of fixed assets	4	4	3	6	5
Purchase of fixed assets	-20	-6	-13	-29	-30
Increase in investment	-3	-1	-3	-3	-4
Decrease in investment	1	-	1	1	3
<b>Financing activities</b>					
Increase in long term debt	17	19	8	28	16
Repayment of long term debt	-17	-22	-11	-19	-16
Loans from shareholders	6	5	4	11	6
Repayment of loans from shareholders	-8	-4	-8	-11	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	2	3	-	2	1
Decrease in equity	-1	-1	-	-1	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	5	-3	2	-
Cash & equivalents-Beginning of the year.	7	-4	10	9	12
Cash & equivalents - End of the year	8	2	7	11	13

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

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

## Canada, Food (Groceries) Stores (SIC 6011)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,400</b>	<b>2,537,131</b>	<b>183,225</b>	<b>347</b>	<b>257</b>
less than 20	2,527	199,357	14,734	267	223
20 - 99	741	375,811	27,826	66	29
100 - 499	74	162,919	12,361	9	5
500 and over	58	1,799,044	128,304	5	-
<b>1987</b>					
<b>Total</b>	<b>3,705</b>	<b>2,964,700</b>	<b>209,911</b>	<b>674</b>	<b>...</b>
less than 20	2,607	199,799	14,521	557	...
20 - 99	923	501,303	36,663	91	...
100 - 499	116	225,985	16,875	21	...
500 and over	59	2,037,613	141,852	5	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	7,574				
Average sales \$	352,748	65,536	170,726	331,220	843,510
Average expense \$	343,501	62,533	163,259	320,931	827,282
Average net profit (loss) \$	9,247	3,003	7,467	10,289	16,228
Businesses reporting a profit (No.)	6,549				
Average sales \$	350,015	64,744	170,894	332,421	831,999
Average expense \$	335,225	56,707	160,351	317,065	806,776
Average net profit \$	14,790	8,037	10,543	15,356	25,223
Businesses reporting a loss (No.)	1,025				
Average sales \$	363,238	67,248	169,943	325,238	890,522
Average expense \$	375,810	75,126	176,890	340,191	911,031
Average net loss \$	-12,572	-7,878	-6,947	-14,953	-20,509
1986					
Number of observations in sample	6,245				
Average sales \$	387,249	77,717	193,095	369,302	908,883
Average expense \$	379,343	76,331	185,414	358,093	897,533
Average net profit (loss) \$	7,906	1,386	7,681	11,209	11,350
Businesses reporting a profit (No.)	5,202				
Average sales \$	382,858	80,462	194,648	365,928	890,393
Average expense \$	368,087	74,074	182,522	349,821	865,929
Average net profit \$	14,771	6,388	12,126	16,107	24,464
Businesses reporting a loss (No.)	1,043				
Average sales \$	399,949	72,049	187,244	383,626	956,875
Average expense \$	412,521	80,991	196,316	393,213	979,564
Average net loss \$	-12,572	-8,942	-9,072	-9,587	-22,689
1987					
Number of observations in sample	1,189				
Average sales \$	622,061	101,973	380,309	718,869	1,287,093
Average expense \$	613,913	101,318	372,337	709,204	1,272,792
Average net profit (loss) \$	8,148	655	7,972	9,665	14,301
Businesses reporting a profit (No.)	837				
Average sales \$	623,064	97,173	384,176	715,991	1,294,915
Average expense \$	604,682	90,790	369,877	693,548	1,264,511
Average net profit \$	18,382	6,383	14,299	22,443	30,404
Businesses reporting a loss (No.)	352				
Average sales \$	618,489	108,448	371,613	725,672	1,268,221
Average expense \$	633,098	115,520	377,870	746,228	1,292,773
Average net loss \$	-14,609	-7,072	-6,257	-20,556	-24,552

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

See Table 1 for symbols and notes



# FOOD (SPECIALTY) STORES

CANADA

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

## Canada, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	4,104										
Low sales value (\$000's)	(1)	(1)	113	226	415						415
High sales value (\$000's)	(1)	113	226	415	(1)						(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	71.1	62.9	71.8	74.5	75.3	93.3	76.2	73.4	76.2	78.1	76.8
Occupancy expenses	6.3	9.0	6.3	5.4	4.4	98.3	6.4	9.6	6.3	5.4	4.4
Depreciation	1.3	1.5	1.4	1.4	1.1	76.5	1.8	2.8	1.9	1.6	1.2
Repairs & maintenance	0.8	1.1	0.8	0.7	0.6	84.9	1.0	1.5	1.0	0.8	0.7
Heat, light & telephone	1.8	2.6	1.9	1.5	1.1	93.9	1.9	3.0	2.0	1.5	1.2
Rent	2.3	3.9	2.2	1.7	1.5	53.1	4.4	8.4	4.7	3.2	2.3
Personnel expenses	7.4	10.0	5.8	5.8	8.0	80.2	9.2	16.6	7.9	6.6	8.1
Financial expenses	1.7	2.3	1.7	1.6	1.2	91.5	1.9	2.8	1.9	1.7	1.3
Interest & bank charges	1.3	1.7	1.3	1.3	0.9	75.4	1.7	2.7	1.9	1.5	1.1
Professional fees	0.4	0.7	0.4	0.4	0.3	78.5	0.6	1.0	0.6	0.4	0.4
Other expenses	10.5	14.1	10.3	8.8	8.9	99.6	10.6	14.4	10.3	8.8	8.9
Profit (loss)	2.9	1.6	4.1	3.9	2.1	98.9	3.0	1.7	4.1	3.9	2.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. This industry includes bread and pastry shops, butcher shops, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetable stores, health food stores, ice cream stores, milk stores and specialty food stores (except take-out food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,297				
Low sales value (\$000's)	(1)	(1)	212	450	755
High sales value (\$000's)	(1)	212	450	755	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	5	1	2	4	11
Inventory	-	-	-	-	-
Other current assets	57	19	41	56	109
Total current assets	61	20	43	60	120
Fixed assets	56	30	51	58	83
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	5	12	14	21
<b>Total assets</b>	<b>130</b>	<b>55</b>	<b>107</b>	<b>133</b>	<b>224</b>
<b>Liabilities and equity</b>					
Current loans	9	4	6	10	18
Other current liabilities	36	16	27	33	69
Total current liabilities	46	19	33	43	87
Mortgages payable	-	-	-	-	-
Long term debt	5	2	4	5	7
Other liabilities	47	28	44	52	66
<b>Total liabilities</b>	<b>97</b>	<b>49</b>	<b>80</b>	<b>100</b>	<b>160</b>
<b>Total equity</b>	<b>32</b>	<b>6</b>	<b>27</b>	<b>33</b>	<b>64</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Food (Specialty) Stores (SIC 6012)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,297				
Low sales value (\$000's)	(1)	(1)	212	450	755
High sales value (\$000's)	(1)	212	450	755	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.0	1.3	1.4	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.0	8.2	3.0	3.1	2.5
Interest coverage ratio (times)	1.8	...	1.6	1.9	2.4
Debt ratio (times)	0.8	0.9	0.7	0.8	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	633				
Low sales value (\$000's)	(1)	(1)	270	487	779
High sales value (\$000's)	(1)	270	487	779	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	8	2	5	7	16
Depreciation	10	5	10	12	13
Other	-2	-1	-3	-	-2
<b>Dividends</b>	-3	-3	-1	-2	-5
<b>Investment activities</b>					
Disposal of fixed assets	5	4	5	5	4
Purchase of fixed assets	-13	-14	-6	-12	-21
Increase in investment	-3	-3	-	-3	-3
Decrease in investment	1	-	2	1	2
<b>Financing activities</b>					
Increase in long term debt	9	11	2	8	15
Repayment of long term debt	-11	-7	-8	-14	-14
Loans from shareholders	4	1	3	5	7
Repayment of loans from shareholders	-6	-1	-6	-6	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-1	-	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-8	1	2	-
Cash & equivalents-Beginning of the year	8	18	4	1	10
Cash & equivalents - End of the year	7	10	5	3	11

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Food (Specialty) Stores (SIC 6012)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>6,813</b>	<b>360,530</b>	<b>26.704</b>	<b>2,440</b>	<b>1,649</b>
less than 20	6,594	195,254	14.474	2,408	1,623
20 - 99	178	76,192	5.888	29	22
100 - 499	29	40,663	3.072	2	2
500 and over	12	48,421	3.270	1	2
<b>1987</b>					
<b>Total</b>	<b>10,756</b>	<b>649,308</b>	<b>47,353</b>	<b>2,953</b>	<b>...</b>
less than 20	10,355	335,286	24,703	2,892	...
20 - 99	344	162,192	12,021	51	...
100 - 499	42	67,518	4,912	5	...
500 and over	15	84,312	5,717	5	...

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

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

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

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

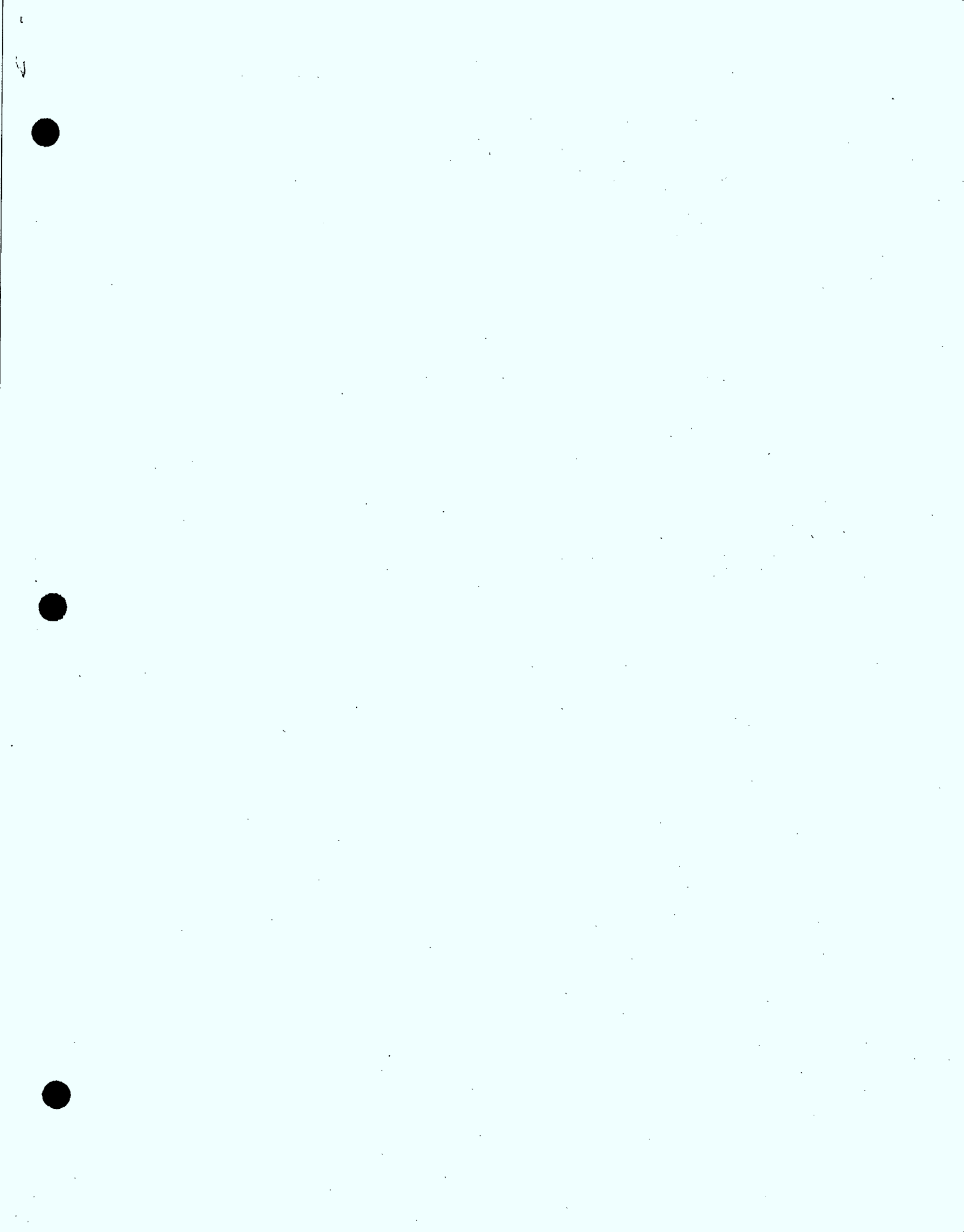
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,779	43,303	112,103	216,995	609,154
Average sales \$	245,539	41,801	105,680	208,082	589,876
Average expense \$	236,610	2,102	5,423	8,913	19,278
Average net profit (loss) \$	8,929				
Businesses reporting a profit (No.)	2,326	44,603	112,770	218,924	610,279
Average sales \$	246,644	36,857	101,079	204,418	581,352
Average expense \$	230,927	7,746	11,691	14,506	28,927
Average net profit \$	15,717				
Businesses reporting a loss (No.)	453	42,922	110,431	210,970	605,087
Average sales \$	242,353	48,729	120,721	219,529	620,691
Average expense \$	252,418	-5,807	-10,290	-8,559	-15,604
Average net loss \$	-10,065				
<b>1986</b>					
Number of observations in sample	2,693	51,633	110,582	225,727	654,115
Average sales \$	260,514	49,712	106,606	217,501	638,445
Average expense \$	253,066	1,921	3,976	8,226	15,670
Average net profit (loss) \$	7,448				
Businesses reporting a profit (No.)	2,119	50,932	114,225	222,430	666,939
Average sales \$	263,632	42,182	102,524	206,895	642,014
Average expense \$	248,404	8,750	11,701	15,535	24,925
Average net profit \$	15,228				
Businesses reporting a loss (No.)	574	52,827	103,750	233,847	610,511
Average sales \$	250,234	62,520	114,262	243,625	626,308
Average expense \$	261,679	-9,693	-10,512	-9,778	-15,797
Average net loss \$	-11,445				
<b>1987</b>					
Number of observations in sample	4,411	66,974	165,814	312,869	746,414
Average sales \$	323,018	66,274	158,607	300,632	731,757
Average expense \$	314,318	700	7,207	12,237	14,657
Average net profit (loss) \$	8,700				
Businesses reporting a profit (No.)	3,423	71,498	165,948	314,211	742,380
Average sales \$	323,509	64,973	154,393	296,928	718,459
Average expense \$	308,688	6,525	11,555	17,283	23,921
Average net profit \$	14,821				
Businesses reporting a loss (No.)	988	60,605	165,251	306,731	760,115
Average sales \$	323,176	68,104	176,315	317,561	776,912
Average expense \$	334,723	-7,499	-11,064	-10,830	-16,797
Average net loss \$	-11,547				

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

See Table 1 for symbols and notes



# FOREST PRODUCTS TRUCKING INDUSTRY

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## CANADA

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### 1987

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

## Canada, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	420										
Low sales value (\$000's)	(1)	(1)	65	105	176						
High sales value (\$000's)	(1)	65	105	176	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.8	2.9	2.6	0.7	5.1	10.2	27.6	69.0	23.8	7.0	32.9
Occupancy expenses	31.2	33.7	34.9	32.1	24.2	98.2	31.8	36.1	34.9	32.3	24.2
Depreciation	11.9	10.9	12.8	14.0	9.6	91.7	12.9	15.1	13.0	14.4	9.8
Repairs & maintenance	16.4	20.2	18.0	15.9	11.7	80.5	20.4	28.3	22.2	18.9	13.9
Heat, light & telephone	0.7	0.6	1.0	0.6	0.5	67.3	1.0	1.1	1.4	0.9	0.7
Rent	2.3	2.0	3.1	1.6	2.3	37.9	6.0	12.1	8.1	3.7	4.4
Personnel expenses	16.6	12.5	11.4	18.3	24.1	83.0	20.0	23.4	13.6	18.4	25.7
Financial expenses	4.6	4.5	5.5	4.8	3.4	92.3	4.9	5.5	5.8	5.2	3.4
Interest & bank charges	3.7	3.9	4.6	3.7	2.6	85.1	4.3	5.3	5.2	4.3	2.7
Professional fees	0.9	0.6	0.9	1.0	0.9	75.6	1.1	1.4	1.1	1.3	0.9
Other expenses	34.7	37.6	33.9	32.9	34.5	98.9	35.1	39.5	33.9	32.9	34.5
Profit (loss)	10.2	8.7	11.7	11.2	8.7	98.7	10.3	8.7	11.7	11.7	8.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4565 - Forest Products Trucking Industry

Businesses primarily engaged in transporting pulpwood, wood chips and saw-logs whether or not specialized equipment is used. Included are businesses engaged in the log hauling trucking service, lumber hauling truck service, timber hauling truck service and the wood chips truck hauling service.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Forest Products Trucking Industry (SIC 4565)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	252				
Low sales value (\$000's)	(1)	(1)	98	165	327
High sales value (\$000's)	(1)	98	165	327	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	18	2	6	15	47
Inventory	-	-	-	-	-
Other current assets	37	9	15	31	32
Total current assets	55	12	21	46	139
Fixed assets	118	46	74	118	232
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	16	8	9	8	41
<b>Total assets</b>	<b>189</b>	<b>66</b>	<b>104</b>	<b>172</b>	<b>411</b>
<b>Liabilities and equity</b>					
Current loans	13	6	9	10	26
Other current liabilities	50	14	24	45	115
Total current liabilities	63	21	34	55	141
Mortgages payable	-	-	-	-	-
Long term debt	12	13	5	11	19
Other liabilities	51	26	46	40	90
<b>Total liabilities</b>	<b>125</b>	<b>60</b>	<b>85</b>	<b>106</b>	<b>250</b>
<b>Total equity</b>	<b>64</b>	<b>6</b>	<b>19</b>	<b>67</b>	<b>161</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	252				
Low sales value (\$000's)	(1)	(1)	98	165	327
High sales value (\$000's)	(1)	98	165	327	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.6	0.6	0.8	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	9.7	4.5	1.6	1.5
Interest coverage ratio (times)	3.1	...	2.0	4.6	4.0
Debt ratio (times)	0.7	0.9	0.8	0.6	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	151				
Low sales value (\$000's)	(1)	(1)	96	180	345
High sales value (\$000's)	(1)	96	180	345	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	20	-10	11	22	54
Depreciation	31	12	21	29	81
Other	-6	-3	-1	-8	-14
<b>Dividends</b>	-5	-	-3	-7	-9
<b>Investment activities</b>					
Disposal of fixed assets	20	10	25	18	28
Purchase of fixed assets	-53	-23	-31	-54	-103
Increase in investment	-3	-	-	-	-12
Decrease in investment	2	-	-	-	6
<b>Financing activities</b>					
Increase in long term debt	27	17	21	24	47
Repayment of long term debt	-28	-4	-33	-23	-50
Loans from shareholders	5	6	1	3	8
Repayment of loans from shareholders	-6	-2	-6	-5	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	3
Decrease in equity	-2	-3	-	-	-4
Other	-	-	1	1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	3	-1	6	1	5
Cash & equivalents-Beginning of the year	24	1	12	18	63
Cash & equivalents - End of the year	27	-	18	18	69

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
<b>1987</b>					
<b>Total</b>	21,463	3,667,419	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	647				
Average sales \$	177,639	48,974	95,103	137,120	429,360
Average expense \$	156,261	41,738	82,392	110,564	390,350
Average net profit (loss) \$	21,378	7,236	12,711	26,556	39,010
Businesses reporting a profit (No.)	574				
Average sales \$	176,682	49,281	95,826	137,065	424,554
Average expense \$	150,272	38,630	78,403	109,461	374,592
Average net profit \$	26,410	10,651	17,423	27,604	49,962
Businesses reporting a loss (No.)	73				
Average sales \$	183,796	47,929	92,059	139,057	456,139
Average expense \$	194,889	52,308	99,194	149,895	478,159
Average net loss \$	-11,093	-4,379	-7,135	-10,838	-22,020
<b>1986</b>					
Number of observations in sample	678				
Average sales \$	194,402	55,685	104,960	142,899	474,063
Average expense \$	179,503	49,760	92,639	127,240	448,372
Average net profit (loss) \$	14,899	5,925	12,321	15,659	25,691
Businesses reporting a profit (No.)	590				
Average sales \$	192,413	56,525	104,531	141,903	466,693
Average expense \$	169,904	47,767	86,975	118,885	425,990
Average net profit \$	22,509	8,758	17,556	23,018	40,703
Businesses reporting a loss (No.)	88				
Average sales \$	201,732	52,701	106,421	146,487	501,317
Average expense \$	214,324	56,838	111,945	157,369	531,144
Average net loss \$	-12,592	-4,137	-5,524	-10,882	-29,827
<b>1987</b>					
Number of observations in sample	436				
Average sales \$	178,997	49,949	84,429	133,247	448,364
Average expense \$	163,645	48,785	74,090	117,852	413,852
Average net profit (loss) \$	15,352	1,164	10,339	15,395	34,512
Businesses reporting a profit (No.)	339				
Average sales \$	181,256	51,353	84,530	137,059	452,082
Average expense \$	155,989	39,342	69,679	112,070	402,864
Average net profit \$	25,267	12,011	14,851	24,989	49,218
Businesses reporting a loss (No.)	97				
Average sales \$	172,248	46,710	84,104	123,583	434,596
Average expense \$	186,506	70,572	88,387	132,513	454,551
Average net loss \$	-14,258	-23,862	-4,283	-8,930	-19,955

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

See Table 1 for symbols and notes



# FURNITURE, REFINISHING AND REPAIR SHOP

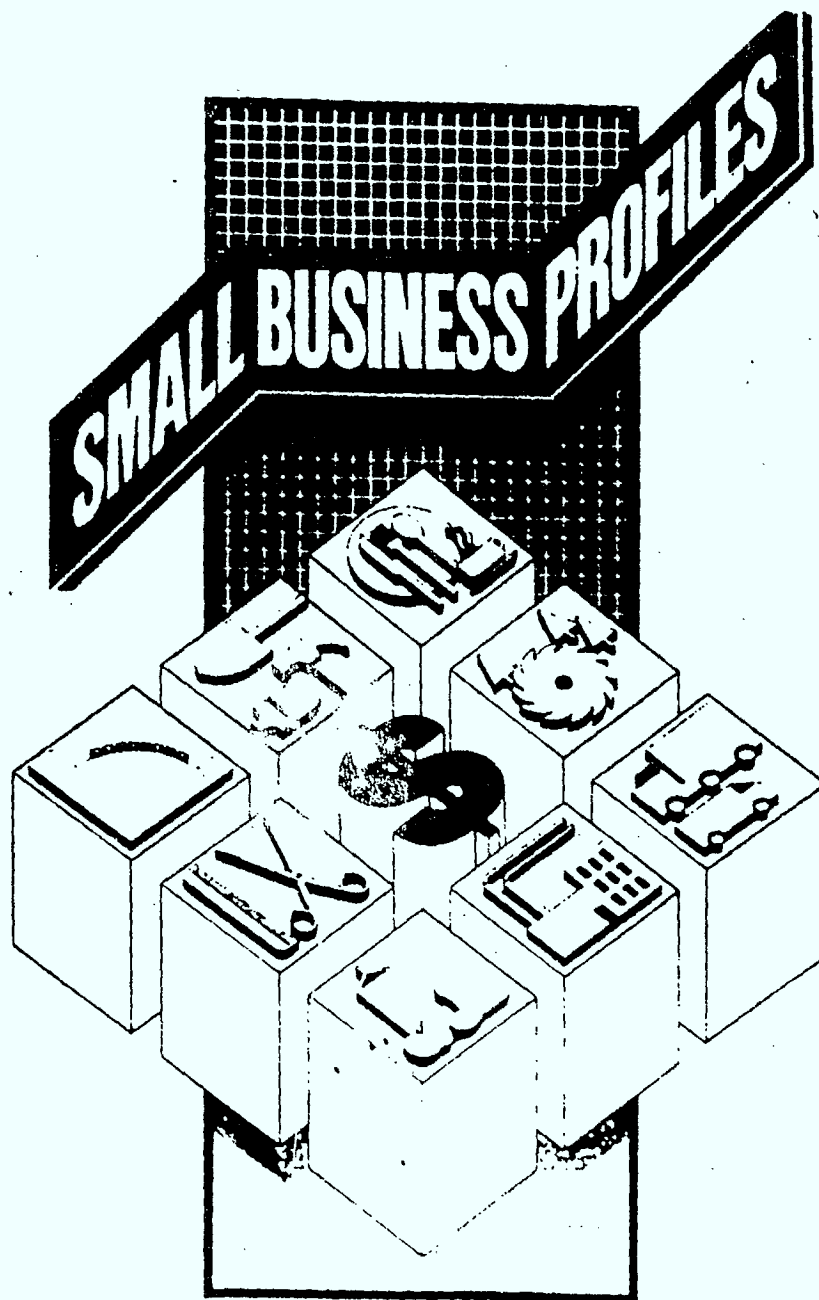
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CANADA

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1987

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

## Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.?)	215					
Low sales value (\$000's)	(1)	(1)	42	67	128	(1)
High sales value (\$000's)	(1)	42	67	128	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	26.6	16.1	28.1	30.9	31.0	82.4	32.3	29.9	30.9	33.4	33.9
Occupancy expenses	10.9	13.1	10.3	11.1	9.1	99.9	10.9	13.1	10.3	11.1	9.1
Depreciation	2.9	5.0	2.5	2.3	1.7	87.4	3.3	7.2	2.5	2.5	1.9
Repairs & maintenance	1.3	1.4	1.6	1.1	0.9	60.2	2.1	3.9	2.3	1.7	1.4
Heat, light & telephone	3.0	3.1	3.4	2.9	2.6	91.6	3.3	3.6	3.8	3.2	2.6
Rent	3.7	3.6	2.8	4.8	3.8	54.9	6.8	10.0	6.4	7.2	5.2
Personnel expenses	19.5	4.2	12.6	25.5	35.4	76.9	25.4	9.7	18.5	26.5	35.5
Financial expenses	3.4	6.7	2.6	2.3	2.2	95.4	3.6	6.9	3.0	2.3	2.2
Interest & bank charges	2.7	6.2	1.8	1.4	1.4	79.5	3.4	7.4	2.5	1.8	1.6
Professional fees	0.8	0.5	0.8	0.9	0.8	73.4	1.0	1.1	1.2	1.1	0.9
Other expenses	20.1	29.7	17.5	15.8	17.6	100.0	20.1	29.7	17.5	15.8	17.6
Profit (loss)	19.5	30.2	28.9	14.3	4.7	99.9	19.5	30.2	28.9	14.3	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6213 - Furniture Refinishing and Repair Shops

Businesses primarily engaged in the repair and refinishing of furniture such as retail antique furniture repair, retail furniture reupholstering, furniture refinishing and repair shops, furniture repair, furniture paint and varnish stripping and polishing of furniture.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	108				
Low sales value (\$000's)	(1)	(1)	106	155	248
High sales value (\$000's)	(1)	106	155	248	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	2	6	10	37
Inventory	-	-	-	-	-
Other current assets	31	11	17	27	67
Total current assets	45	13	23	36	104
Fixed assets	28	11	16	31	54
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	4	1	6	3	5
<b>Total assets</b>	<b>77</b>	<b>24</b>	<b>45</b>	<b>70</b>	<b>162</b>
<b>Liabilities and equity</b>					
Current loans	7	2	3	5	18
Other current liabilities	28	12	18	22	59
Total current liabilities	36	14	21	28	77
Mortgages payable	-	-	-	-	-
Long term debt	1	1	1	-	1
Other liabilities	24	9	19	21	45
<b>Total liabilities</b>	<b>60</b>	<b>24</b>	<b>41</b>	<b>48</b>	<b>123</b>
<b>Total equity</b>	<b>17</b>	<b>1</b>	<b>4</b>	<b>22</b>	<b>39</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	108				
Low sales value (\$000's)	(1)	(1)	106	155	248
High sales value (\$000's)	(1)	106	155	248	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	0.9	1.1	1.3	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.6	44.9	10.0	2.2	3.2
Interest coverage ratio (times)	3.6	3.6	3.3	3.8	3.7
Debt ratio (times)	0.8	1.0	0.9	0.7	0.8

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

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

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	(1)	109	165	230
High sales value (\$000's)	(1)	109	165	230	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	4	10	2	-9	16
Depreciation	6	3	6	5	9
Other	-6	-2	1	-12	-10
<b>Dividends</b>	-3	-9	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	3	-	8	3
Purchase of fixed assets	-10	-7	-2	-12	-21
Increase in investment	-2	-	-	-6	-1
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	6	-	1	9	13
Repayment of long term debt	-5	-1	-2	-6	-10
Loans from shareholders	2	5	1	-	3
Repayment of loans from shareholders	-3	-2	-4	-2	-2
Advances & loans from government	-	-	-	-	1
Increase in equity	2	-	-	6	-
Decrease in equity	-1	-	-	-4	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-6	-1	3	-23	-5
Cash & equivalents-Beginning of the year	9	11	6	13	5
Cash & equivalents - End of the year	2	10	9	-10	-

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,419</b>	<b>59,339</b>	<b>3,263</b>	<b>271</b>	<b>139</b>
less than 20	1,405	46,744	2,595	271	138
20 - 99	8	2,475	135	-	1
100 - 499	-	-	-	-	-
500 and over	6	10,120	533	-	-
<b>1987</b>					
<b>Total</b>	<b>1,493</b>	<b>72,897</b>	<b>3,962</b>	<b>246</b>	<b>...</b>
less than 20	1,473	58,558	3,215	245	...
20 - 99	18	X	466	1	...
100 - 499	2	X	281	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	254				
Average sales \$	89,261	29,351	46,147	79,977	200,968
Average expense \$	80,151	23,344	35,629	69,102	192,530
Average net profit (loss) \$	9,110	6,607	10,518	10,875	8,438
Businesses reporting a profit (No.)	224				
Average sales \$	79,003	30,021	45,706	79,020	161,265
Average expense \$	65,985	21,255	33,997	62,995	145,691
Average net profit \$	13,018	8,766	11,709	16,025	15,574
Businesses reporting a loss (No.)	30				
Average sales \$	122,777	29,565	51,511	83,113	326,920
Average expense \$	130,139	34,859	55,475	89,107	341,116
Average net loss \$	-7,362	-5,294	-3,964	-5,994	-14,196
<b>1986</b>					
Number of observations in sample	180				
Average sales \$	100,429	31,145	48,384	72,929	249,257
Average expense \$	86,050	18,653	37,832	57,186	230,528
Average net profit (loss) \$	14,379	12,492	10,552	15,743	18,729
Businesses reporting a profit (No.)	166				
Average sales \$	101,052	31,569	48,384	72,641	251,615
Average expense \$	84,600	17,738	37,421	56,589	226,653
Average net profit \$	16,452	13,831	10,963	16,052	24,962
Businesses reporting a loss (No.)	14				
Average sales \$	101,213	25,611	48,386	90,261	240,595
Average expense \$	107,147	30,610	60,064	93,151	244,764
Average net loss \$	-5,934	-4,999	-11,678	-2,890	-4,169
<b>1987</b>					
Number of observations in sample	222				
Average sales \$	117,318	31,947	52,846	94,652	289,828
Average expense \$	104,397	22,791	37,277	81,416	276,105
Average net profit (loss) \$	12,921	9,156	15,569	13,236	13,723
Businesses reporting a profit (No.)	183				
Average sales \$	119,708	32,022	53,001	92,635	301,173
Average expense \$	102,786	21,797	36,193	77,218	275,937
Average net profit \$	16,922	10,225	16,808	15,417	25,236
Businesses reporting a loss (No.)	39				
Average sales \$	113,299	30,835	50,727	110,903	260,731
Average expense \$	120,333	37,498	52,071	115,229	276,534
Average net loss \$	-7,034	-6,663	-1,344	-4,326	-15,803

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

See Table 1 for symbols and notes

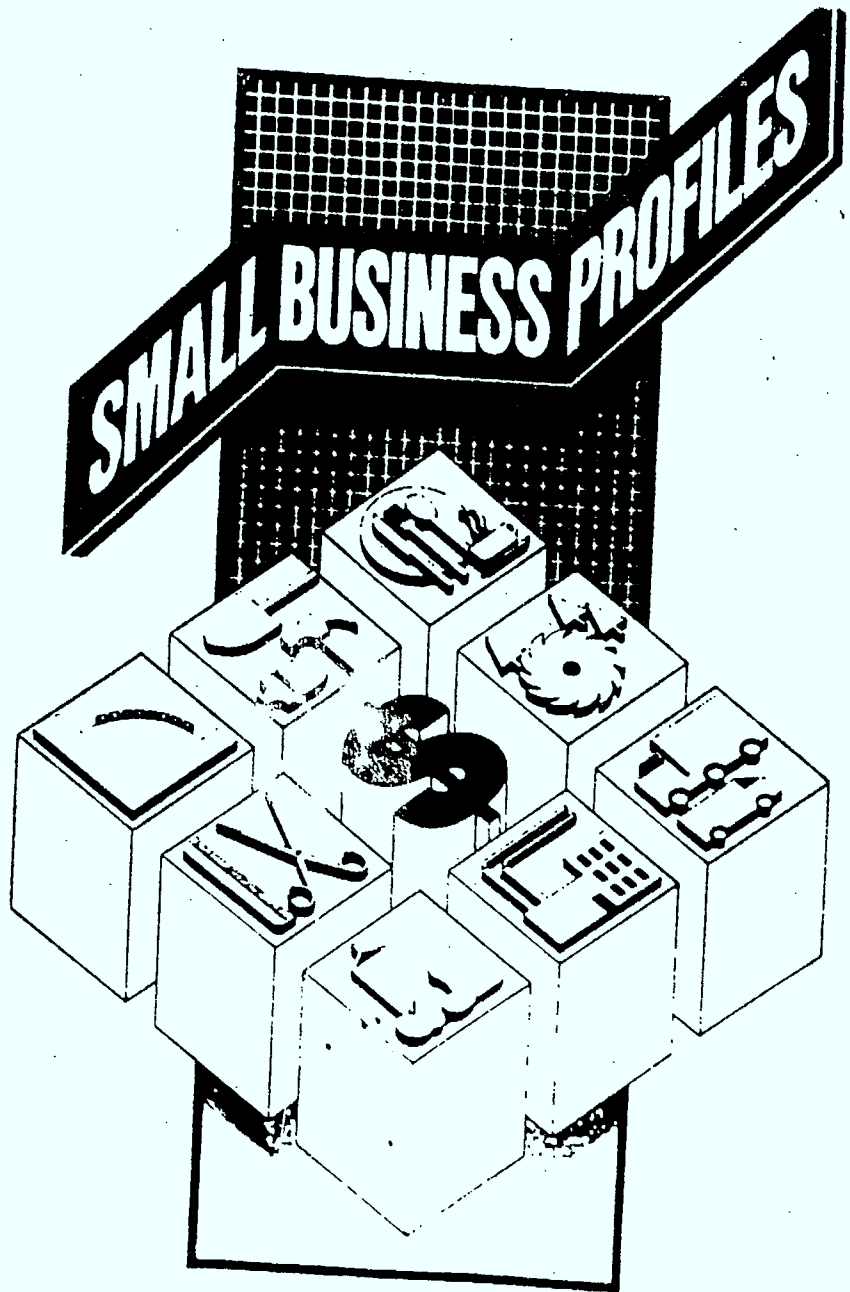




# GARAGES (GENERAL REPAIRS)

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada  
Industrie, Sciences et Technologie Canada

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

## Canada, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	1,087													
Low sales value (\$000's)	(1)	(1)	56	117	220									
High sales value (\$000's)	(1)	56	117	220	(1)									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	42.3	35.3	40.1	42.7	51.1	88.1	48.0	47.6	46.7	45.0	52.5			
Occupancy expenses	10.5	13.2	12.0	10.0	6.7	99.2	10.5	13.5	12.1	10.0	6.7			
Depreciation	3.2	5.1	3.5	2.4	1.7	84.4	3.8	7.2	4.2	2.7	1.8			
Repairs & maintenance	1.1	1.0	1.3	1.1	0.9	68.9	1.6	1.9	1.9	1.5	1.1			
Heat, light & telephone	2.4	3.3	2.8	2.1	1.5	92.7	2.6	4.0	3.0	2.2	1.6			
Rent	3.8	3.9	4.4	4.4	2.5	57.5	6.6	8.5	7.4	7.5	3.8			
Personnel expenses	16.3	8.5	13.0	20.9	23.0	81.8	20.0	15.1	16.6	22.3	23.3			
Financial expenses	2.7	3.5	3.1	2.4	1.9	91.9	3.0	4.3	3.4	2.5	1.9			
Interest & bank charges	1.9	2.7	2.3	1.6	1.2	75.6	2.6	4.5	3.0	2.0	1.4			
Professional fees	0.8	0.8	0.8	0.8	0.6	80.6	1.0	1.3	1.1	0.9	0.7			
Other expenses	18.2	24.2	19.4	16.3	13.0	100.0	18.2	24.2	19.4	16.3	13.1			
Profit (loss)	9.9	15.3	12.5	7.6	4.3	99.2	10.0	15.3	12.5	7.8	4.3			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6351 - Garages (General Repairs)

Businesses primarily engaged in general mechanical and electrical repairs to motor vehicles. Garages may be secondarily engaged in selling gasoline and lubricating motor vehicles. These businesses include motor vehicle general repairs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	515				
Low sales value (\$000's)	(1)	(1)	132	220	399
High sales value (\$000's)	(1)	132	220	399	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	18	4	9	18	42
Inventory	-	-	-	-	-
Other current assets	44	16	22	39	39
Total current assets	62	20	30	57	141
Fixed assets	48	21	27	51	91
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	4	3	6	28
<b>Total assets</b>	<b>120</b>	<b>44</b>	<b>60</b>	<b>115</b>	<b>259</b>
<b>Liabilities and equity</b>					
Current loans	8	2	6	9	16
Other current liabilities	38	14	25	35	76
Total current liabilities	46	16	31	44	92
Mortgages payable	-	-	-	-	-
Long term debt	3	-	2	2	5
Other liabilities	39	18	22	38	75
<b>Total liabilities</b>	<b>87</b>	<b>35</b>	<b>55</b>	<b>84</b>	<b>172</b>
<b>Total equity</b>	<b>33</b>	<b>9</b>	<b>4</b>	<b>31</b>	<b>87</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Garages (General Repairs) (SIC 6351)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	515				
Low sales value (\$000's)	(1)	(1)	132	220	399
High sales value (\$000's)	(1)	132	220	399	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.2	1.0	1.3	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	3.8	13.3	2.7	2.0
Interest coverage ratio (times)	3.0	1.5	2.0	2.8	3.6
Debt ratio (times)	0.7	0.8	0.9	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	261				
Low sales value (\$000's)	(1)	(1)	148	227	405
High sales value (\$000's)	(1)	148	227	405	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	5	3	9	21
Depreciation	7	3	5	7	13
Other	-2	-	-	1	-8
<b>Dividends</b>	-4	-4	-3	-6	-3
<b>Investment activities</b>					
Disposal of fixed assets	2	3	-	1	4
Purchase of fixed assets	-10	-3	-5	-8	-24
Increase in investment	-1	-	-	-	-4
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	5	2	1	4	13
Repayment of long term debt	-6	-3	-1	-9	-12
Loans from shareholders	7	5	3	9	10
Repayment of loans from shareholders	-7	-7	-8	-7	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	2	-4	1	3
Cash & equivalents-Beginning of the year	7	6	5	7	11
Cash & equivalents - End of the year	8	8	1	9	14

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Garages (General Repairs) (SIC 6351)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>8,837</b>	<b>394,364</b>	<b>24,183</b>	<b>1,518</b>	<b>896</b>
less than 20	8,758	354,593	21,845	1,510	891
20 - 99	76	36,899	2,206	8	4
100 - 499	3	2,872	132	-	1
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>9,313</b>	<b>516,554</b>	<b>27,617</b>	<b>1,344</b>	<b>...</b>
less than 20	9,220	458,260	24,565	1,335	...
20 - 99	88	51,445	2,710	9	...
100 - 499	5	6,849	342	-	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,856				
Average sales \$	186,624	40,904	83,226	150,221	472,145
Average expense \$	175,949	33,703	72,850	146,166	451,077
Average net profit (loss) \$	10,675	7,201	10,376	4,055	21,068
Businesses reporting a profit (No.)	1,497				
Average sales \$	187,387	40,844	83,612	147,768	477,324
Average expense \$	170,009	31,721	70,126	129,455	448,732
Average net profit \$	17,378	9,123	13,486	18,313	28,592
Businesses reporting a loss (No.)	159				
Average sales \$	183,174	41,259	80,988	161,188	449,259
Average expense \$	204,065	45,303	88,644	220,874	461,440
Average net loss \$	-20,891	-4,044	-7,656	-59,686	-12,181
<b>1986</b>					
Number of observations in sample	1,226				
Average sales \$	181,679	40,944	82,358	157,086	446,329
Average expense \$	169,895	34,177	73,721	143,276	428,407
Average net profit (loss) \$	11,784	6,767	8,637	13,810	17,922
Businesses reporting a profit (No.)	1,061				
Average sales \$	183,930	40,783	82,437	157,367	455,131
Average expense \$	167,847	31,369	70,156	138,917	430,944
Average net profit \$	16,083	9,414	12,281	18,450	24,187
Businesses reporting a loss (No.)	165				
Average sales \$	171,993	41,548	82,068	155,926	408,429
Average expense \$	177,581	44,686	86,834	161,319	417,484
Average net loss \$	-5,588	-3,138	-4,766	-5,393	-9,055
<b>1987</b>					
Number of observations in sample	1,215				
Average sales \$	192,038	40,474	83,064	160,192	484,423
Average expense \$	180,661	34,491	73,291	148,680	466,181
Average net profit (loss) \$	11,377	5,983	9,773	11,512	18,242
Businesses reporting a profit (No.)	969				
Average sales \$	192,382	41,050	82,353	159,625	486,498
Average expense \$	176,052	32,321	69,345	143,340	459,200
Average net profit \$	16,330	8,729	13,008	16,285	27,298
Businesses reporting a loss (No.)	246				
Average sales \$	190,991	38,073	86,894	162,293	476,704
Average expense \$	199,674	43,533	94,544	168,469	492,150
Average net loss \$	-8,683	-5,460	-7,650	-6,176	-15,446

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

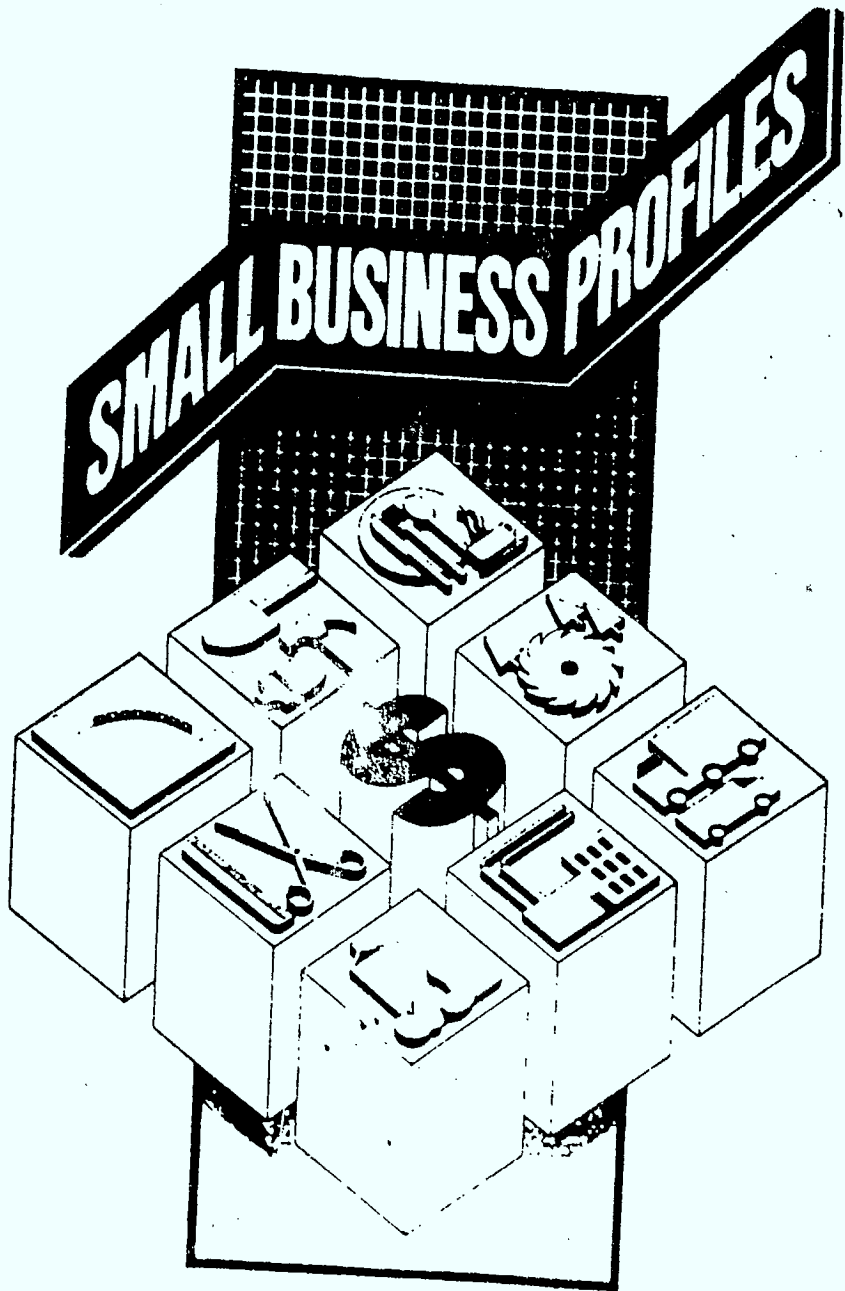
See Table 1 for symbols and notes



# GASOLINE SERVICE STATIONS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada  
Industrie, Sciences et Technologie Canada



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

## Canada, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	3,229											
Low sales value (\$000's)	(1)	(1)	178	444	852							852
High sales value (\$000's)	(1)	178	444	852	(1)							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	65.5	44.3	69.3	73.3	75.0	92.1	71.1	53.6	74.0	76.6	77.7	
Occupancy expenses	4.6	7.9	4.6	3.2	2.7	99.0	4.6	8.1	4.6	3.2	2.7	
Depreciation	1.1	1.8	1.2	0.9	0.6	80.6	1.4	3.1	1.5	0.9	0.7	
Repairs & maintenance	0.7	1.2	0.7	0.5	0.4	81.7	0.9	1.6	0.9	0.6	0.4	
Heat, light & telephone	1.5	3.0	1.3	0.9	0.7	95.8	1.5	3.3	1.4	0.9	0.7	
Rent	1.3	1.9	1.3	0.9	1.0	55.9	2.3	4.3	2.6	1.6	1.4	
Personnel expenses	12.1	20.5	11.1	8.9	7.9	95.1	12.7	23.5	11.7	9.0	7.9	
Financial expenses	1.4	2.4	1.5	1.1	0.8	96.1	1.5	2.6	1.6	1.1	0.8	
Interest & bank charges	1.0	1.6	1.1	0.7	0.5	78.9	1.3	2.5	1.3	0.9	0.6	
Professional fees	0.4	0.8	0.4	0.3	0.2	85.3	0.5	1.0	0.5	0.4	0.2	
Other expenses	13.1	17.7	11.0	11.7	12.0	100.0	13.1	17.7	11.0	11.7	12.0	
Profit (loss)	3.3	7.1	2.6	1.9	1.7	98.6	3.4	7.3	2.6	1.9	1.8	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This industry group includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services and self-serve gasoline stations.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,473				
Low sales value (\$000's)	(1)	(1)	357	684	1,031
High sales value (\$000's)	(1)	357	684	1,031	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	5	13	14	19
Inventory	-	-	-	-	-
Other current assets	56	30	48	61	83
Total current assets	69	35	61	76	102
Fixed assets	65	39	73	64	85
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	6	7	8	13
<b>Total assets</b>	<b>142</b>	<b>80</b>	<b>142</b>	<b>148</b>	<b>200</b>
<b>Liabilities and equity</b>					
Current loans	8	5	8	8	12
Other current liabilities	37	18	37	40	55
Total current liabilities	46	22	45	48	67
Mortgages payable	-	-	-	-	-
Long term debt	4	3	3	4	6
Other liabilities	53	34	60	57	61
<b>Total liabilities</b>	<b>102</b>	<b>59</b>	<b>108</b>	<b>109</b>	<b>133</b>
<b>Total equity</b>	<b>40</b>	<b>21</b>	<b>34</b>	<b>39</b>	<b>67</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Gasoline Service Stations (SIC 6331)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,473				
Low sales value (\$000's)	(1)	(1)	357	684	1,031
High sales value (\$000's)	(1)	357	684	1,031	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.6	1.4	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	2.8	3.2	2.8	2.0
Interest coverage ratio (times)	2.3	0.5	1.2	2.5	3.8
Debt ratio (times)	0.7	0.7	0.8	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

Canada, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	720				
Low sales value (\$000's)	(1)	(1)	398	697	1,057
High sales value (\$000's)	(1)	398	697	1,057	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	2	6	13	20
Depreciation	8	5	7	8	13
Other	-5	-15	-3	-4	1
<b>Dividends</b>	-3	-1	-2	-4	-5
<b>Investment activities</b>					
Disposal of fixed assets	6	8	3	5	5
Purchase of fixed assets	-15	-7	-9	-13	-30
Increase in investment	-2	-1	-2	-1	-3
Decrease in investment	1	1	2	-	1
<b>Financing activities</b>					
Increase in long term debt	10	5	7	10	17
Repayment of long term debt	-11	-11	-10	-8	-14
Loans from shareholders	9	20	3	5	8
Repayment of loans from shareholders	-5	-4	-4	-5	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	1
Decrease in equity	-	-	-	-1	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	3	2	-1	5	7
Cash & equivalents-Beginning of the year	10	5	8	15	12
Cash & equivalents - End of the year	13	7	7	21	19

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

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

Canada, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	12,089	753,519	67.375	1,636	1,174
less than 20	11,816	566,927	50,717	1,666	1,151
20 - 99	225	68,126	6,225	20	18
100 - 499	20	18,165	1,644	9	4
500 and over	28	100,301	8,789	1	1
<b>1987</b>					
<b>Total</b>	12,768	930,302	76,811	2,075	...
less than 20	12,361	669,710	55,319	2,018	...
20 - 99	350	115,928	9,567	48	...
100 - 499	36	50,002	4,085	9	...
500 and over	21	94,662	7,840	-	...

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

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

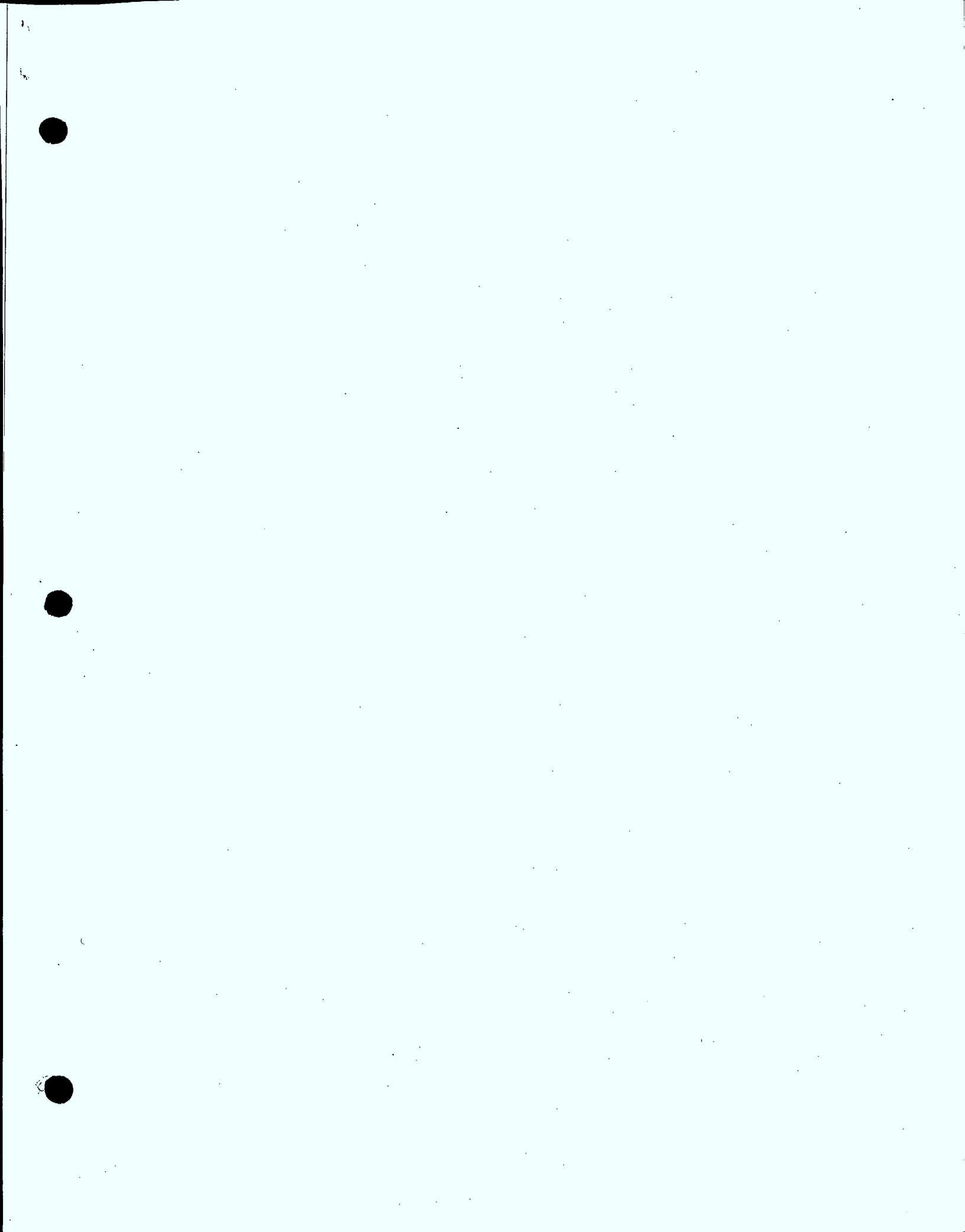
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	5,955				
Average sales \$	589,999	100,590	340,335	650,903	1,268,166
Average expense \$	577,771	90,249	331,010	639,227	1,250,599
Average net profit (loss) \$	12,228	10,341	9,325	11,576	17,567
Businesses reporting a profit (No.)	5,099				
Average sales \$	587,477	99,929	337,225	653,654	1,259,100
Average expense \$	569,303	85,373	321,896	635,452	1,234,492
Average net profit \$	18,174	14,556	15,329	18,202	24,608
Businesses reporting a loss (No.)	856				
Average sales \$	602,573	103,549	351,607	641,897	1,313,240
Average expense \$	614,592	112,062	364,048	651,584	1,330,675
Average net loss \$	-12,019	-8,513	-12,441	-9,687	-17,435
<b>1986</b>					
Number of observations in sample	4,875				
Average sales \$	545,047	86,174	262,121	602,364	1,249,528
Average expense \$	533,899	57,266	252,557	591,741	1,234,032
Average net profit (loss) \$	11,148	8,908	9,564	10,623	15,496
Businesses reporting a profit (No.)	4,095				
Average sales \$	545,765	87,201	262,435	598,460	1,254,962
Average expense \$	527,830	54,643	246,815	580,503	1,229,357
Average net profit \$	17,935	12,558	15,620	17,957	25,605
Businesses reporting a loss (No.)	780				
Average sales \$	542,255	61,414	261,062	613,537	1,233,008
Average expense \$	553,371	69,412	271,920	623,908	1,248,245
Average net loss \$	-11,116	-7,998	-10,858	-10,371	-15,237
<b>1987</b>					
Number of observations in sample	3,730				
Average sales \$	558,706	102,311	309,596	634,417	1,188,498
Average expense \$	546,680	95,380	300,798	622,960	1,167,580
Average net profit (loss) \$	12,026	6,931	8,798	11,457	20,918
Businesses reporting a profit (No.)	2,927				
Average sales \$	561,539	102,378	312,641	636,885	1,194,250
Average expense \$	541,747	88,745	296,051	616,564	1,165,627
Average net profit \$	19,792	13,633	16,590	20,321	28,623
Businesses reporting a loss (No.)	803				
Average sales \$	548,655	102,110	302,120	627,019	1,163,371
Average expense \$	561,519	115,377	312,451	642,136	1,176,113
Average net loss \$	-12,864	-13,267	-10,331	-15,117	-12,742

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

See Table 1 for symbols and notes



# GENERAL FREIGHT TRUCKING INDUSTRY

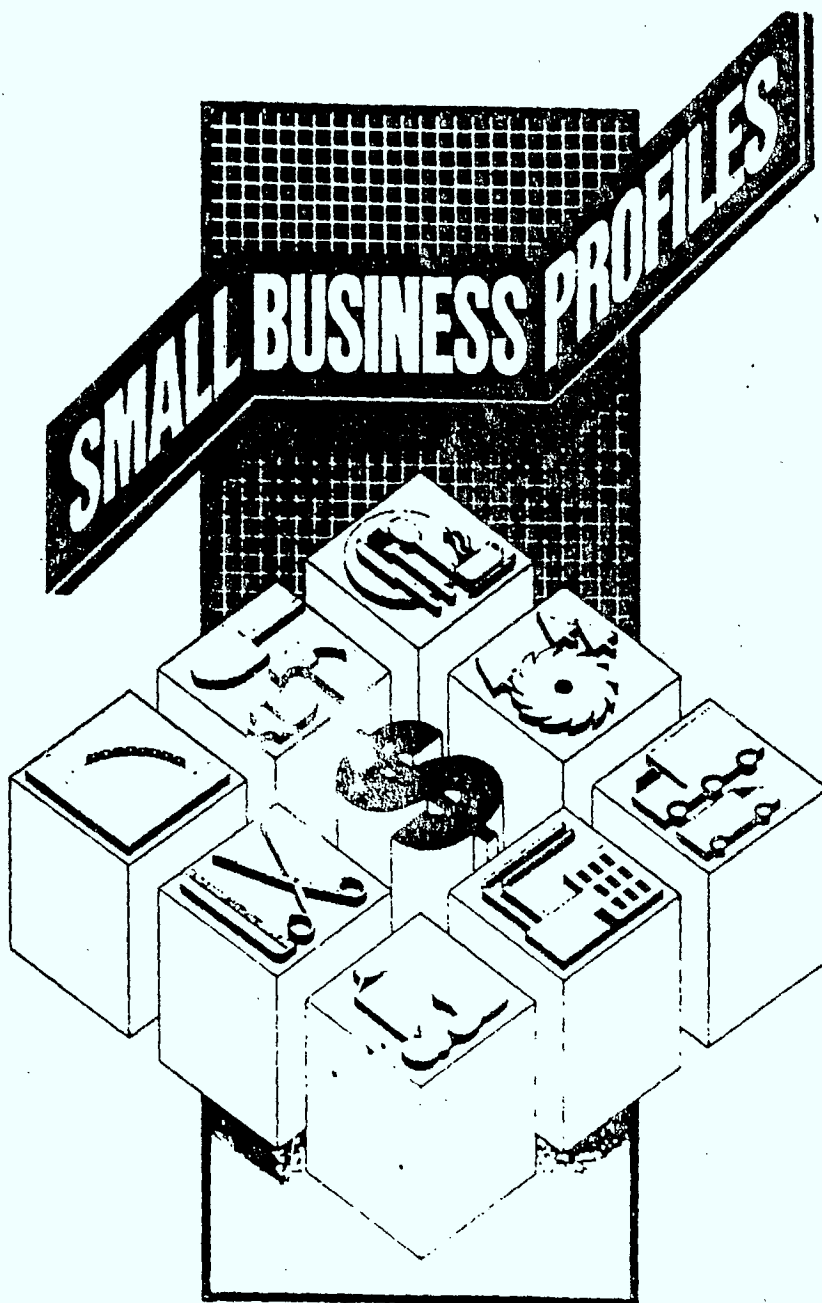
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## CANADA

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### 1987

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

## Canada, General Freight Trucking Industry (SIC 4561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)						
Businesses in sample (No.)	3,724												
Low sales value (\$000's)	(1)	(1)	46	78	128								128
High sales value (\$000's)	(1)	46	78	128									(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only (3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	1.1	1.2	0.5	1.0	1.7	5.5	20.0	21.8	12.8	23.4	20.3		
Occupancy expenses	22.7	20.1	23.1	24.7	22.7	97.8	23.2	21.1	23.7	25.0	22.8		
Depreciation	10.0	8.6	9.9	11.5	10.2	87.8	11.4	10.4	11.9	12.7	10.7		
Repairs & maintenance	9.1	8.3	10.0	10.0	8.3	87.3	13.6	15.0	15.1	13.8	11.0		
Heat, light & telephone	0.8	0.8	0.8	0.8	0.9	59.2	1.4	1.7	1.6	1.3	1.2		
Rent	2.7	2.4	2.5	2.4	3.4	44.8	6.0	7.8	6.4	5.2	5.3		
Personnel expenses	11.9	6.2	9.8	11.8	19.9	72.0	16.5	12.3	14.6	14.9	21.6		
Financial expenses	4.0	3.4	4.1	4.5	4.0	92.0	4.3	4.0	4.5	4.7	4.1		
Interest & bank charges	3.3	2.7	3.3	3.9	3.3	77.4	4.3	4.3	4.5	4.7	3.7		
Professional fees	0.7	0.7	0.7	0.6	0.7	75.4	0.9	1.1	1.0	0.8	0.8		
Other expenses	42.0	38.5	42.2	43.5	43.7	99.9	42.0	38.6	42.3	43.5	43.7		
Profit (loss)	18.4	30.6	20.3	14.5	8.1	98.1	18.7	31.0	20.8	14.9	8.2		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4561 General Freight Trucking Industry

Businesses primarily engaged in the provision of local and long distance trucking and transfer of general freight. This industry includes general freight cartage services, general freight local trucking services, general freight long distance trucking services, general freight transfer trucking services, general freight truck transport services and general freight trucking contractors.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,768				
Low sales value (\$000's)	(1)	(1)	86	138	284
High sales value (\$000's)	(1)	86	138	284	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	3	7	14	72
Inventory	-	-	-	-	-
Other current assets	28	10	15	22	55
Total current assets	52	13	22	36	137
Fixed assets	95	30	60	82	210
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	2	9	7	34
<b>Total assets</b>	<b>160</b>	<b>45</b>	<b>91</b>	<b>124</b>	<b>381</b>
<b>Liabilities and equity</b>					
Current loans	13	4	6	9	32
Other current liabilities	47	14	29	32	112
Total current liabilities	60	18	35	42	144
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	8	18
Other liabilities	50	20	34	47	99
<b>Total liabilities</b>	<b>119</b>	<b>41</b>	<b>74</b>	<b>97</b>	<b>261</b>
<b>Total equity</b>	<b>42</b>	<b>4</b>	<b>17</b>	<b>27</b>	<b>120</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, General Freight Trucking Industry (SIC 4561)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,768				
Low sales value (\$000's)	(1)	(1)	86	138	284
High sales value (\$000's)	(1)	86	138	284	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.6	0.9	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	11.7	4.4	3.6	2.2
Interest coverage ratio (times)	2.4	0.5	1.7	2.3	3.0
Debt ratio (times)	0.7	0.9	0.8	0.8	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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



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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	841				338
Low sales value (\$000's)	(1)	(1)	92	140	11
High sales value (\$000's)	(1)	92	140	298	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	2	7	10	32
Depreciation	26	8	19	21	54
Other	-5	-2	-1	-5	-12
<b>Dividends</b>	-4	-2	-2	-5	-8
<b>Investment activities</b>					
Disposal of fixed assets	18	4	22	14	30
Purchase of fixed assets	-46	-12	-32	-30	-108
Increase in investment	-2	-1	-2	-	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	24	6	17	19	56
Repayment of long term debt	-20	-6	-14	-18	-43
Loans from shareholders	7	6	4	3	16
Repayment of loans from shareholders	-8	-2	-12	-6	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-1	1
Decrease in equity	-1	-	-	1	-2
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	3	1	4	3	4
Cash & equivalents-Beginning of the year	5	8	-5	8	9
Cash & equivalents - End of the year	8	10	-1	11	13

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	18,066	2,921,085	136,142	3,718	2,293
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
1987					
Total	21,463	3,667,419	153,688	4,470	...
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

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

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

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

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

See Table 1 for symbols and notes.

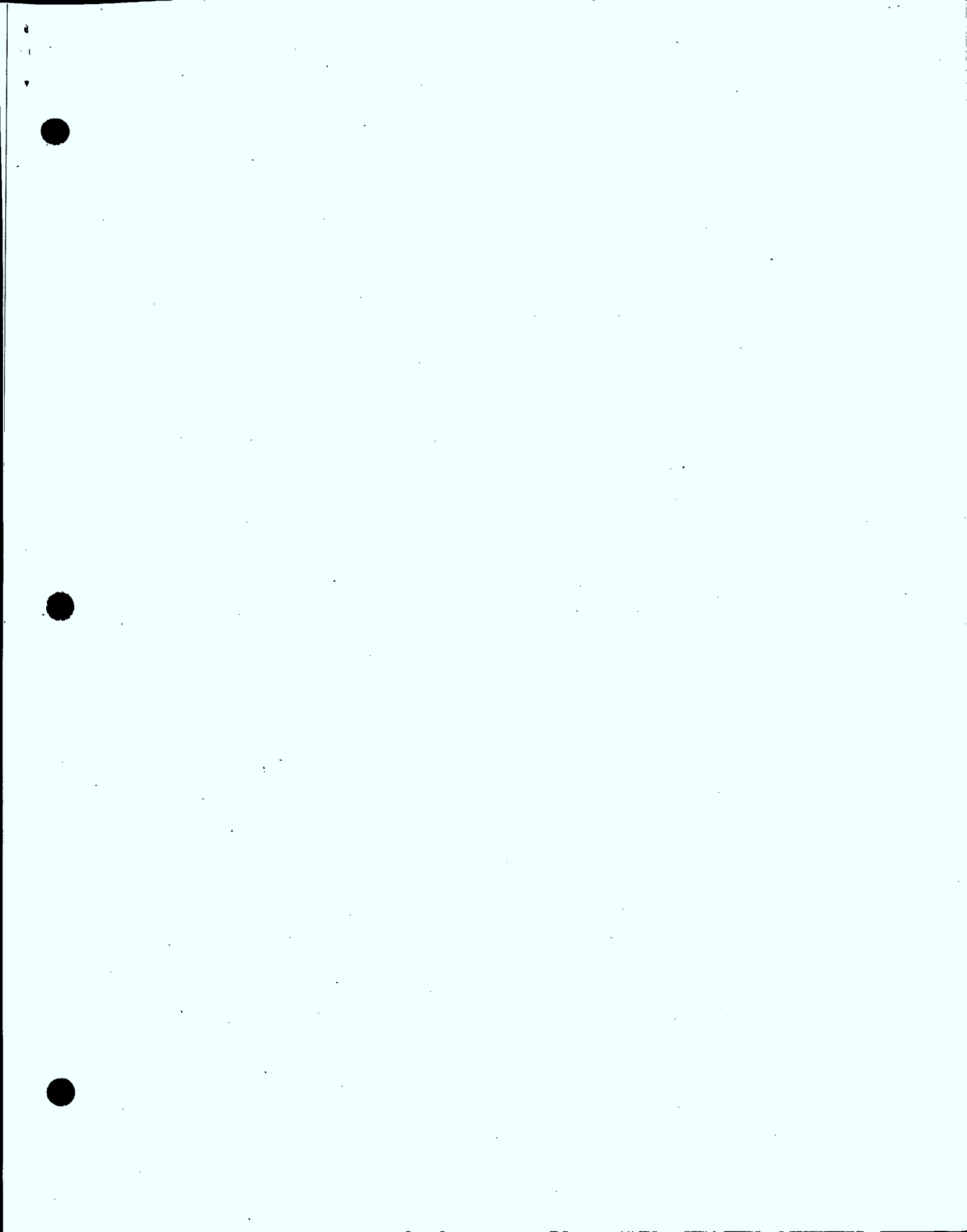
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,486				
Average sales \$	186,498	40,234	74,676	121,891	509,190
Average expense \$	171,080	31,240	64,203	108,729	480,147
Average net profit (loss) \$	15,418	8,994	10,472	13,162	29,043
Businesses reporting a profit (No.)	2,217				
Average sales \$	187,998	39,948	74,046	121,344	516,655
Average expense \$	165,427	28,499	59,552	103,661	469,995
Average net profit \$	22,571	11,449	14,494	17,683	46,660
Businesses reporting a loss (No.)	269				
Average sales \$	181,721	42,095	77,625	124,644	482,519
Average expense \$	196,442	49,047	86,030	134,276	516,415
Average net loss \$	-14,721	-6,952	-8,405	-9,632	-33,896
<b>1986</b>					
Number of observations in sample	1,667				
Average sales \$	214,605	39,423	79,530	140,000	599,468
Average expense \$	201,463	29,421	71,123	131,280	574,029
Average net profit (loss) \$	13,142	10,002	8,407	8,720	25,439
Businesses reporting a profit (No.)	1,417				
Average sales \$	223,130	38,989	79,560	140,236	639,733
Average expense \$	199,893	24,530	65,194	122,139	587,708
Average net profit \$	23,237	14,459	14,366	18,097	46,025
Businesses reporting a loss (No.)	250				
Average sales \$	193,596	40,969	79,425	139,574	514,416
Average expense \$	206,663	46,835	91,999	147,741	540,075
Average net loss \$	-13,067	-5,866	-12,574	-8,167	-25,659
<b>1987</b>					
Number of observations in sample	3,773				
Average sales \$	133,924	36,019	60,206	100,152	339,317
Average expense \$	119,312	25,142	47,673	85,743	318,688
Average net profit (loss) \$	14,612	10,877	12,533	14,409	20,629
Businesses reporting a profit (No.)	3,087				
Average sales \$	132,327	36,054	59,936	99,842	333,476
Average expense \$	112,751	22,763	43,555	81,523	303,162
Average net profit \$	19,576	13,291	16,381	18,319	30,314
Businesses reporting a loss (No.)	686				
Average sales \$	140,932	35,749	61,591	102,209	364,179
Average expense \$	152,732	43,599	68,820	113,727	384,782
Average net loss \$	-11,800	-7,850	-7,229	-11,518	-20,603

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

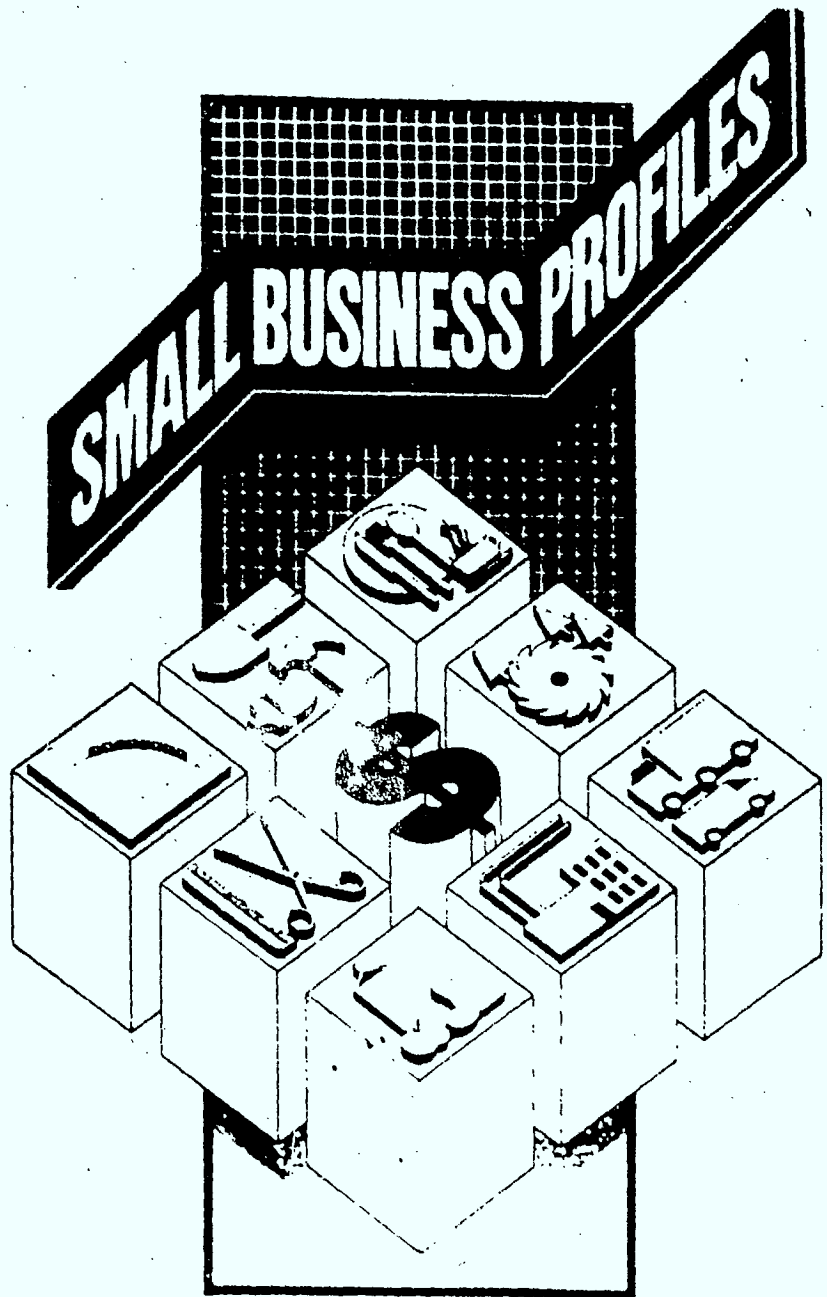
See Table 1 for symbols and notes



# GENERAL STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada

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

## Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	631											
Low sales value (\$000's)	(1)	(1)	104					247				45
High sales value (\$000's)	(1)	104	247					445				(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Percent of sales												
Cost of sales	74.9	77.1	73.1	77.3	72.1	95.8	78.2	79.4	79.1	79.8	74.7	
Occupancy expenses	5.6	10.0	5.3	3.8	3.3	99.5	5.6	10.1	5.3	3.8	3.3	
Depreciation	1.8	3.5	1.4	1.2	1.0	82.0	2.2	5.1	1.8	1.5	1.1	
Repairs & maintenance	1.1	2.5	0.6	0.7	0.6	88.5	1.2	2.9	0.7	0.8	0.6	
Heat, light & telephone	2.0	3.2	2.1	1.4	1.2	97.6	2.0	3.3	2.1	1.4	1.2	
Rent	0.7	0.8	1.1	0.5	0.4	31.3	2.3	2.4	4.2	1.8	1.2	
Personnel expenses	5.7	3.5	4.8	6.0	8.4	84.3	6.7	5.8	6.0	6.1	8.5	
Financial expenses	1.8	2.2	2.1	1.6	1.4	94.0	1.9	2.7	2.2	1.7	1.4	
Interest & bank charges	1.5	1.7	1.7	1.4	1.1	80.2	1.8	2.7	2.1	1.7	1.1	
Professional fees	0.4	0.5	0.4	0.3	0.3	79.6	0.5	0.9	0.4	0.3	0.3	
Other expenses	11.0	10.6	11.9	9.0	12.5	99.7	11.0	10.8	11.9	9.0	12.5	
Profit (loss)	1.1	-3.4	2.9	2.3	2.3	99.8	1.1	-3.4	2.9	2.3	2.3	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

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

## Footnotes

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as: country general stores and general stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	352	571	919
High sales value (\$000's)	(1)	352	571	919	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	19	4	11	17	45
Inventory	-	-	-	-	-
Other current assets	134	68	88	147	233
Total current assets	153	72	99	164	278
Fixed assets	73	71	35	67	120
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	2	6	16	26
<b>Total assets</b>	<b>239</b>	<b>145</b>	<b>140</b>	<b>247</b>	<b>424</b>
<b>Liabilities and equity</b>					
Current loans	21	9	12	23	40
Other current liabilities	55	35	28	53	102
Total current liabilities	76	44	40	76	143
Mortgages payable	-	-	-	-	-
Long term debt	6	3	7	4	9
Other liabilities	78	74	33	81	126
<b>Total liabilities</b>	<b>160</b>	<b>121</b>	<b>80</b>	<b>161</b>	<b>277</b>
<b>Total equity</b>	<b>80</b>	<b>24</b>	<b>61</b>	<b>86</b>	<b>147</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, General Stores (SIC 6412)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	352	571	919
High sales value (\$000's)	(1)	352	571	919	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.0	1.6	2.5	2.2	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	5.1	1.3	1.9	1.9
Interest coverage ratio (times)	2.1	...	2.0	2.5	2.8
Debt ratio (times)	0.7	0.8	0.6	0.7	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)	402	645	324
High sales value (\$000's)	(1)	402	645	324	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	4	5	18	27
Depreciation	8	6	7	9	12
Other	-5	-2	2	-3	-18
<b>Dividends</b>	-1	-	-	-1	-2
<b>Investment activities</b>					
Disposal of fixed assets	1	1	2	1	1
Purchase of fixed assets	-12	-3	-7	-23	-16
Increase in investment	-1	-	-1	-2	-2
Decrease in investment	-	-	-	1	1
<b>Financing activities</b>					
Increase in long term debt	10	1	3	24	10
Repayment of long term debt	-12	-3	-12	-14	-17
Loans from shareholders	4	1	3	7	5
Repayment of loans from shareholders	-7	-12	-3	-11	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-1	-2	-	-2
Other	-	-	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-7	-3	5	-2
Cash & equivalents—Beginning of the year	2	10	-4	-8	11
Cash & equivalents - End of the year	-	2	-7	-3	9

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

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

## Canada, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,605</b>	<b>2,980,311</b>	<b>259,983</b>	<b>636</b>	<b>405</b>
less than 20	4,245	135,522	12,189	616	393
20 - 99	180	75,997	6,860	13	6
100 - 499	60	97,238	8,612	3	-
500 and over	120	2,671,554	232,322	4	6
<b>1987</b>					
<b>Total</b>	<b>4,645</b>	<b>3,169,795</b>	<b>256,568</b>	<b>703</b>	<b>...</b>
less than 20	4,275	155,694	12,907	681	...
20 - 99	194	86,398	7,178	13	...
100 - 499	56	101,974	8,263	5	...
500 and over	120	2,825,729	228,220	4	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, General Stores (SIC 6412)

	Total <sup>(1)</sup>	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	748				
Average sales \$	321,192	66,254	154,912	308,371	755,229
Average expense \$	310,657	63,614	149,829	294,123	735,063
Average net profit (loss) \$	10,535	2,640	5,083	14,248	20,166
Businesses reporting a profit (No.)	631				
Average sales \$	320,785	66,706	160,200	308,318	747,915
Average expense \$	306,456	60,256	150,498	292,851	722,218
Average net profit \$	14,329	6,450	9,702	15,467	25,697
Businesses reporting a loss (No.)	117				
Average sales \$	330,787	65,487	141,497	309,317	806,846
Average expense \$	339,991	69,312	148,133	316,798	825,720
Average net loss \$	-9,204	-3,825	-6,636	-7,481	-18,874
<b>1986</b>					
Number of observations in sample	831				
Average sales \$	336,047	69,479	154,910	289,299	830,498
Average expense \$	328,830	71,757	151,311	279,528	812,725
Average net profit (loss) \$	7,217	-2,278	3,599	9,771	17,773
Businesses reporting a profit (No.)	627				
Average sales \$	343,595	84,040	152,376	289,417	848,545
Average expense \$	329,406	77,812	142,311	275,054	822,445
Average net profit \$	14,189	6,228	10,065	14,363	26,100
Businesses reporting a loss (No.)	204				
Average sales \$	315,998	56,056	157,798	288,855	761,284
Average expense \$	324,870	66,175	161,568	296,292	775,445
Average net loss \$	-8,872	-10,119	-3,770	-7,437	-14,161
<b>1987</b>					
Number of observations in sample	734				
Average sales \$	349,769	65,479	175,887	333,326	824,383
Average expense \$	341,675	67,145	171,899	323,800	803,856
Average net profit (loss) \$	8,094	-1,666	3,988	9,526	20,527
Businesses reporting a profit (No.)	543				
Average sales \$	353,841	69,567	173,215	336,089	836,493
Average expense \$	338,480	65,208	163,294	320,067	805,352
Average net profit \$	15,361	4,359	9,921	16,022	31,141
Businesses reporting a loss (No.)	191				
Average sales \$	337,803	61,487	182,141	322,684	784,901
Average expense \$	349,559	69,036	192,040	338,180	798,981
Average net loss \$	-11,756	-7,549	-9,899	-15,496	-14,080

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

See Table 1 for symbols and notes

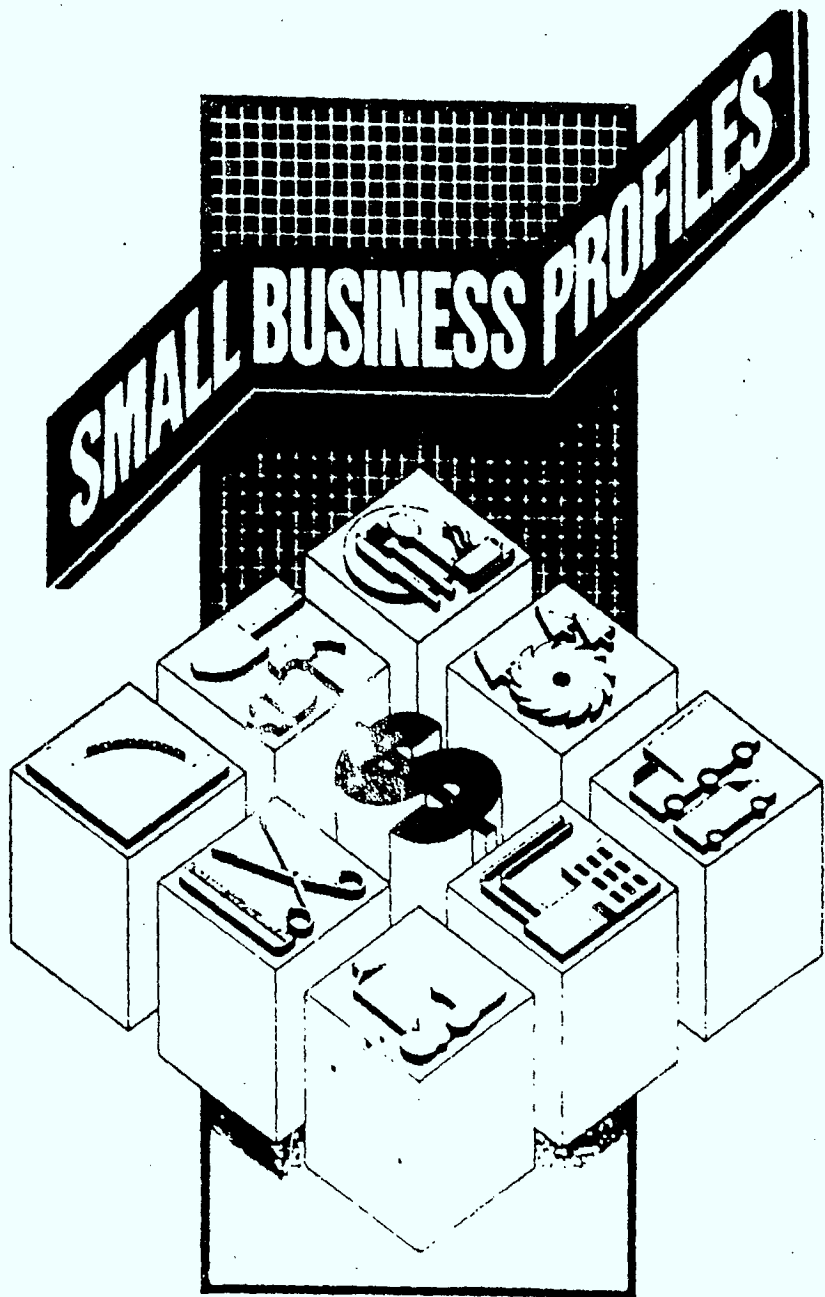




# GIFT, NOVELTY & SOUVENIR STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Technologie Canada

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

Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	414											
Low sales value (\$000's)	(1)	(1)	48		38							160
High sales value (\$000's)	(1)	48	88		180							(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.0	49.1	51.2	55.8	52.1	93.2	55.9	57.5	55.8	55.8	54.6
Occupancy expenses	13.1	18.4	13.9	10.4	9.7	99.9	13.1	18.5	13.9	10.4	9.7
Depreciation	2.0	3.2	1.5	1.7	1.4	75.8	2.6	4.2	2.7	2.1	1.5
Repairs & maintenance	0.7	1.1	0.8	0.5	0.4	61.3	1.1	2.6	1.4	0.6	0.5
Heat, light & telephone	2.2	3.3	2.4	2.1	1.2	91.0	2.5	3.8	2.8	2.1	1.3
Rent	8.2	10.8	9.1	6.2	6.8	74.2	11.1	12.6	13.3	9.7	8.6
Personnel expenses	11.2	10.2	10.0	10.7	13.8	84.1	13.3	13.8	14.4	11.4	14.0
Financial expenses	3.3	3.2	2.9	4.3	2.7	94.6	3.5	3.3	3.4	4.3	2.8
Interest & bank charges	2.5	2.1	2.2	3.5	2.1	79.8	3.1	2.8	3.3	3.8	2.5
Professional fees	0.8	1.1	0.7	0.8	0.6	78.3	1.0	1.7	1.1	0.9	0.6
Other expenses	18.0	24.6	16.5	13.5	17.5	100.0	18.0	24.6	16.5	13.5	17.5
Profit (loss)	2.4	-5.6	5.6	5.3	4.3	98.7	2.4	-5.6	5.6	5.4	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft découpage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery and retail souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	231				
Low sales value (\$000's)	(1)	(1)	97	178	371
High sales value (\$000's)	(1)	97	178	371	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	1	3	5	18
Inventory	-	-	-	-	-
Other current assets	96	20	45	103	215
Total current assets	103	21	48	109	233
Fixed assets	40	9	33	40	77
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	3	10	23
<b>Total assets</b>	<b>152</b>	<b>33</b>	<b>84</b>	<b>159</b>	<b>332</b>
<b>Liabilities and equity</b>					
Current loans	15	4	5	10	40
Other current liabilities	49	11	24	53	108
Total current liabilities	64	15	29	63	148
Mortgages payable	-	-	-	-	-
Long term debt	8	4	1	19	10
Other liabilities	57	21	54	76	75
<b>Total liabilities</b>	<b>129</b>	<b>40</b>	<b>83</b>	<b>158</b>	<b>233</b>
<b>Total equity</b>	<b>23</b>	<b>-7</b>	<b>1</b>	<b>1</b>	<b>99</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	231				
Low sales value (\$000's)	(1)	(1)	97	178	371
High sales value (\$000's)	(1)	97	178	371	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.7	1.7	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.5	-5.5	91.1	259.1	2.4
Interest coverage ratio (times)	2.0	...	0.8	1.7	3.4
Debt ratio (times)	0.8	1.2	1.0	1.0	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	120				
Low sales value (\$000's)	(1)	(1)	107	210	385
High sales value (\$000's)	(1)	107	210	385	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	9	-2	2	13	21
Depreciation	6	2	5	5	11
Other	-5	-1	-7	-4	-3
<b>Dividends</b>	-3	-	-	-5	-8
<b>Investment activities</b>					
Disposal of fixed assets	-	-	-	-	1
Purchase of fixed assets	-7	-1	-1	-4	-22
Increase in investment	-	-	-	-1	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	1	4	15
Repayment of long term debt	-8	-	-7	-2	-20
Loans from shareholders	12	6	7	19	14
Repayment of loans from shareholders	-4	-2	-1	-4	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	1
<b>Increase(decrease) in cash &amp; equivalents.</b>	6	2	-	21	-2
Cash & equivalents-Beginning of the year	-8	-1	1	1	-33
Cash & equivalents - End of the year	-3	1	-	22	-35

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,570</b>	<b>123,516</b>	<b>10,715</b>	<b>712</b>	<b>455</b>
less than 20	3,457	80,609	6,988	701	453
20 - 99	73	19,147	1,680	10	2
100 - 499	40	23,760	2,047	1	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>4,085</b>	<b>163,405</b>	<b>12,113</b>	<b>938</b>	<b>...</b>
less than 20	3,974	104,864	7,771	932	...
20 - 99	66	24,900	1,837	3	...
100 - 499	45	33,641	2,505	3	...
500 and over	-	-	-	-	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	562				
Average sales \$	155,393	35,884	66,600	133,086	386,003
Average expense \$	151,169	34,722	64,178	131,982	373,794
Average net profit (loss) \$	4,224	1,162	2,422	1,104	12,209
Businesses reporting a profit (No.)	430				
Average sales \$	155,786	37,359	65,341	127,623	392,821
Average expense \$	143,169	31,722	54,116	117,899	368,937
Average net profit \$	12,617	5,637	11,225	9,724	23,884
Businesses reporting a loss (No.)	132				
Average sales \$	152,575	33,113	68,340	148,981	359,867
Average expense \$	170,959	40,364	78,094	172,964	392,413
Average net loss \$	-18,384	-7,251	-9,754	-23,983	-32,546
<b>1986</b>					
Number of observations in sample	770				
Average sales \$	163,253	36,975	66,926	138,100	411,009
Average expense \$	155,266	36,885	65,282	131,841	387,055
Average net profit (loss) \$	7,987	90	1,644	6,259	23,954
Businesses reporting a profit (No.)	540				
Average sales \$	164,861	36,423	66,082	142,030	414,908
Average expense \$	150,553	30,768	55,889	129,458	386,098
Average net profit \$	14,308	5,655	10,193	12,572	28,810
Businesses reporting a loss (No.)	230				
Average sales \$	152,887	37,599	68,116	129,502	376,329
Average expense \$	163,740	43,795	78,544	137,055	395,566
Average net loss \$	-10,853	-6,196	-10,428	-7,553	-19,237
<b>1987</b>					
Number of observations in sample	476				
Average sales \$	163,236	36,692	64,830	122,104	429,318
Average expense \$	157,759	37,923	63,573	115,284	414,256
Average net profit (loss) \$	5,477	-1,231	1,257	6,820	15,062
Businesses reporting a profit (No.)	325				
Average sales \$	164,693	36,955	62,766	120,433	438,616
Average expense \$	150,521	29,950	54,139	107,431	410,564
Average net profit \$	14,172	7,005	8,627	13,002	28,052
Businesses reporting a loss (No.)	151				
Average sales \$	156,162	36,465	67,310	127,366	393,507
Average expense \$	172,055	44,818	74,905	140,021	428,477
Average net loss \$	-15,893	-8,353	-7,595	-12,655	-34,970

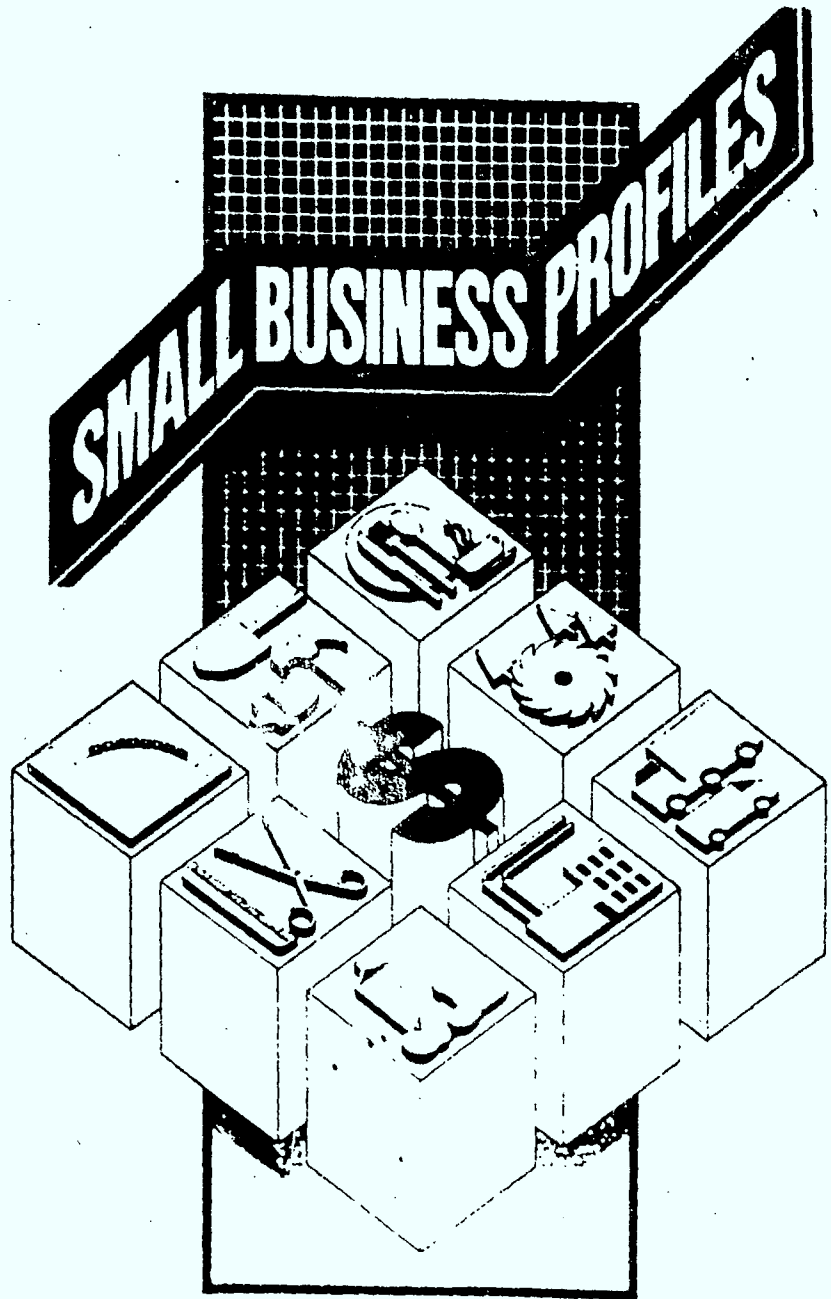
(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

# HARDWARE STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

## Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	760										
Low sales value (\$000's)	(1)	(1)	116	233	570						
High sales value (\$000's)	(1)	118	263	570	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	60.5	54.2	60.2	63.4	64.2	91.5	66.2	66.9	66.4	65.4	66.1
Occupancy expenses	5.9	8.8	5.6	4.9	4.2	99.9	5.9	8.8	5.6	4.9	4.2
Depreciation	1.4	2.1	1.6	1.0	1.0	88.2	1.6	2.8	1.8	1.2	1.0
Repairs & maintenance	0.6	0.6	0.7	0.4	0.4	71.9	0.8	1.2	1.1	0.5	0.5
Heat, light & telephone	1.4	1.9	1.3	1.3	0.9	93.5	1.5	2.2	1.5	1.3	1.0
Rent	2.5	4.2	2.0	2.2	1.8	63.4	4.0	5.8	4.1	3.5	2.6
Personnel expenses	10.8	7.1	10.7	12.3	13.2	88.0	12.3	8.9	14.4	12.5	13.2
Financial expenses	2.6	2.9	2.5	2.8	2.2	98.4	2.6	2.9	2.5	2.8	2.2
Interest & bank charges	2.0	1.9	1.9	2.2	1.8	88.7	2.2	2.2	2.3	2.5	1.9
Professional fees	0.6	0.9	0.5	0.5	0.4	90.9	0.7	1.1	0.6	0.6	0.4
Other expenses	16.0	23.3	14.2	13.5	12.9	100.0	16.0	23.3	14.2	13.5	12.9
Profit (loss)	4.2	3.7	6.9	3.0	3.3	99.9	4.3	3.7	6.9	3.0	3.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc. This industry includes retail builders' hardware, retail carpenters' tools, retail electrical supplies, retail fasteners (except clothing), retail furniture and cabinet fittings, retail hand edge tools, hardware stores, retail mechanics' measuring tools, retail mechanics' tools, retail nails, retail plumbing supplies and retail power driven hand tools.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	577				
Low sales value (\$000's)	(1)	(1)	225	441	757
High sales value (\$000's)	(1)	225	441	757	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	26	7	14	23	60
Inventory	-	-	-	-	-
Other current assets	173	63	111	187	231
Total current assets	199	70	125	210	390
Fixed assets	54	13	32	51	121
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	37	29	19	33	69
<b>Total assets</b>	<b>291</b>	<b>112</b>	<b>176</b>	<b>294</b>	<b>580</b>
<b>Liabilities and equity</b>					
Current loans	37	15	22	35	78
Other current liabilities	68	18	33	82	140
Total current liabilities	106	33	55	116	218
Mortgages payable	-	-	-	-	-
Long term debt	10	2	9	10	16
Other liabilities	72	27	54	81	124
<b>Total liabilities</b>	<b>187</b>	<b>63</b>	<b>118</b>	<b>208</b>	<b>358</b>
<b>Total equity</b>	<b>104</b>	<b>49</b>	<b>58</b>	<b>86</b>	<b>221</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Hardware Stores (SIC 6531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	577				
Low sales value (\$000's)	(1)	(1)	225	441	757
High sales value (\$000's)	(1)	225	441	757	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	2.1	2.3	1.8	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	1.3	2.0	2.4	1.6
Interest coverage ratio (times)	2.6	0.2	2.6	2.1	3.1
Debt ratio (times)	0.6	0.6	0.7	0.7	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	371				753
Low sales value (\$000's)	(1)	(1)	229	480	(1)
High sales value (\$000's)	(1)	229	480		
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	17	-	9	17	41
Depreciation	7	2	4	6	14
Other	-6	21	-10	-14	-20
<b>Dividends</b>	-5	-3	-5	-4	-9
<b>Investment activities</b>					
Disposal of fixed assets	3	-	2	2	8
Purchase of fixed assets	-19	-26	-3	-14	-32
Increase in investment	-4	-1	-2	-5	-10
Decrease in investment	1	-	-	2	2
<b>Financing activities</b>					
Increase in long term debt	14	3	4	14	35
Repayment of long term debt	-11	-2	-6	-10	-24
Loans from shareholders	6	3	4	8	9
Repayment of loans from shareholders	-5	-3	-2	-7	-10
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-3	-	-	-1	-12
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	-6	-5	-6	-6	-6
Cash & equivalents-Beginning of the year	9	62	2	-	-28
Cash & equivalents - End of the year	3	57	-4	-6	-33

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

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

## Canada, Hardware, Paint, Glass and Wallpaper Stores (SIC 653)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,282</b>	<b>295,060</b>	<b>23,177</b>	<b>548</b>	<b>352</b>
less than 20	4,146	196,242	15,610	537	344
20 - 99	120	47,438	3,582	9	7
100 - 499	13	15,992	1,191	1	1
500 and over	3	35,388	2,794	1	-
<b>1987</b>					
<b>Total</b>	<b>4,554</b>	<b>397,401</b>	<b>27,210</b>	<b>610</b>	<b>...</b>
less than 20	4,352	250,900	17,356	582	...
20 - 99	182	79,720	5,394	25	...
100 - 499	12	14,302	949	1	...
500 and over	8	52,479	3,511	2	...

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

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

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

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

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	740				
Average sales \$	359,502	73,638	151,275	332,415	880,681
Average expense \$	347,413	70,680	146,526	323,701	848,746
Average net profit (loss) \$	12,089	2,958	4,749	8,714	31,935
Businesses reporting a profit (No.)	624				
Average sales \$	364,804	81,237	151,957	335,929	890,092
Average expense \$	343,881	73,247	138,218	315,986	848,073
Average net profit \$	20,923	7,990	13,739	19,943	42,019
Businesses reporting a loss (No.)	116				
Average sales \$	338,167	56,105	149,458	323,158	823,948
Average expense \$	357,568	64,756	168,681	344,030	852,803
Average net loss \$	-19,401	-8,651	-19,223	-20,872	-28,855
<b>1986</b>					
Number of observations in sample	1,080				
Average sales \$	351,191	66,246	165,084	325,807	847,627
Average expense \$	339,156	64,535	162,006	317,970	812,114
Average net profit (loss) \$	12,035	1,711	3,078	7,837	35,513
Businesses reporting a profit (No.)	793				
Average sales \$	351,394	69,031	160,996	321,234	854,314
Average expense \$	330,145	59,195	149,460	305,126	806,799
Average net profit \$	21,249	9,836	11,536	16,108	47,515
Businesses reporting a loss (No.)	287				
Average sales \$	347,984	62,675	173,926	340,376	814,960
Average expense \$	364,371	71,380	189,136	358,894	838,073
Average net loss \$	-16,387	-8,705	-15,210	-18,518	-23,113
<b>1987</b>					
Number of observations in sample	972				
Average sales \$	407,824	78,237	185,781	389,140	978,138
Average expense \$	392,931	75,894	173,216	378,695	943,919
Average net profit (loss) \$	14,893	2,343	12,565	10,445	34,219
Businesses reporting a profit (No.)	739				
Average sales \$	416,986	87,304	186,190	395,279	999,171
Average expense \$	392,192	75,572	167,933	374,901	950,362
Average net profit \$	24,794	11,732	18,257	20,378	48,809
Businesses reporting a loss (No.)	233				
Average sales \$	379,756	67,316	184,051	373,418	894,240
Average expense \$	394,612	76,282	195,532	388,412	918,221
Average net loss \$	-14,856	-8,966	-11,481	-14,994	-23,981

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

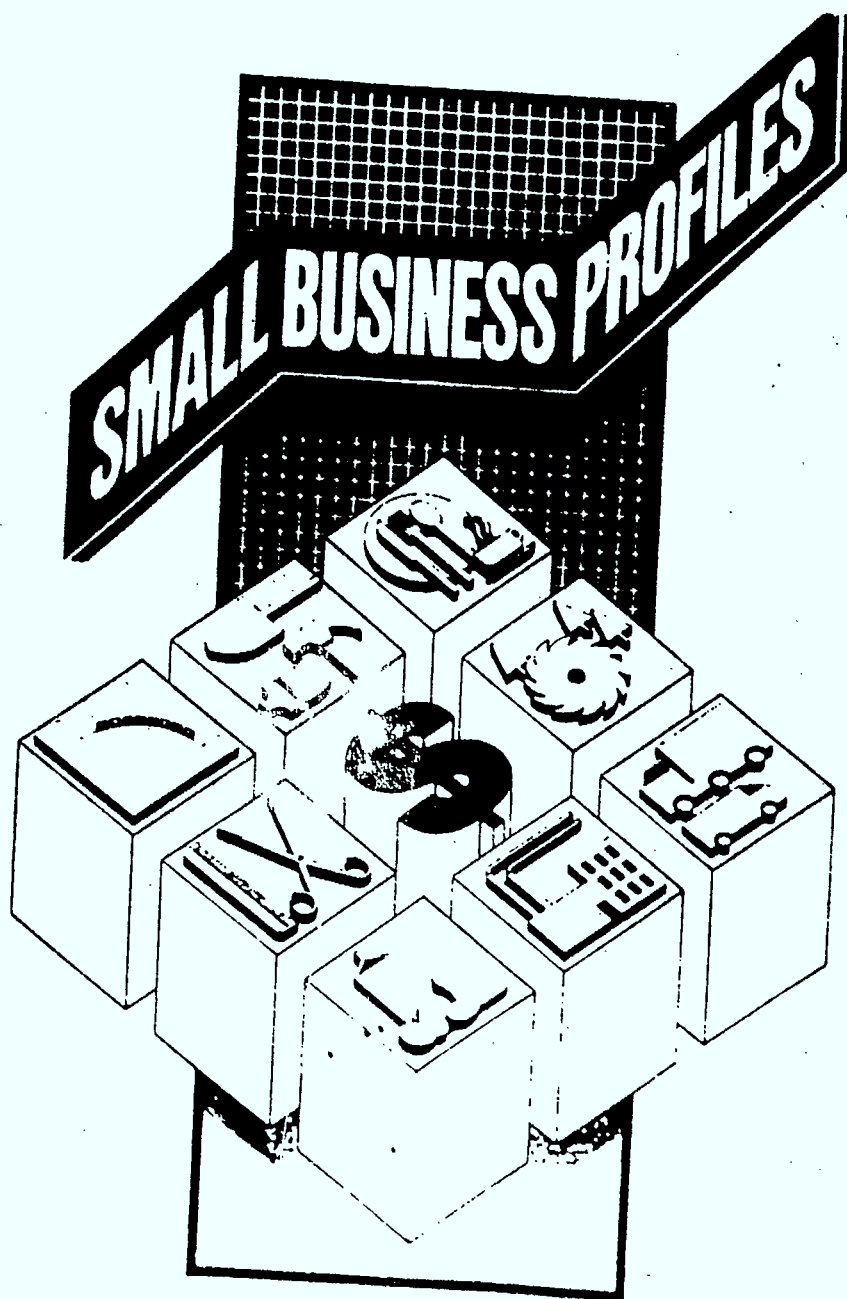
See Table 1 for symbols and notes



# HARDWARE, TOOL AND CUTLERY INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

## Canada, Hardware, Tool &amp; Cutlery Industries (SIC 306)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	482											
Low sales value (\$000's)	(1)	(1)	58					283				598
High sales value (\$000's)	(1)		68	283				598				(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Percent of sales												
Cost of sales	17.1	13.6	11.2	19.4	24.4	84.2	20.3	16.8	17.2	20.4	24.9	
Occupancy expenses	12.1	17.1	13.3	9.8	8.5	99.7	12.1	17.1	13.3	9.9	8.5	
Depreciation	5.8	6.9	6.2	5.3	4.7	96.6	6.0	7.9	6.2	5.4	4.8	
Repairs & maintenance	0.9	1.0	1.1	0.7	0.9	65.0	1.4	1.3	2.2	1.1	1.2	
Heat, light & telephone	1.9	3.7	1.3	1.4	1.4	90.8	2.1	4.1	1.6	1.5	1.4	
Rent	3.5	5.5	4.7	2.4	1.5	67.8	5.2	9.8	6.3	3.2	2.4	
Personnel expenses	28.6	10.0	24.2	39.8	38.8	87.1	32.9	20.8	25.3	40.1	39.0	
Financial expenses	4.0	8.6	3.0	2.7	2.5	95.4	4.2	10.3	3.0	2.8	2.5	
Interest & bank charges	2.9	7.4	1.7	1.7	1.6	80.9	3.6	10.4	2.3	1.9	1.8	
Professional fees	1.1	1.2	1.3	1.0	0.8	87.8	1.2	2.1	1.3	1.1	0.9	
Other expenses	20.1	24.5	23.3	15.6	17.1	100.0	20.1	24.5	23.3	15.6	17.1	
Profit (loss)	18.1	26.2	25.0	12.7	8.9	99.6	18.2	26.2	25.0	12.8	8.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 3060 - Hardware, Tool and Cutlery Industries

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

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Hardware, Tool & Cutlery Industries (SIC 306)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	437				
Low sales value (\$000's)	(1)	(1)	153	410	727
High sales value (\$000's)	(1)	153	410	727	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	80	11	41	85	184
Inventory	-	-	-	-	-
Other current assets	104	8	61	106	238
Total current assets	184	19	102	191	422
Fixed assets	165	54	82	162	358
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	1	9	13	38
<b>Total assets</b>	<b>364</b>	<b>75</b>	<b>193</b>	<b>366</b>	<b>818</b>
<b>Liabilities and equity</b>					
Current loans	27	3	14	26	63
Other current liabilities	99	19	58	101	218
Total current liabilities	126	22	72	126	281
Mortgages payable	-	-	-	-	-
Long term debt	9	4	5	9	20
Other liabilities	81	40	33	56	191
<b>Total liabilities</b>	<b>216</b>	<b>66</b>	<b>110</b>	<b>192</b>	<b>492</b>
<b>Total equity</b>	<b>148</b>	<b>9</b>	<b>83</b>	<b>174</b>	<b>325</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Hardware, Tool & Cutlery Industries (SIC 306)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	437				
Low sales value (\$000's)	(1)	(1)	153	410	727
High sales value (\$000's)	(1)	153	410	727	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.9	1.4	1.5	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	7.0	1.3	1.1	1.5
Interest coverage ratio (times)	6.5	3.2	7.2	8.9	6.1
Debt ratio (times)	0.6	0.9	0.6	0.5	0.6

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Hardware, Tool &amp; Cutlery Industries (SIC 306)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	289				
Low sales value (\$000's)	(1)	(1)	271	465	786
High sales value (\$000's)	(1)	271	465	786	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	49	14	35	58	30
Depreciation	29	8	20	31	58
Other	-5	-10	-	-3	-7
<b>Dividends</b>	-20	-6	-16	-20	-38
<b>Investment activities</b>					
Disposal of fixed assets	6	3	9	5	9
Purchase of fixed assets	-68	-9	-42	-85	-136
Increase in investment	-3	-3	-3	-1	-5
Decrease in investment	2	-	-	-	7
<b>Financing activities</b>					
Increase in long term debt	29	7	16	28	64
Repayment of long term debt	-17	-13	-10	-17	-30
Loans from shareholders	11	11	4	14	15
Repayment of loans from shareholders	-7	-3	-4	-9	-12
Advances & loans from government	2	-	1	1	6
Increase in equity	1	-	-	1	2
Decrease in equity	-4	-1	-	-2	-11
Other	-	-	-1	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>5</b>	<b>-2</b>	<b>9</b>	<b>-1</b>	<b>13</b>
Cash & equivalents-Beginning of the year	16	12	9	20	24
Cash & equivalents - End of the year	21	10	18	19	37

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

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

## Canada, Hardware, Tool &amp; Cutlery Industries (SIC 306)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,169</b>	<b>469,627</b>	<b>20,274</b>	<b>136</b>	<b>82</b>
less than 20	878	99,334	4,259	112	75
20 - 99	184	150,674	6,448	15	4
100 - 499	74	134,664	5,851	5	3
500 and over	33	84,955	3,716	4	-
<b>1987</b>					
<b>Total</b>	<b>1,293</b>	<b>651,386</b>	<b>21,826</b>	<b>151</b>	<b>...</b>
less than 20	994	151,638	4,993	132	...
20 - 99	209	234,515	7,631	14	...
100 - 499	65	155,689	5,121	4	...
500 and over	25	109,544	4,081	1	...

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

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

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

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

See Table 1 for symbols and notes.

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



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

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	527				
Average sales \$	294,392	52,030	117,279	259,500	748,757
Average expense \$	257,493	40,648	84,801	225,015	679,508
Average net profit (loss) \$	36,899	11,382	32,478	34,485	39,249
Businesses reporting a profit (No.)	470				
Average sales \$	299,851	51,958	118,221	256,935	772,690
Average expense \$	252,974	37,871	79,298	214,321	680,407
Average net profit \$	46,877	13,487	38,923	42,614	92,483
Businesses reporting a loss (No.)	57				
Average sales \$	262,480	60,016	110,574	275,644	603,687
Average expense \$	291,010	73,641	123,970	292,322	674,106
Average net loss \$	-28,530	-13,625	-13,396	-16,678	-70,419
<b>1986</b>					
Number of observations in sample	521				
Average sales \$	330,584	71,863	146,073	278,168	826,232
Average expense \$	299,188	62,341	139,980	249,769	744,663
Average net profit (loss) \$	31,396	9,522	6,093	28,399	81,569
Businesses reporting a profit (No.)	436				
Average sales \$	335,567	73,369	151,617	281,328	835,953
Average expense \$	294,454	57,460	132,287	247,745	740,324
Average net profit \$	41,113	15,909	19,330	33,583	95,629
Businesses reporting a loss (No.)	85				
Average sales \$	294,557	67,022	136,312	246,339	728,554
Average expense \$	322,490	78,033	153,523	270,148	788,256
Average net loss \$	-27,933	-11,011	-17,211	-23,809	-59,702
<b>1987</b>					
Number of observations in sample	534				
Average sales \$	410,452	40,579	136,097	428,433	1,036,699
Average expense \$	367,279	30,008	111,073	386,472	941,563
Average net profit (loss) \$	43,173	10,571	25,024	41,961	95,136
Businesses reporting a profit (No.)	446				
Average sales \$	411,874	39,993	128,747	427,353	1,051,403
Average expense \$	350,543	25,882	91,956	357,048	927,285
Average net profit \$	61,331	14,111	36,791	70,305	124,118
Businesses reporting a loss (No.)	88				
Average sales \$	400,275	43,124	167,592	434,173	956,209
Average expense \$	450,877	47,925	192,988	542,878	1,019,717
Average net loss \$	-50,602	-4,801	-25,396	-108,705	-63,508

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

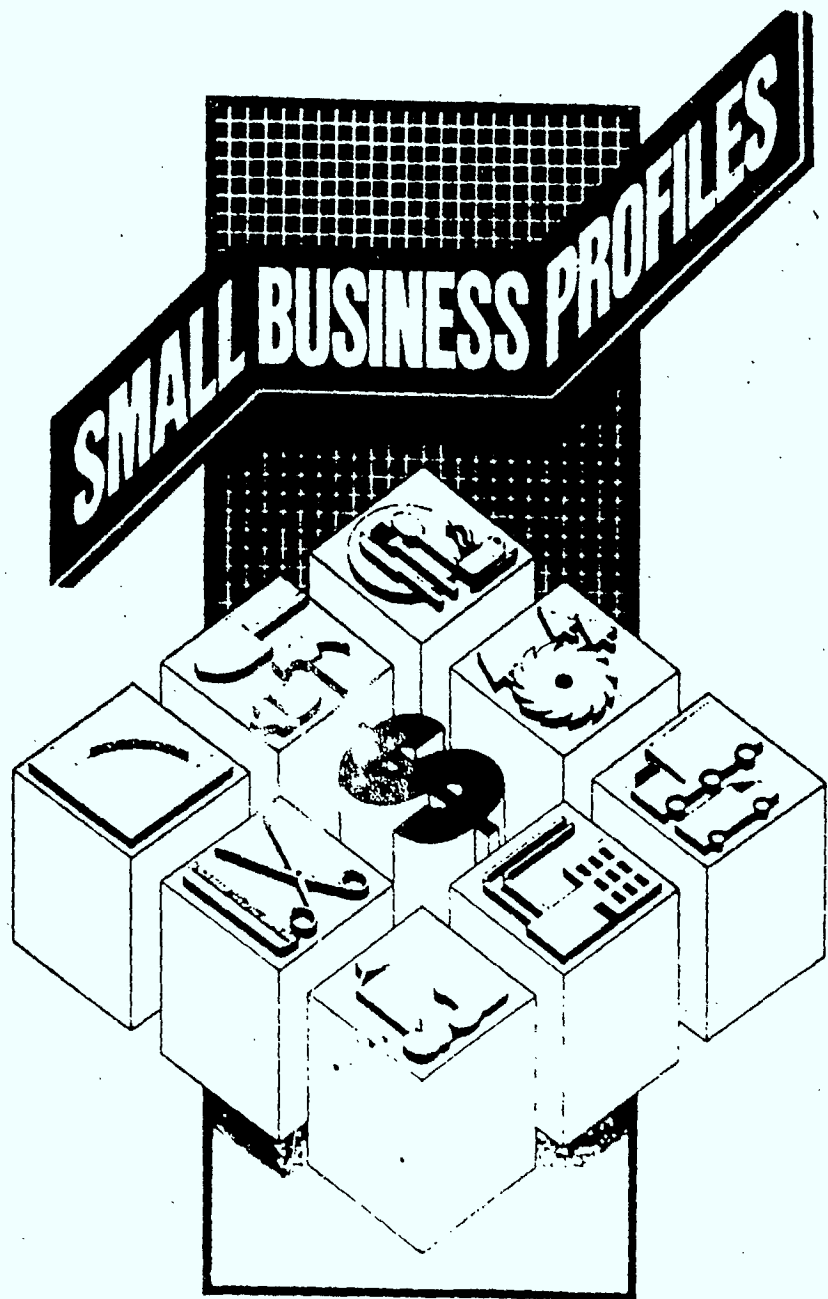
See Table 1 for symbols and notes



# HOTELS AND MOTOR HOTELS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	643					
Low sales value (\$000's)	(1)	(1)	99	223	468	
High sales value (\$000's)	(1)	99	223	468	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	20.4	37.3	17.4	13.8	13.6	99.2	20.5	38.3	17.4	13.8	13.6
Depreciation	6.4	10.7	5.4	5.0	4.6	80.9	7.9	20.6	6.4	5.3	5.1
Repairs & maintenance	4.5	8.4	4.0	2.8	3.0	88.5	5.1	11.1	4.4	3.0	3.2
Heat, light & telephone	6.2	10.0	5.8	4.7	4.4	97.4	6.4	10.8	5.9	4.7	4.4
Rent	3.3	8.1	2.2	1.4	1.6	38.8	8.4	23.5	8.4	3.5	2.9
Personnel expenses	20.6	18.2	18.1	21.4	24.5	94.7	21.7	22.1	18.8	21.4	24.6
Financial expenses	8.4	9.5	8.8	7.9	7.5	96.6	8.7	10.4	9.0	8.0	7.6
Interest & bank charges	7.1	7.5	7.6	6.7	6.4	88.3	8.0	10.0	8.2	7.4	6.9
Professional fees	1.3	1.9	1.2	1.2	1.1	88.7	1.5	2.7	1.3	1.2	1.1
Other expenses	57.0	63.8	54.5	56.9	53.1	100.0	57.0	63.8	54.5	56.9	53.1
Profit (loss)	-6.4	-28.8	1.2	-	1.4	97.2	-6.6	-30.2	1.2	-	1.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

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

Footnotes

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

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

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

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

Notes

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

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

How to use the tables

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

Standard Industrial Classification Definition (SIC 1980):

SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior. Included are businesses engaged in hostels, hotel accommodation services (except apartment hotels), hotel lodging services (except apartment hotels), hotels (except apartment and private hotels) and motor hotels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	452				
Low sales value (\$000's)	(1)	(1)	161	324	587
High sales value (\$000's)	(1)	161	324	587	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	6	2	4	15
Inventory	-	-	-	-	-
Other current assets	54	14	35	55	105
Total current assets	60	20	37	63	121
Fixed assets	368	166	198	378	726
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	61	24	50	39	128
<b>Total assets</b>	<b>489</b>	<b>211</b>	<b>286</b>	<b>481</b>	<b>974</b>
<b>Liabilities and equity</b>					
Current loans	15	4	6	13	39
Other current liabilities	82	21	40	83	180
Total current liabilities	97	25	46	97	219
Mortgages payable	-	-	-	-	-
Long term debt	30	7	16	20	78
Other liabilities	289	102	170	267	534
<b>Total liabilities</b>	<b>396</b>	<b>134</b>	<b>232</b>	<b>384</b>	<b>830</b>
<b>Total equity</b>	<b>93</b>	<b>77</b>	<b>54</b>	<b>97</b>	<b>144</b>

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

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Hotels and Motor Hotels (SIC 9111)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	452				
Low sales value (\$000's)	(1)	(1)	161	324	587
High sales value (\$000's)	(1)	161	324	587	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.8	0.8	0.7	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.3	1.7	4.3	4.0	5.8
Interest coverage ratio (times)	1.1	0.1	1.1	1.0	1.3
Debt ratio (times)	0.8	0.6	0.8	0.8	0.9

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

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

## Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	287				
Low sales value (\$000's)	(1)	(1)	181	336	332
High sales value (\$000's)	(1)	181	336	592	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-12	3	13	19
Depreciation	24	9	14	22	49
Other	-2	-13	-	1	6
<b>Dividends</b>	-5	-3	-3	-6	-8
<b>Investment activities</b>					
Disposal of fixed assets	31	53	2	12	56
Purchase of fixed assets	-49	-9	-23	-39	-122
Increase in investment	-14	-4	-1	-44	-7
Decrease in investment	10	3	-	35	1
<b>Financing activities</b>					
Increase in long term debt	56	20	21	44	139
Repayment of long term debt	-45	-30	-9	-32	-108
Loans from shareholders	10	4	5	9	20
Repayment of loans from shareholders	-16	-13	-12	-11	-27
Advances & loans from government	2	-	-	4	1
Increase in equity	1	1	-	3	1
Decrease in equity	-1	-	-1	-1	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	7	4	-3	8	19
Cash & equivalents-Beginning of the year	11	4	13	18	9
Cash & equivalents - End of the year	18	8	10	26	28

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

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

## Canada, Hotels and Motor Hotels (SIC 9111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,085</b>	<b>1,228,687</b>	<b>116,608</b>	<b>580</b>	<b>374</b>
less than 20	2,945	178,413	16,882	437	279
20 - 99	882	361,193	34,107	92	65
100 - 499	176	266,186	25,484	40	18
500 and over	82	422,895	40,135	11	12
<b>1987</b>					
<b>Total</b>	<b>4,564</b>	<b>1,568,317</b>	<b>131,365</b>	<b>710</b>	<b>...</b>
less than 20	3,318	208,971	17,589	542	...
20 - 99	918	424,510	35,580	113	...
100 - 499	224	385,830	32,632	44	...
500 and over	104	549,006	45,564	11	...

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

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

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

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

See Table 1 for symbols and notes.

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

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	636				
Average sales \$	463,038	85,324	229,078	445,921	1,091,329
Average expense \$	429,179	80,262	141,989	432,122	1,062,344
Average net profit (loss) \$	33,859	5,062	87,089	13,799	29,485
Businesses reporting a profit (No.)	447				
Average sales \$	461,442	89,319	229,468	439,953	1,087,028
Average expense \$	387,690	78,299	91,337	399,490	981,633
Average net profit \$	73,752	11,020	138,131	40,463	105,395
Businesses reporting a loss (No.)	189				
Average sales \$	465,493	76,751	228,093	455,025	1,102,104
Average expense \$	517,911	84,475	270,182	481,897	1,235,088
Average net loss \$	-52,418	-7,724	-42,089	-26,872	-132,984
<b>1986</b>					
Number of observations in sample	769				
Average sales \$	460,012	76,619	218,668	443,428	1,101,332
Average expense \$	447,153	72,841	208,970	431,842	1,074,959
Average net profit (loss) \$	12,859	3,778	9,698	11,586	26,373
Businesses reporting a profit (No.)	528				
Average sales \$	461,125	82,987	216,317	449,595	1,095,602
Average expense \$	419,796	73,875	194,178	400,943	1,010,186
Average net profit \$	41,329	9,112	22,139	48,652	85,416
Businesses reporting a loss (No.)	241				
Average sales \$	458,454	61,261	223,986	434,486	1,114,084
Average expense \$	502,134	70,346	242,432	476,642	1,219,114
Average net loss \$	-43,680	-9,085	-18,446	-42,156	-105,030
<b>1987</b>					
Number of observations in sample	853				
Average sales \$	330,777	57,826	159,815	324,673	780,793
Average expense \$	328,983	63,772	156,955	323,365	771,840
Average net profit (loss) \$	1,794	-5,946	2,860	1,308	8,953
Businesses reporting a profit (No.)	517				
Average sales \$	332,992	66,972	162,095	325,047	777,855
Average expense \$	307,520	56,099	148,025	299,240	726,716
Average net profit \$	25,472	10,873	14,070	25,807	51,139
Businesses reporting a loss (No.)	336				
Average sales \$	328,499	47,931	155,700	324,116	786,250
Average expense \$	365,031	72,072	173,076	359,304	855,673
Average net loss \$	-36,532	-24,141	-17,376	-35,188	-69,423

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

See Table 1 for symbols and notes

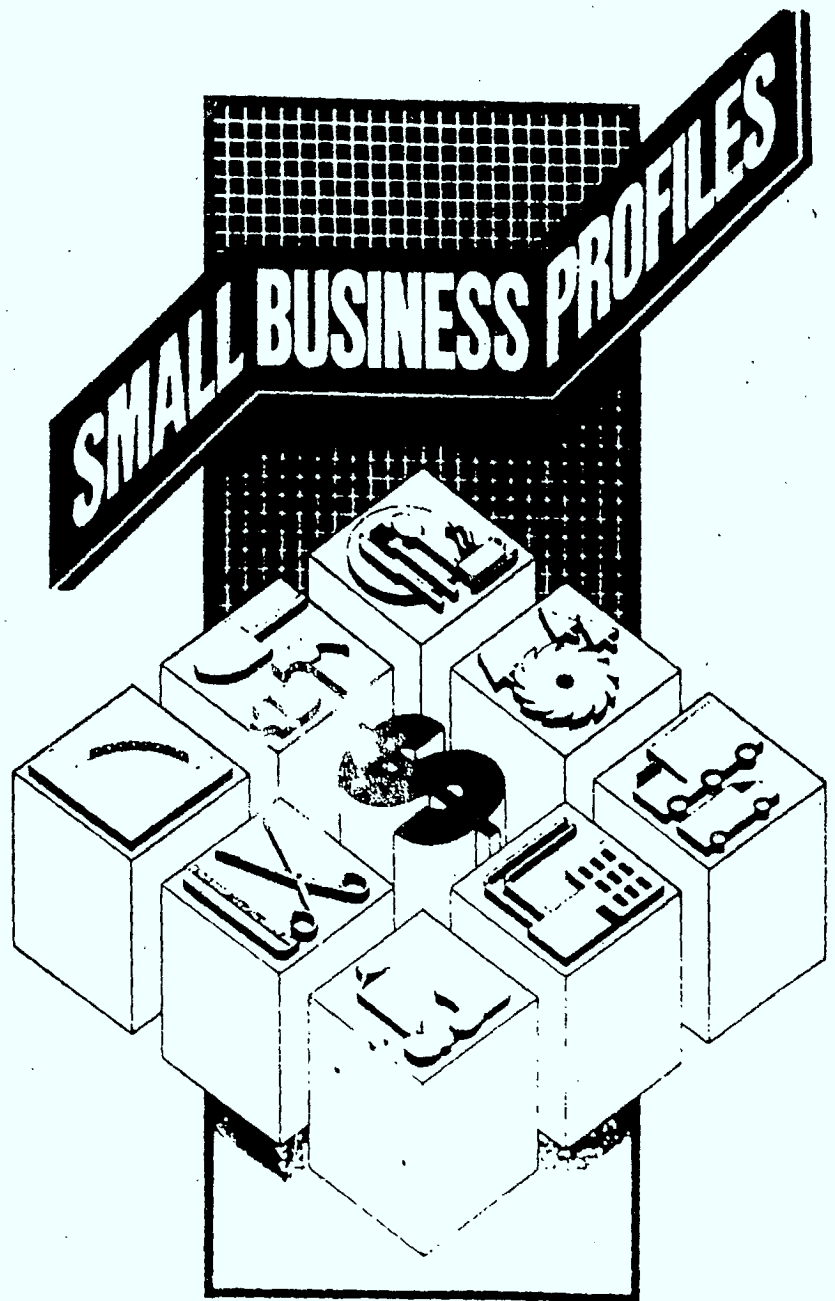




# HOUSEHOLD FURNITURE INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

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

## Canada, Household Furniture Industries (SIC 261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	602											
Low sales value (\$000's)	(1)	(1)										
High sales value (\$000's)	(1)	59	59	154	395							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	39.7	32.4	42.6	40.2	43.4	91.8	43.3	42.0	44.2	42.8	43.8	
Occupancy expenses	9.4	10.6	11.1	8.9	6.9	97.8	9.6	11.5	11.1	8.9	7.0	
Depreciation	3.2	4.3	3.7	2.6	2.0	89.6	3.5	5.1	4.4	2.8	2.1	
Repairs & maintenance	1.4	1.9	1.9	1.1	0.8	74.9	1.9	3.2	2.2	1.3	1.0	
Heat, light & telephone	2.0	2.6	2.4	1.7	1.4	92.3	2.2	3.0	2.6	1.8	1.5	
Rent	2.8	1.8	3.1	3.5	2.7	67.7	4.1	3.5	4.4	4.7	3.5	
Personnel expenses	22.8	8.6	21.8	29.0	31.7	86.7	26.3	16.5	23.2	29.1	31.7	
Financial expenses	3.0	3.1	4.1	2.3	2.4	96.9	3.1	3.3	4.2	2.4	2.5	
Interest & bank charges	1.9	1.4	2.9	1.5	1.7	84.6	2.2	2.0	3.2	1.7	1.9	
Professional fees	1.1	1.6	1.2	0.8	0.8	88.9	1.2	1.9	1.4	0.9	0.8	
Other expenses	16.1	20.8	13.7	17.2	12.7	100.0	16.1	20.8	13.7	17.2	12.7	
Profit (loss)	9.0	24.5	6.7	2.4	2.9	99.7	9.1	24.5	6.7	2.4	2.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

SIC 2610 - Household Furniture Industries

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

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	460				
Low sales value (\$000's)	(1)	(1)	158	321	769
High sales value (\$000's)	(1)	158	321	769	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	60	7	21	54	159
Inventory	-	-	-	-	-
Other current assets	105	18	38	111	252
Total current assets	166	25	60	165	411
Fixed assets	77	29	34	104	143
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	8	11	25
<b>Total assets</b>	<b>255</b>	<b>57</b>	<b>102</b>	<b>280</b>	<b>579</b>
<b>Liabilities and equity</b>					
Current loans	36	5	10	45	85
Other current liabilities	83	21	33	87	192
Total current liabilities	120	25	44	133	277
Mortgages payable	-	-	-	-	-
Long term debt	6	3	3	6	13
Other liabilities	75	24	35	101	142
<b>Total liabilities</b>	<b>201</b>	<b>52</b>	<b>81</b>	<b>240</b>	<b>432</b>
<b>Total equity</b>	<b>54</b>	<b>5</b>	<b>20</b>	<b>41</b>	<b>147</b>

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

See Table 1 for symbols and notes.

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

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	460				
Low sales value (\$000's)	(1)	(1)	158	321	769
High sales value (\$000's)	(1)	158	321	769	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.0	1.4	1.2	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.8	10.1	4.0	5.9	2.9
Interest coverage ratio (times)	2.4	0.1	0.7	1.4	3.5
Debt ratio (times)	0.8	0.9	0.8	0.9	0.7

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

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

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

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

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Household Furniture Industries (SIC 261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	254				
Low sales value (\$000's)	(1)	(1)	180	348	773
High sales value (\$000's)	(1)	180	348	773	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-8	4	-5	40
Depreciation	13	4	7	19	22
Other	-17	-1	-	-33	-32
<b>Dividends</b>	-6	-	-3	-3	-16
<b>Investment activities</b>					
Disposal of fixed assets	3	-	2	4	6
Purchase of fixed assets	-28	-15	-20	-29	-50
Increase in investment	-1	-	-	-1	-5
Decrease in investment	-	1	-	-	-
<b>Financing activities</b>					
Increase in long term debt	21	13	15	23	33
Repayment of long term debt	-12	-5	-7	-12	-22
Loans from shareholders	10	6	6	22	8
Repayment of loans from shareholders	-4	-1	-5	-5	-6
Advances & loans from government	-	-	-	1	-
Increase in equity	4	5	1	3	9
Decrease in equity	-1	-	-	-1	-3
Other	1	3	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-8	1	-	-18	-15
<b>Cash &amp; equivalents-Beginning of the year</b>	-16	-	1	-12	-52
<b>Cash &amp; equivalents - End of the year</b>	-24	1	1	-30	-66

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

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Household Furniture Industries (SIC 261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,626</b>	<b>430,878</b>	<b>23,831</b>	<b>362</b>	<b>218</b>
less than 20	1,344	78,204	4,295	342	203
20 - 99	208	135,666	7,504	16	10
100 - 499	66	157,725	8,858	4	3
500 and over	8	59,283	3,174	-	2
<b>1987</b>					
<b>Total</b>	<b>1,987</b>	<b>613,535</b>	<b>32,184</b>	<b>404</b>	<b>...</b>
less than 20	1,639	112,617	5,976	373	...
20 - 99	246	177,336	9,305	21	...
100 - 499	74	205,257	10,752	4	...
500 and over	28	118,325	6,151	6	...

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

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

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

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

See Table 1 for symbols and notes.

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

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	577				
Average sales \$	279,907	39,786	85,328	189,711	804,804
Average expense \$	267,368	35,147	81,271	175,375	777,380
Average net profit (loss) \$	12,539	4,639	4,057	14,036	27,424
Businesses reporting a profit (No.)	465				
Average sales \$	282,421	39,730	89,131	188,667	812,156
Average expense \$	257,254	33,145	75,556	147,325	772,991
Average net profit \$	25,167	6,585	13,575	41,342	39,165
Businesses reporting a loss (No.)	112				
Average sales \$	270,214	40,254	78,812	192,171	769,618
Average expense \$	295,946	51,792	91,065	242,542	798,383
Average net loss \$	-25,732	-11,538	-12,253	-50,371	-28,765
<b>1986</b>					
Number of observations in sample	553				
Average sales \$	273,548	40,962	81,628	175,164	796,437
Average expense \$	262,321	34,736	78,543	171,805	764,201
Average net profit (loss) \$	11,227	6,226	3,085	3,359	32,236
Businesses reporting a profit (No.)	432				
Average sales \$	280,505	41,393	83,531	184,789	812,306
Average expense \$	258,776	33,783	73,586	167,375	760,360
Average net profit \$	21,729	7,610	9,945	17,414	51,946
Businesses reporting a loss (No.)	121				
Average sales \$	253,995	36,734	78,178	160,973	740,093
Average expense \$	271,946	44,081	87,527	178,335	777,840
Average net loss \$	-17,951	-7,347	-9,349	-17,362	-37,747
<b>1987</b>					
Number of observations in sample	652				
Average sales \$	330,536	42,437	96,410	253,889	929,408
Average expense \$	318,884	35,222	91,762	247,390	901,161
Average net profit (loss) \$	11,652	7,215	4,648	6,499	28,247
Businesses reporting a profit (No.)	475				
Average sales \$	333,832	42,648	93,307	247,245	952,128
Average expense \$	307,660	32,585	81,548	224,850	891,655
Average net profit \$	26,172	10,063	11,759	22,395	60,473
Businesses reporting a loss (No.)	177				
Average sales \$	318,644	41,145	105,676	269,917	857,838
Average expense \$	351,629	51,393	122,251	301,767	931,103
Average net loss \$	-32,985	-10,248	-16,575	-31,850	-73,265

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

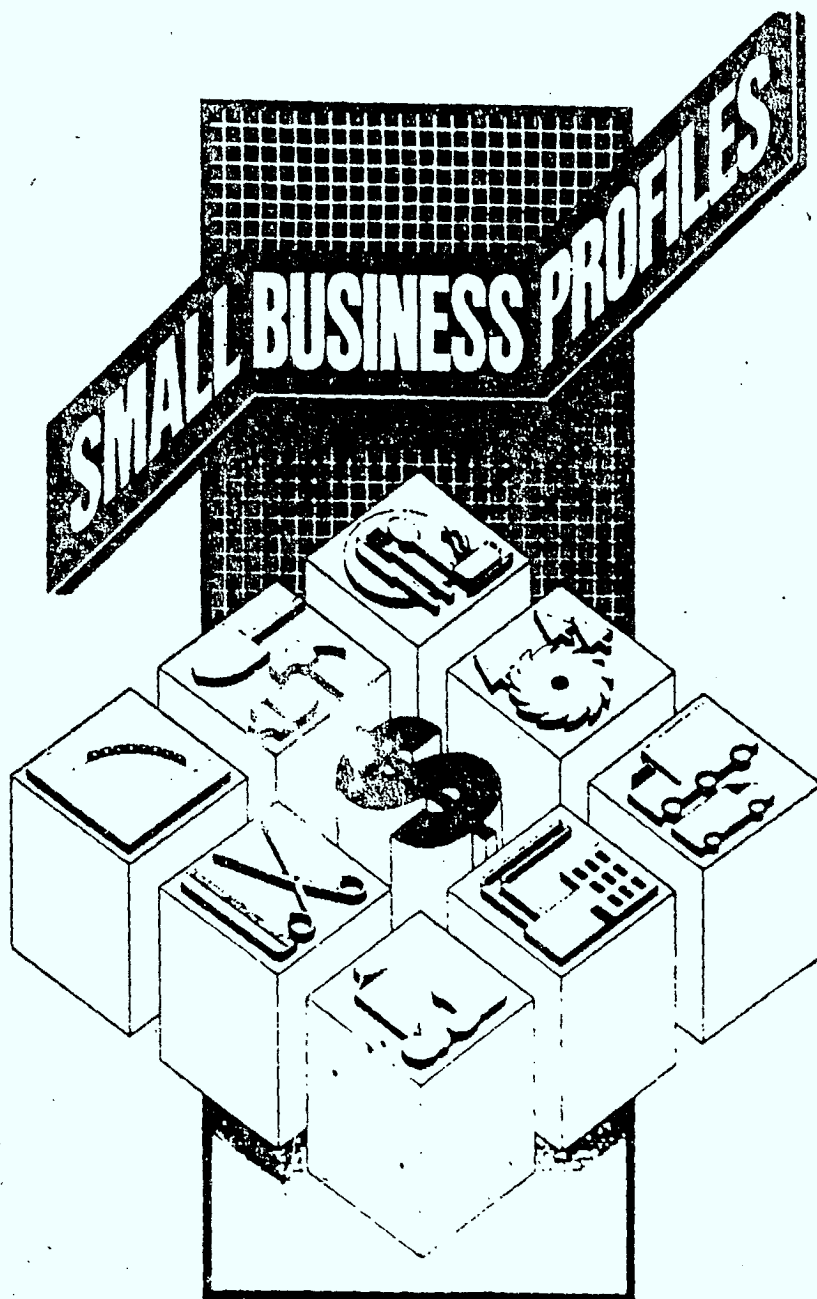
See Table 1 for symbols and notes



# HOUSEHOLD FURNITURE STORES

CANADA

1987



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

## Canada, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	930										
Low sales value (\$000's)	(1)	(1)	66	181	532						532
High sales value (\$000's)	(1)	66	181	532	(1)						(1)
	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.4	25.5	41.0	54.7	64.3	90.4	51.3	33.7	44.2	57.7	65.1
Occupancy expenses	8.9	12.1	10.1	7.8	5.4	99.5	8.9	12.3	10.2	7.8	5.4
Depreciation	1.9	3.8	1.8	1.3	0.9	89.5	2.2	4.5	2.0	1.4	0.9
Repairs & maintenance	0.9	1.5	1.0	0.7	0.6	67.5	1.4	2.8	1.5	0.9	0.7
Heat, light & telephone	2.2	3.2	2.8	1.8	1.1	94.6	2.4	3.7	2.9	1.8	1.2
Rent	3.8	3.7	4.5	4.0	2.8	67.9	5.5	8.2	6.6	5.2	3.5
Personnel expenses	14.7	7.5	21.4	17.3	12.4	85.7	17.1	13.5	23.0	18.3	12.5
Financial expenses	2.7	4.5	2.5	2.0	1.7	96.8	2.8	4.8	2.6	2.0	1.7
Interest & bank charges	2.0	3.7	1.6	1.3	1.3	80.9	2.4	4.9	2.0	1.6	1.5
Professional fees	0.7	0.8	1.0	0.7	0.4	84.1	0.8	1.2	1.1	0.7	0.4
Other expenses	17.5	24.3	17.3	15.1	13.3	100.0	17.5	24.3	17.3	15.1	13.3
Profit (loss)	9.9	26.1	7.7	3.1	2.9	99.4	10.0	26.1	7.8	3.1	2.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

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

## Footnotes

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

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

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

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

## Notes

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

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

## How to use the tables

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

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6210 - Household Furniture Stores

Businesses primarily engaged in retail dealing in household furniture. Businesses primarily engaged in furniture refinishing and repair are included in this industry group.



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

## Canada, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	706				
Low sales value (\$000's)	(1)	(1)	178	389	808
High sales value (\$000's)	(1)	178	389	808	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	4	15	30	78
Inventory	-	-	-	-	-
Other current assets	159	25	83	181	346
Total current assets	191	29	98	211	424
Fixed assets	49	19	31	48	97
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	7	9	16	19
<b>Total assets</b>	<b>252</b>	<b>54</b>	<b>138</b>	<b>275</b>	<b>540</b>
<b>Liabilities and equity</b>					
Current loans	26	5	17	34	49
Other current liabilities	86	19	40	88	198
Total current liabilities	112	23	56	122	247
Mortgages payable	-	-	-	-	-
Long term debt	4	-	5	2	9
Other liabilities	60	23	42	79	96
<b>Total liabilities</b>	<b>177</b>	<b>46</b>	<b>104</b>	<b>204</b>	<b>352</b>
<b>Total equity</b>	<b>75</b>	<b>8</b>	<b>34</b>	<b>71</b>	<b>188</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Household Furniture Stores (SIC 621)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	706				
Low sales value (\$000's)	(1)	(1)	178	389	808
High sales value (\$000's)	(1)	178	389	808	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.3	1.7	1.7	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	5.6	3.1	2.9	1.9
Interest coverage ratio (times)	2.9	0.2	2.2	2.5	3.6
Debt ratio (times)	0.7	0.8	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Household Furniture Stores (SIC 621)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	422				
Low sales value (\$000's)	(1)	(1)	191	407	828
High sales value (\$000's)	(1)	191	407	828	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	16	-3	4	17	45
Depreciation	7	4	4	7	12
Other	-13	-1	-18	-10	-21
<b>Dividends</b>	-3	-2	-1	-5	-5
<b>Investment activities</b>					
Disposal of fixed assets	7	12	4	5	6
Purchase of fixed assets	-17	-5	-12	-13	-36
Increase in investment	-3	-1	-1	-4	-6
Decrease in investment	1	-	1	1	1
<b>Financing activities</b>					
Increase in long term debt	12	3	8	7	29
Repayment of long term debt	-7	-6	-2	-6	-16
Loans from shareholders	7	3	3	12	11
Repayment of loans from shareholders	-8	-9	-4	-12	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	3	1	9	1	1
Decrease in equity	-1	-	-2	-	-2
Other	-	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-4	-6	-1	10
Cash & equivalents-Beginning of the year	-3	6	4	-1	-21
Cash & equivalents - End of the year	-4	1	-2	-2	-11

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Household Furniture Stores (SIC 621)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,277</b>	<b>383,361</b>	<b>24,785</b>	<b>719</b>	<b>397</b>
less than 20	4,048	202,408	12,892	697	383
20 - 99	184	81,072	5,390	17	11
100 - 499	25	41,276	2,752	5	3
500 and over	20	58,605	3,751	-	-
<b>1987</b>					
<b>Total</b>	<b>4,566</b>	<b>527,122</b>	<b>30,895</b>	<b>659</b>	<b>...</b>
less than 20	4,288	256,351	14,980	647	...
20 - 99	228	130,017	7,649	12	...
100 - 499	38	74,645	4,391	-	...
500 and over	12	66,109	3,875	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Household Furniture Stores (SIC 621)

	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	742				
Average sales \$	362,324	40,187	103,346	309,658	998,103
Average expense \$	348,825	34,433	95,633	302,265	962,970
Average net profit (loss) \$	13,999	5,754	7,713	7,393	35,133
Businesses reporting a profit (No.)	623				
Average sales \$	363,875	39,799	99,103	300,387	1,016,209
Average expense \$	339,922	29,247	84,596	282,851	962,993
Average net profit \$	23,953	10,552	14,507	17,536	53,216
Businesses reporting a loss (No.)	119				
Average sales \$	351,483	41,909	112,756	332,539	918,726
Average expense \$	372,659	57,469	120,115	350,179	962,872
Average net loss \$	-21,176	-15,560	-7,359	-17,640	-44,146
<b>1986</b>					
Number of observations in sample	548				
Average sales \$	371,715	37,548	87,593	309,562	1,052,158
Average expense \$	357,690	27,572	75,383	296,457	1,031,347
Average net profit (loss) \$	14,025	9,976	12,210	13,105	20,811
Businesses reporting a profit (No.)	449				
Average sales \$	364,300	38,243	84,855	302,487	1,031,613
Average expense \$	342,102	25,043	68,627	282,465	992,272
Average net profit \$	22,198	13,200	16,228	20,022	39,341
Businesses reporting a loss (No.)	99				
Average sales \$	396,680	32,818	110,281	329,847	1,113,772
Average expense \$	415,312	44,790	131,355	336,572	1,148,532
Average net loss \$	-18,632	-11,972	-21,074	-6,725	-34,760
<b>1987</b>					
Number of observations in sample	1,044				
Average sales \$	367,915	42,374	115,855	317,768	995,662
Average expense \$	353,249	31,125	107,863	309,238	964,768
Average net profit (loss) \$	14,666	11,249	7,992	8,530	30,894
Businesses reporting a profit (No.)	809				
Average sales \$	372,641	42,338	110,974	326,237	1,011,013
Average expense \$	348,495	28,628	97,110	304,327	963,913
Average net profit \$	24,146	13,710	13,864	21,910	47,100
Businesses reporting a loss (No.)	235				
Average sales \$	352,661	42,615	133,460	297,269	937,300
Average expense \$	370,957	48,042	146,647	321,123	968,014
Average net loss \$	-18,296	-5,427	-13,187	-23,854	-30,714

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



11

# INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING

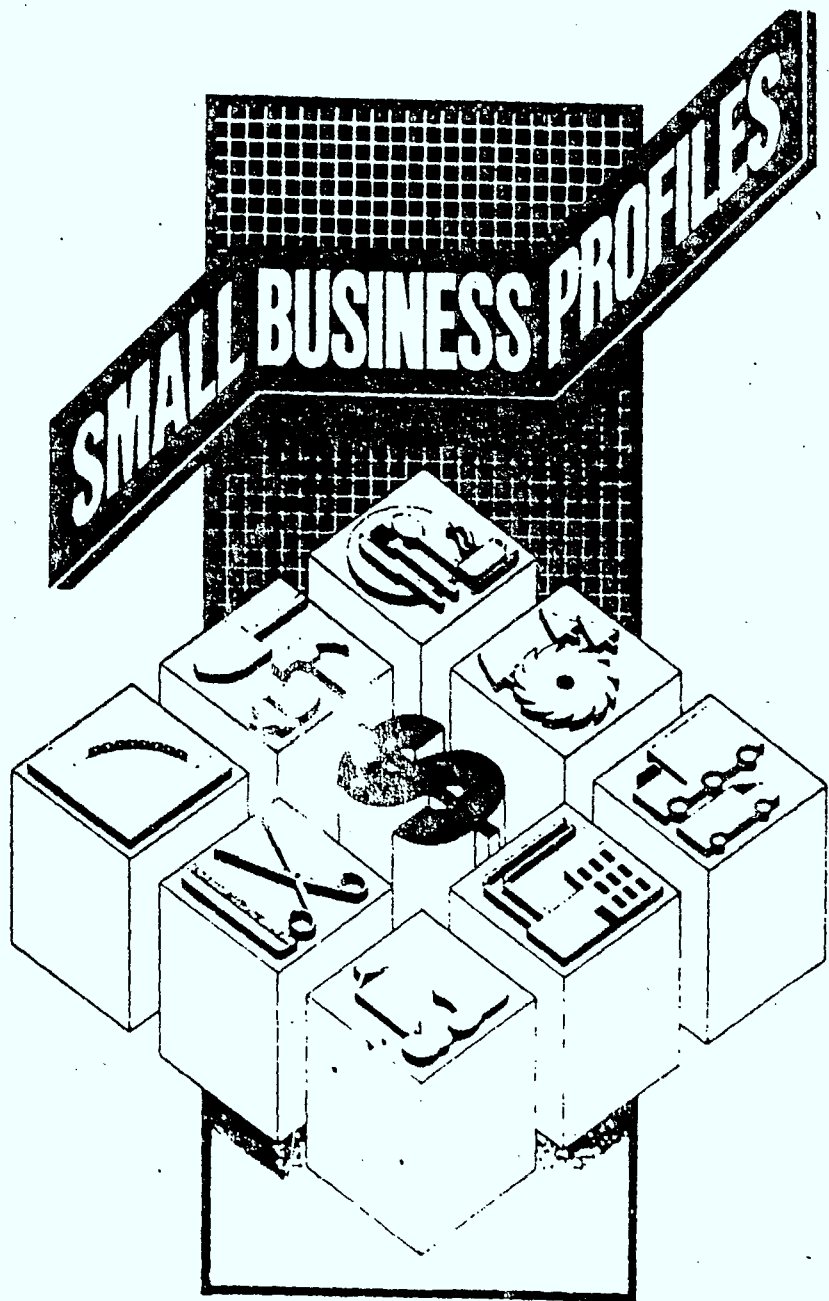
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## CANADA

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### 1987

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	210					
Low sales value (\$000's)	(1)	(1)	41	124	308	
High sales value (\$000's)	(1)	41	124	308	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	19.8	26.8	13.1	20.8	18.4	89.7	22.0	31.1	15.8	22.2	19.2
Repairs & maintenance	6.5	3.7	10.8	6.0	5.3	65.4	9.9	6.4	17.9	8.1	7.7
Heat, light & telephone	1.1	0.4	1.5	1.1	1.4	46.6	2.4	2.3	3.6	2.1	1.9
Rent	3.1	0.7	5.0	2.7	4.2	45.2	6.9	2.5	11.4	7.6	5.6
Personnel expenses	13.7	3.0	16.7	13.6	21.3	57.2	24.0	16.6	31.1	20.3	23.9
Financial expenses	10.8	19.3	7.9	9.5	6.6	93.5	11.6	22.4	8.5	9.9	6.7
Interest & bank charges	7.4	10.1	6.0	8.1	5.5	87.9	8.4	12.3	6.5	9.9	5.9
Professional fees	3.4	9.2	2.0	1.4	1.1	79.5	4.3	12.4	3.1	1.5	1.2
Other expenses	31.2	27.2	31.0	31.0	35.5	96.7	32.3	31.2	31.0	31.2	35.5
Profit (loss)	13.8	18.9	13.9	15.3	7.2	97.0	14.2	18.9	15.3	15.3	7.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9911 - Industrial Machinery and Equipment Rental and Leasing  
 Businesses primarily engaged in the rental or leasing of heavy industrial machinery and equipment. Businesses engaged in agricultural machinery and equipment rentals, industrial machinery and equipment rental and leasing, leasing of industrial machinery and equipment, industrial machinery and equipment rentals, materials handling machinery and equipment rentals (except with operators), metalworking machinery and equipment rentals, mining machinery and equipment rentals, oil well drilling machinery and equipment rentals, rental of industrial machinery and equipment and woodworking machinery and equipment rentals are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	188				
Low sales value (\$000's)	(1)	(1)	48	152	342
High sales value (\$000's)	(1)	48	152	342	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	2	15	21	87
Inventory	-	-	-	-	-
Other current assets	63	5	36	72	137
Total current assets	95	7	50	93	224
Fixed assets	260	96	106	333	498
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	70	58	54	45	120
<b>Total assets</b>	<b>425</b>	<b>161</b>	<b>211</b>	<b>471</b>	<b>843</b>
<b>Liabilities and equity</b>					
Current loans	22	2	6	30	51
Other current liabilities	77	29	31	66	179
Total current liabilities	100	31	37	96	230
Mortgages payable	-	-	-	-	-
Long term debt	21	9	1	33	39
Other liabilities	173	44	74	266	305
<b>Total liabilities</b>	<b>293</b>	<b>84</b>	<b>111</b>	<b>395</b>	<b>574</b>
<b>Total equity</b>	<b>132</b>	<b>76</b>	<b>99</b>	<b>76</b>	<b>268</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	188				
Low sales value (\$000's)	(1)	(1)	48	152	342
High sales value (\$000's)	(1)	48	152	342	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.0	0.2	1.4	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.2	1.1	1.1	5.2	2.1
Interest coverage ratio (times)	2.7	1.3	3.8	2.4	2.9
Debt ratio (times)	0.7	0.5	0.5	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	56				
Low sales value (\$000's)	(1)	(1)	114	265	470
High sales value (\$000's)	(1)	114	265	470	111
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	7	-11	11	-9	35
Depreciation	52	23	36	51	95
Other	-	17	20	-13	-21
<b>Dividends</b>	-4	-8	-	-4	-3
<b>Investment activities</b>					
Disposal of fixed assets	29	2	10	45	53
Purchase of fixed assets	-97	-3	-132	-59	-181
Increase in investment	-4	-1	-1	-1	-13
Decrease in investment	2	-	2	2	3
<b>Financing activities</b>					
Increase in long term debt	24	2	17	16	59
Repayment of long term debt	-28	-15	-5	-27	-64
Loans from shareholders	27	1	54	9	43
Repayment of loans from shareholders	-10	-6	-15	-2	-19
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-	-	-3	-
Other	-1	-	-	-2	-1
Increase(decrease) in cash & equivalents	-2	-	-2	2	-9
Cash & equivalents-Beginning of the year	6	4	6	4	10
Cash & equivalents - End of the year	4	4	4	6	1

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>914</b>	<b>140,127</b>	<b>5,864</b>	<b>134</b>	<b>91</b>
less than 20	812	59,478	2,436	122	86
20 - 99	65	46,933	1,955	6	5
100 - 499	37	33,716	1,473	6	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>1,023</b>	<b>223,420</b>	<b>10,998</b>	<b>155</b>	<b>...</b>
less than 20	851	67,256	3,297	129	...
20 - 99	110	73,810	3,527	9	...
100 - 499	54	71,196	3,625	16	...
500 and over	8	11,158	549	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	151				
Average sales \$	288,165	40,517	97,427	211,864	802,850
Average expense \$	245,679	29,000	96,598	177,971	679,146
Average net profit (loss) \$	42,486	11,517	829	33,893	123,704
Businesses reporting a profit (No.)	117				
Average sales \$	283,948	44,503	97,035	197,719	796,536
Average expense \$	217,369	26,593	82,353	150,136	610,392
Average net profit \$	66,579	17,910	14,682	47,583	186,144
Businesses reporting a loss (No.)	34				
Average sales \$	306,970	29,794	98,447	271,819	827,821
Average expense \$	354,030	35,474	133,655	295,947	951,045
Average net loss \$	-47,060	-5,680	-35,208	-24,128	-123,224
<b>1986</b>					
Number of observations in sample	137				
Average sales \$	323,453	63,968	124,005	288,821	817,019
Average expense \$	276,202	48,927	118,427	252,945	684,507
Average net profit (loss) \$	47,251	15,041	5,578	35,876	132,512
Businesses reporting a profit (No.)	111				
Average sales \$	325,886	66,033	118,471	289,234	829,806
Average expense \$	269,230	47,058	88,336	252,877	688,648
Average net profit \$	56,656	18,975	30,135	36,357	141,158
Businesses reporting a loss (No.)	26				
Average sales \$	242,734	51,332	128,355	240,227	551,020
Average expense \$	265,434	60,362	142,079	260,934	598,360
Average net loss \$	-22,700	-9,030	-13,724	-20,707	-47,340
<b>1987</b>					
Number of observations in sample	341				
Average sales \$	228,494	32,327	77,140	196,323	608,186
Average expense \$	209,464	26,884	65,023	192,530	553,420
Average net profit (loss) \$	19,030	5,443	12,117	3,793	54,766
Businesses reporting a profit (No.)	240				
Average sales \$	237,473	33,828	81,937	203,231	630,897
Average expense \$	193,464	23,317	56,887	164,065	529,586
Average net profit \$	44,009	10,511	25,050	39,166	101,311
Businesses reporting a loss (No.)	101				
Average sales \$	207,406	29,254	65,590	181,344	553,436
Average expense \$	245,985	34,186	84,614	254,262	610,879
Average net loss \$	-38,579	-4,932	-19,024	-72,918	-57,443

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

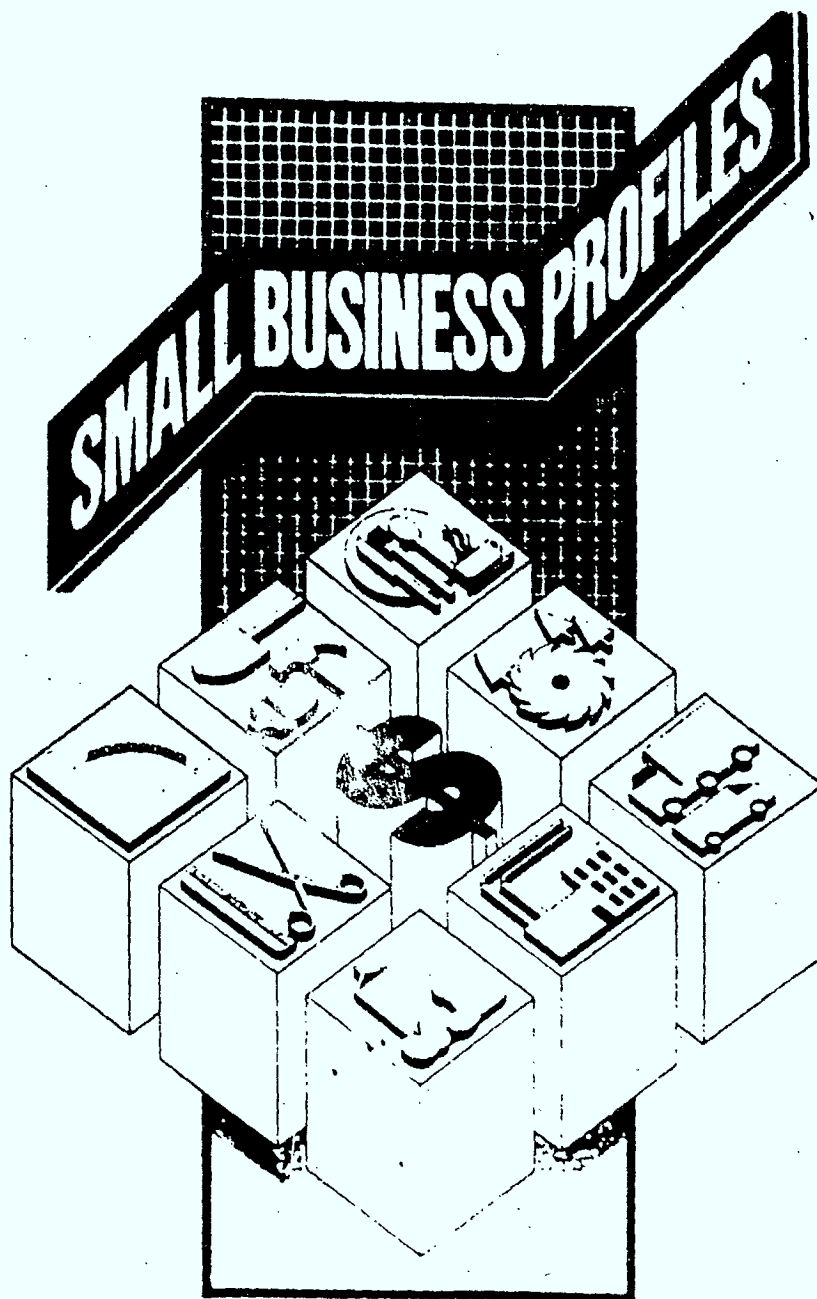
See Table 1 for symbols and notes



# INSURANCE AND REAL ESTATE AGENCIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	738					
Low sales value (\$000's)	(1)	(1)	65	123	244	(1)
High sales value (\$000's)	(1)	65	123	244	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	10.0	12.6	10.7	9.6	6.9	95.0	10.5	14.6	11.0	9.8	7.1
Depreciation	3.0	4.2	3.0	2.9	1.8	85.9	3.5	5.9	3.3	3.2	2.0
Repairs & maintenance	1.0	0.9	1.9	0.6	0.6	43.4	2.3	2.7	4.8	1.7	0.9
Heat, light & telephone	2.4	3.0	2.2	2.5	1.9	79.2	3.0	4.6	2.9	2.8	2.2
Rent	3.6	4.4	3.5	3.6	2.7	68.2	5.2	8.1	5.6	4.7	3.4
Personnel expenses	43.8	25.3	44.9	47.6	57.2	85.8	51.1	40.0	52.6	49.2	58.7
Financial expenses	4.9	5.2	7.7	4.1	2.5	92.5	5.3	6.3	8.5	4.2	2.6
Interest & bank charges	2.6	3.3	3.5	2.2	1.4	67.9	3.8	6.9	5.3	3.1	1.6
Professional fees	2.3	1.9	4.2	1.9	1.1	87.9	2.6	2.6	4.8	2.1	1.2
Other expenses	25.9	33.1	25.6	23.7	21.2	99.5	26.0	33.7	25.6	23.7	21.2
Profit (loss)	15.4	23.8	11.1	14.9	12.1	98.6	15.7	24.0	11.1	15.2	12.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 7611 - Insurance and Real Estate Agencies**

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields. Businesses engaged in real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	510				
Low sales value (\$000's)	(1)	(1)	34	167	294
High sales value (\$000's)	(1)	94	167	294	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	43	14	25	41	93
Inventory	-	-	-	-	-
Other current assets	83	39	51	66	177
Total current assets	127	53	76	106	270
Fixed assets	48	19	30	47	96
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	47	44	19	40	86
<b>Total assets</b>	<b>222</b>	<b>116</b>	<b>125</b>	<b>193</b>	<b>452</b>
<b>Liabilities and equity</b>					
Current loans	10	9	6	6	17
Other current liabilities	101	41	65	78	217
Total current liabilities	110	50	71	85	234
Mortgages payable	-	-	-	-	-
Long term debt	3	1	3	4	6
Other liabilities	50	49	27	40	82
<b>Total liabilities</b>	<b>163</b>	<b>100</b>	<b>101</b>	<b>129</b>	<b>322</b>
<b>Total equity</b>	<b>59</b>	<b>16</b>	<b>24</b>	<b>64</b>	<b>130</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	510				
Low sales value (\$000's)	(1)	(1)	94	167	294
High sales value (\$000's)	(1)	94	167	294	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.1	1.1	1.3	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	6.1	4.1	2.0	2.5
Interest coverage ratio (times)	7.6	...	6.1	8.0	10.2
Debt ratio (times)	0.7	0.9	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	37				
Low sales value (\$000's)	(1)	(1)	105	174	297
High sales value (\$000's)	(1)	105	174	297	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	29	18	5	23	62
Depreciation	7	2	3	10	12
Other	-6	-56	8	-	26
<b>Dividends</b>	-12	-4	-5	-14	-22
<b>Investment activities</b>					
Disposal of fixed assets	9	-	-	11	22
Purchase of fixed assets	-17	-1	-12	-21	-33
Increase in investment	-8	-4	-	-4	-23
Decrease in investment	3	4	3	3	1
<b>Financing activities</b>					
Increase in long term debt	11	-	7	18	17
Repayment of long term debt	-5	-2	-3	-7	-8
Loans from shareholders	2	1	2	1	3
Repayment of loans from shareholders	-17	-2	-2	-12	-48
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	-
Decrease in equity	-1	-1	-	-	-1
Other	-1	-	-	-	-2
Increase(decrease) in cash & equivalents	-5	-42	6	8	6
Cash & equivalents-Beginning of the year	40	83	29	17	32
Cash & equivalents - End of the year	34	41	35	25	38

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	15,072	1,999,772	94,441	2,244	1,702
less than 20	14,033	873,150	41,490	2,173	1,617
20 - 99	743	484,298	22,952	50	73
100 - 499	213	341,839	15,857	18	11
500 and over	83	300,485	14,142	3	1
<b>1987</b>					
<b>Total</b>	17,598	3,480,645	122,512	2,518	...
less than 20	16,242	1,307,317	46,952	2,398	...
20 - 99	978	917,661	32,028	86	...
100 - 499	275	751,122	25,389	29	...
500 and over	103	504,545	18,143	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	854				
Average sales \$	218,565	39,992	86,631	175,002	572,634
Average expense \$	195,339	35,618	76,244	153,638	515,857
Average net profit (loss) \$	23,226	4,374	10,387	21,364	56,777
Businesses reporting a profit (No.)	698				
Average sales \$	219,877	39,618	86,101	173,828	579,359
Average expense \$	183,533	25,018	67,751	139,543	501,819
Average net profit \$	36,344	14,600	18,350	34,285	78,140
Businesses reporting a loss (No.)	156				
Average sales \$	212,182	40,753	88,540	178,298	541,138
Average expense \$	233,372	57,172	106,895	193,199	576,222
Average net loss \$	-21,190	-16,419	-18,355	-14,901	-35,084
<b>1986</b>					
Number of observations in sample	1,166				
Average sales \$	238,612	45,090	100,255	197,164	611,938
Average expense \$	212,733	37,802	87,560	178,977	546,593
Average net profit (loss) \$	25,879	7,288	12,695	18,187	65,345
Businesses reporting a profit (No.)	988				
Average sales \$	241,634	45,212	101,862	195,265	624,197
Average expense \$	202,445	29,808	78,999	163,513	537,460
Average net profit \$	39,189	15,404	22,863	31,752	86,737
Businesses reporting a loss (No.)	178				
Average sales \$	224,500	44,821	97,172	202,703	553,303
Average expense \$	243,457	55,466	103,989	224,095	590,277
Average net loss \$	-18,957	-10,645	-6,817	-21,392	-36,974
<b>1987</b>					
Number of observations in sample	1,026				
Average sales \$	216,854	41,793	92,233	179,473	553,917
Average expense \$	188,665	32,432	77,999	156,241	487,986
Average net profit (loss) \$	28,189	9,361	14,234	23,232	65,931
Businesses reporting a profit (No.)	808				
Average sales \$	217,572	40,989	91,978	178,968	558,353
Average expense \$	176,542	22,899	82,969	145,815	474,484
Average net profit \$	41,030	18,090	29,009	33,153	83,869
Businesses reporting a loss (No.)	218				
Average sales \$	212,188	43,794	93,077	181,339	530,541
Average expense \$	234,438	56,168	127,706	194,739	559,140
Average net loss \$	-22,250	-12,374	-34,629	-13,400	-28,599

1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# JANITORIAL SERVICES

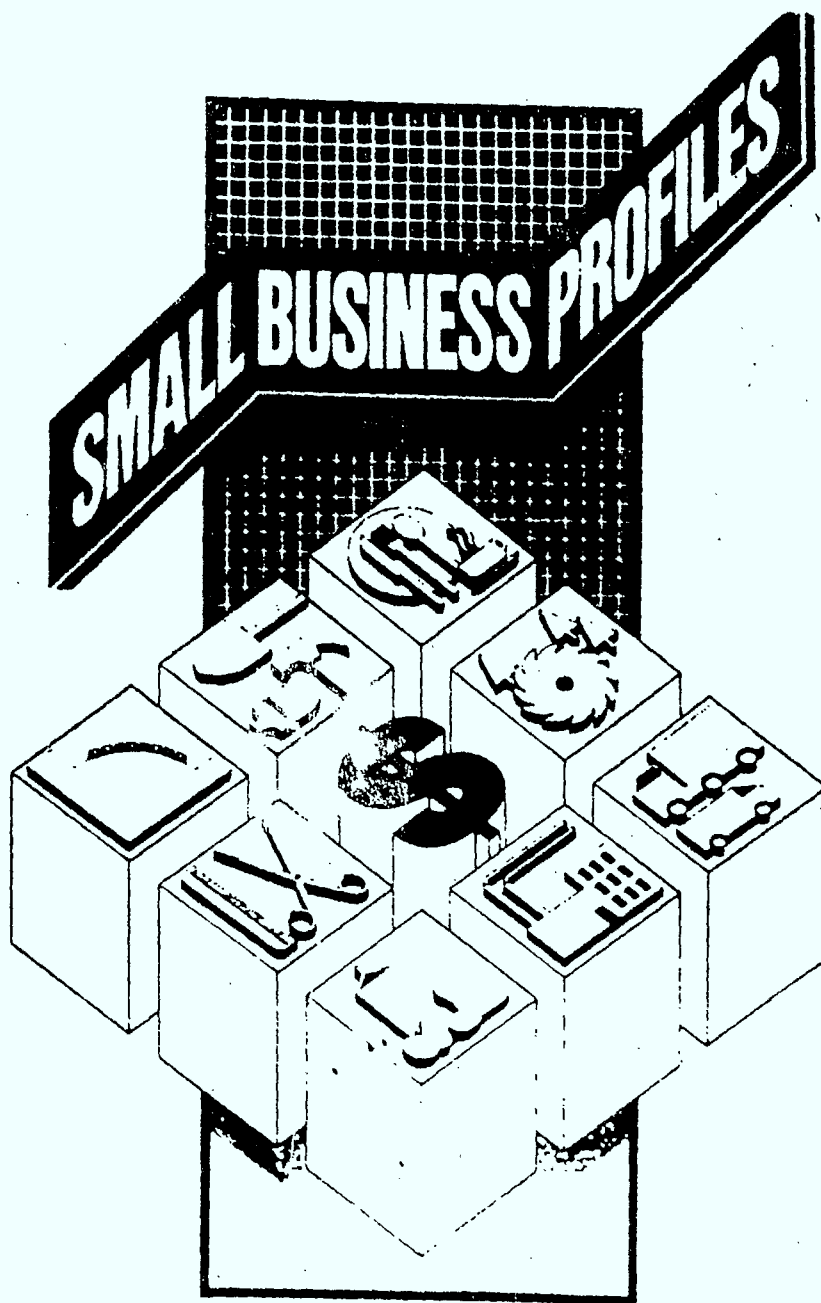
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	640										
Low sales value (\$000's)	(1)	(1)									
High sales value (\$000's)	(1)	35	35	50	50			91	91	91	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	8.2	10.3	7.8	8.8	6.0	97.1	8.5	11.0	8.0	8.8	6.2
Depreciation	4.1	6.4	3.5	4.2	2.4	84.1	4.9	8.4	4.4	4.5	2.7
Repairs & maintenance	1.0	1.2	1.1	0.7	0.9	51.7	1.9	2.2	2.2	1.6	1.6
Heat, light & telephone	1.2	1.1	1.0	1.8	1.0	63.4	1.9	2.2	1.5	2.9	1.3
Rent	1.9	1.7	2.3	2.0	1.7	57.0	3.4	4.3	4.0	3.2	2.6
Personnel expenses	30.1	13.1	24.7	34.4	47.8	81.9	36.7	19.4	31.6	38.7	51.4
Financial expenses	2.6	3.9	1.9	2.3	2.6	90.0	2.9	4.6	2.2	2.5	2.6
Interest & bank charges	1.4	1.1	1.0	1.6	1.7	70.1	1.9	1.9	1.8	2.1	2.0
Professional fees	1.3	2.8	0.8	0.7	0.9	70.9	1.8	5.0	1.2	1.0	1.0
Other expenses	32.7	33.8	30.1	33.1	33.8	100.0	32.7	33.8	30.1	33.1	33.8
Profit (loss)	26.4	38.9	35.6	21.4	9.8	98.6	26.8	38.3	35.6	22.5	9.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as chair service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	327				
Low sales value (\$000's)	(1)	(1)	50	37	217
High sales value (\$000's)	(1)	50	97	217	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	17	1	4	10	51
Inventory	-	-	-	-	-
Other current assets	18	2	6	14	48
Total current assets	34	3	9	24	99
Fixed assets	22	9	9	14	55
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	1	3	4	23
<b>Total assets</b>	<b>64</b>	<b>13</b>	<b>22</b>	<b>42</b>	<b>176</b>
<b>Liabilities and equity</b>					
Current loans	6	-	2	5	15
Other current liabilities	22	3	12	20	54
Total current liabilities	28	3	14	25	70
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	9	4
Other liabilities	17	9	8	9	40
<b>Total liabilities</b>	<b>46</b>	<b>12</b>	<b>22</b>	<b>34</b>	<b>114</b>
<b>Total equity</b>	<b>18</b>	<b>1</b>	<b>-1</b>	<b>8</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Janitorial Services (SIC 9953)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	327				
Low sales value (\$000's)	(1)	(1)	50	97	217
High sales value (\$000's)	(1)	50	97	217	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.1	0.7	1.0	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	11.5	-35.2	4.3	1.8
Interest coverage ratio (times)	3.8	4.5	1.0	2.6	5.0
Debt ratio (times)	0.7	0.9	1.0	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	136				
Low sales value (\$000's)	(1)	(1)	72	108	242
High sales value (\$000's)	(1)	72	108	242	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	8	-	-1	3	28
Depreciation	5	2	3	4	10
Other	-	-3	6	3	-5
<b>Dividends</b>	-3	-	-	-2	-10
<b>Investment activities</b>					
Disposal of fixed assets	2	1	2	1	3
Purchase of fixed assets	-9	-3	-9	-5	-18
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	3	-	1	4	7
Repayment of long term debt	-2	-1	-1	-2	-3
Loans from shareholders	4	5	-	1	9
Repayment of loans from shareholders	-2	-	-	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	4	1	-	7	10
Cash & equivalents-Beginning of the year	3	1	1	-1	12
Cash & equivalents - End of the year	8	2	1	6	22

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>7,647</b>	<b>601,455</b>	<b>56,878</b>	<b>1,671</b>	<b>1,036</b>
less than 20	7,130	205,323	18,857	1,621	1,007
20 - 99	370	131,605	12,382	33	22
100 - 499	104	138,146	13,568	14	6
500 and over	43	126,381	12,071	3	1
<b>1987</b>					
<b>Total</b>	<b>9,465</b>	<b>843,511</b>	<b>67,848</b>	<b>2,209</b>	<b>...</b>
less than 20	8,851	288,821	22,141	2,157	...
20 - 99	454	191,595	15,600	37	...
100 - 499	111	170,935	13,860	12	...
500 and over	49	192,160	16,247	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

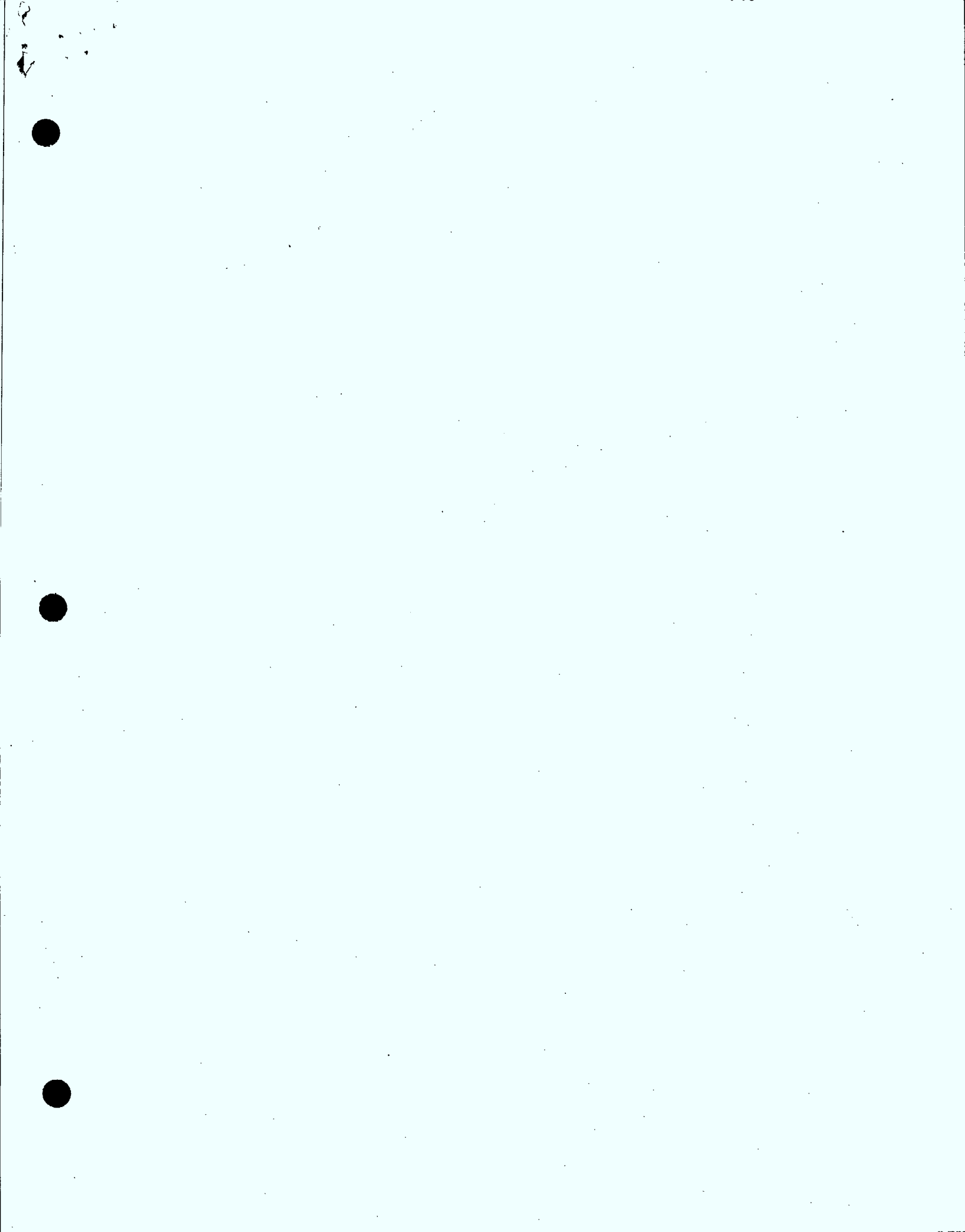
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	720				
Average sales \$	101,761	29,088	42,007	66,824	269,124
Average expense \$	88,341	17,261	29,104	53,987	253,013
Average net profit (loss) \$	13,420	11,827	12,903	12,837	16,111
Businesses reporting a profit (No.)	680				
Average sales \$	102,185	29,107	41,631	66,376	271,625
Average expense \$	85,584	16,773	26,199	49,430	249,933
Average net profit \$	16,601	12,334	15,432	16,946	21,692
Businesses reporting a loss (No.)	40				
Average sales \$	99,734	28,548	44,342	69,184	256,860
Average expense \$	106,016	30,838	47,123	77,988	268,113
Average net loss \$	-6,282	-2,290	-2,781	-8,804	-11,253
<b>1986</b>					
Number of observations in sample	933				
Average sales \$	118,361	31,693	45,607	75,849	320,295
Average expense \$	104,437	19,969	34,014	61,032	302,732
Average net profit (loss) \$	13,924	11,724	11,593	14,817	17,563
Businesses reporting a profit (No.)	759				
Average sales \$	116,925	31,812	45,607	74,538	315,541
Average expense \$	99,621	19,436	31,076	56,925	291,047
Average net profit \$	17,304	12,376	14,731	17,613	24,494
Businesses reporting a loss (No.)	174				
Average sales \$	124,257	29,356	44,718	83,947	339,005
Average expense \$	128,169	30,481	47,078	86,400	348,718
Average net loss \$	-3,912	-1,125	-2,360	-2,453	-9,713
<b>1987</b>					
Number of observations in sample	682				
Average sales \$	102,117	29,499	42,186	69,098	267,685
Average expense \$	87,419	17,808	27,861	54,788	249,217
Average net profit (loss) \$	14,698	11,691	14,325	14,310	18,468
Businesses reporting a profit (No.)	561				
Average sales \$	103,096	29,701	41,764	68,147	272,772
Average expense \$	84,256	16,431	25,293	51,441	243,859
Average net profit \$	18,840	13,270	16,471	16,706	28,913
Businesses reporting a loss (No.)	121				
Average sales \$	100,207	27,753	45,707	76,040	251,326
Average expense \$	106,168	29,684	49,309	79,231	266,447
Average net loss \$	-5,961	-1,931	-3,602	-3,191	-15,121

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

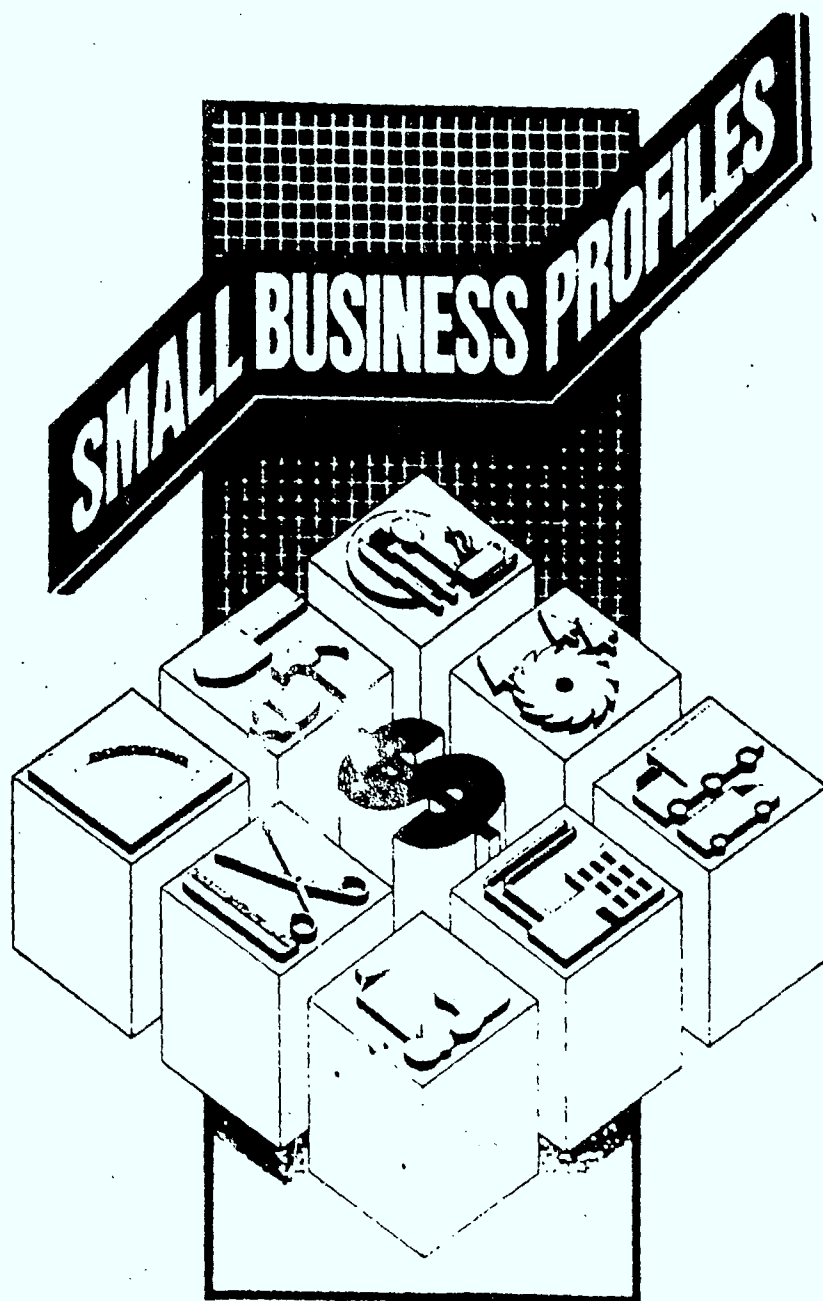
See Table 1 for symbols and notes



# JEWELLERY STORES

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Jewellery Stores (SIC 6561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)						
Businesses in sample (No.)	422												
Low sales value (\$000's)	(1)	(1)	51	136	301								
High sales value (\$000's)	(1)	51	136	301	(1)								

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	48.1	45.1	46.6	51.3	49.4	94.1	51.1	52.6	49.7	52.9	49.6
Occupancy expenses	9.8	10.9	12.3	7.8	8.3	96.7	10.2	12.4	12.5	7.8	8.3
Depreciation	1.8	2.2	1.7	1.6	1.6	87.1	2.1	2.8	2.2	1.8	1.6
Repairs & maintenance	0.8	1.0	0.8	0.8	0.6	62.2	1.3	2.1	1.4	1.1	0.8
Heat, light & telephone	1.5	2.1	1.6	1.5	1.0	88.7	1.7	2.6	1.8	1.6	1.1
Rent	5.7	5.6	8.2	3.8	5.1	74.0	7.7	9.3	10.5	5.3	6.0
Personnel expenses	16.4	11.1	14.1	20.5	19.8	87.5	18.8	14.8	18.1	21.1	19.9
Financial expenses	3.2	3.1	3.8	3.1	2.9	92.3	3.5	4.3	3.9	3.1	2.9
Interest & bank charges	2.2	1.6	2.8	2.4	2.1	74.8	3.0	3.7	3.8	2.6	2.4
Professional fees	1.0	1.6	1.0	0.7	0.8	85.2	1.2	2.4	1.0	0.8	0.8
Other expenses	16.7	20.3	16.0	15.8	14.8	100.0	16.7	20.3	16.0	15.8	14.8
Profit (loss)	5.7	9.4	7.1	1.5	4.8	97.5	5.8	9.8	7.4	1.5	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6561 - Jewellery Stores

Businesses primarily engaged in retail dealing in new jewellery. Many such businesses have a department engaged in watch, clock and jewellery repair. Businesses engaged in retail costume jewellery, custom jewellery, retail precious metal flatware and hollow ware, retail jewellery, retail precious metal jewellery, retail precious stone jewellery and retail watches and clocks are also included in this industry.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	322				
Low sales value (\$000's)	(1)	(1)	126	253	424
High sales value (\$000's)	(1)	126	253	424	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	10	3	6	7	26
Inventory	-	-	-	-	-
Other current assets	176	41	108	179	369
Total current assets	186	43	114	187	394
Fixed assets	37	8	36	34	68
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	11	10	7	28
<b>Total assets</b>	<b>237</b>	<b>62</b>	<b>160</b>	<b>227</b>	<b>490</b>
<b>Liabilities and equity</b>					
Current loans	25	4	15	26	55
Other current liabilities	77	19	51	83	154
Total current liabilities	102	22	65	110	209
Mortgages payable	-	-	-	-	-
Long term debt	5	2	2	7	7
Other liabilities	49	17	41	48	88
<b>Total liabilities</b>	<b>156</b>	<b>41</b>	<b>109</b>	<b>164</b>	<b>304</b>
<b>Total equity</b>	<b>81</b>	<b>21</b>	<b>51</b>	<b>63</b>	<b>187</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Jewellery Stores (SIC 6561)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	322				
Low sales value (\$000's)	(1)	(1)	126	253	424
High sales value (\$000's)	(1)	126	253	424	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.0	1.7	1.7	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	1.9	2.2	2.6	1.6
Interest coverage ratio (times)	2.5	0.6	0.9	2.2	3.5
Debt ratio (times)	0.7	0.7	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit • interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	194				
Low sales value (\$000's)	(1)	(1)	163	275	469
High sales value (\$000's)	(1)	163	275	469	111
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	4	-4	10	33
Depreciation	7	4	4	8	14
Other	-9	-2	-2	-3	-28
<b>Dividends</b>	-4	-9	-	-4	-5
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	1	3
Purchase of fixed assets	-13	-	-9	-16	-26
Increase in investment	-2	-	-5	-	-3
Decrease in investment	1	-	2	1	1
<b>Financing activities</b>					
Increase in long term debt	10	4	7	18	10
Repayment of long term debt	-20	-54	-7	-11	-10
Loans from shareholders	7	5	10	3	11
Repayment of loans from shareholders	-6	-	-4	-6	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-17	-48	-9	-	-13
Cash & equivalents-Beginning of the year	13	71	-1	-14	1
Cash & equivalents - End of the year	-4	23	-10	-13	-12

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Jewellery Stores (SIC 6561)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,686</b>	<b>217,728</b>	<b>20,429</b>	<b>362</b>	<b>251</b>
less than 20	2,540	95,668	9,043	352	243
20 - 99	105	30,509	2,824	6	8
100 - 499	22	14,377	1,302	4	-
500 and over	19	77,174	7,260	-	-
<b>1987</b>					
<b>Total</b>	<b>3,014</b>	<b>264,060</b>	<b>21,552</b>	<b>448</b>	<b>...</b>
less than 20	2,861	118,400	9,647	430	...
20 - 99	108	38,261	3,090	12	...
100 - 499	26	24,528	2,041	6	...
500 and over	19	82,871	6,774	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Jewellery Stores (SIC 6561)

	Total <sup>(1)</sup>	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	788				
Average sales \$	190,694	41,996	82,743	156,531	481,607
Average expense \$	178,887	38,222	76,235	150,790	450,300
Average net profit (loss) \$	11,807	3,674	6,508	5,741	31,307
Businesses reporting a profit (No.)	686				
Average sales \$	188,919	42,108	83,473	149,504	480,589
Average expense \$	171,911	34,283	73,638	137,950	441,764
Average net profit \$	17,008	7,825	9,835	11,544	38,825
Businesses reporting a loss (No.)	102				
Average sales \$	196,723	41,492	79,334	173,548	482,516
Average expense \$	214,422	45,713	88,381	181,866	541,726
Average net loss \$	-17,699	-4,221	-9,047	-8,317	-49,210
<b>1986</b>					
Number of observations in sample	316				
Average sales \$	221,258	41,621	90,566	190,094	562,749
Average expense \$	213,089	43,487	86,378	184,078	538,413
Average net profit (loss) \$	8,169	-1,866	4,188	6,016	24,336
Businesses reporting a profit (No.)	249				
Average sales \$	226,376	43,114	90,597	189,886	581,908
Average expense \$	208,115	33,172	79,168	172,021	548,100
Average net profit \$	18,261	9,942	11,429	17,865	33,808
Businesses reporting a loss (No.)	67				
Average sales \$	201,117	40,866	90,507	190,666	482,428
Average expense \$	215,955	48,701	100,198	217,121	497,800
Average net loss \$	-14,838	-7,835	-9,691	-26,455	-15,372
<b>1987</b>					
Number of observations in sample	570				
Average sales \$	233,967	37,678	90,771	203,399	604,020
Average expense \$	222,199	32,294	85,772	199,455	571,273
Average net profit (loss) \$	11,768	5,384	4,999	3,944	32,747
Businesses reporting a profit (No.)	440				
Average sales \$	236,093	38,380	88,429	201,204	616,359
Average expense \$	217,151	28,450	78,650	185,516	574,987
Average net profit \$	18,942	8,930	9,779	15,688	41,372
Businesses reporting a loss (No.)	130				
Average sales \$	217,714	33,647	96,813	207,284	533,111
Average expense \$	231,706	48,626	104,140	224,125	549,932
Average net loss \$	-13,992	-14,979	-7,327	-16,841	-16,821

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# LAND DEVELOPERS

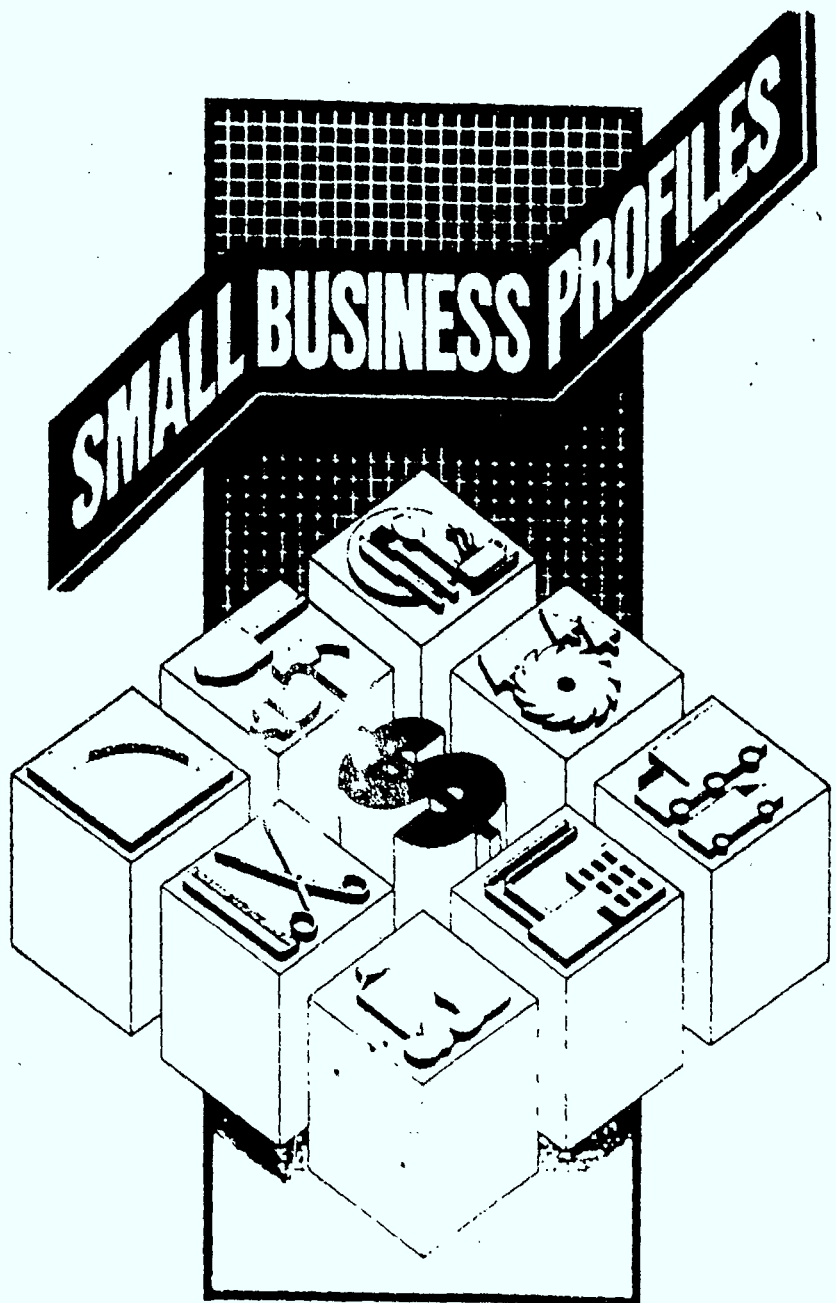
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## CANADA

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### 1987

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SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Land Developers (SIC 4491)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	167													
Low sales value (\$000's)	(1)	(1)	61	196	446									
High sales value (\$000's)	(1)	61	166	446	(1)									

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	15.1	16.3	9.7	10.4	23.7	34.0	44.5	47.9	35.4	29.8	60.1			
Occupancy expenses	3.6	3.8	7.4	1.9	1.2	53.2	6.8	8.1	14.1	3.5	2.1			
Depreciation	1.8	2.1	3.5	1.1	0.6	42.1	4.9	6.7	8.7	2.3	1.2			
Repairs & maintenance	1.0	0.9	2.6	0.4	0.1	21.1	4.7	11.6	9.4	2.0	0.5			
Heat, light & telephone	0.3	0.2	0.2	0.2	0.3	25.6	1.0	2.0	1.2	0.7	0.8			
Rent	0.5	0.5	1.1	0.3	0.2	23.1	2.3	1.7	4.7	1.7	0.8			
Personnel expenses	14.8	19.8	23.3	8.6	7.4	55.0	26.8	42.6	40.4	19.2	10.4			
Financial expenses	9.7	13.2	15.7	5.4	4.4	92.7	10.4	13.7	16.1	7.0	4.4			
Interest & bank charges	4.4	5.6	4.5	4.0	3.5	69.4	6.3	8.2	6.0	7.2	4.4			
Professional fees	5.3	7.6	11.3	1.4	0.9	87.9	6.0	9.3	11.8	1.9	0.9			
Other expenses	52.9	54.0	49.9	60.0	48.2	99.9	53.0	54.0	49.9	60.1	48.3			
Profit (loss)	4.0	-7.1	-6.0	13.7	15.2	99.1	4.0	-7.1	-6.1	14.1	15.2			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4491 - Land Developers**

Businesses primarily engaged in the acquisition, assembly, subdivision and servicing of land for subsequent resale to builders. Included are businesses engaged in land development for building lot subdividing, land developers, land assembling and developing and land development for land servicing (hydro, sewer and water).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Land Developers (SIC 4491)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	61	169	474
High sales value (\$000's)	(1)	61	169	474	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	5	10	46	32
Inventory	-	-	-	-	-
Other current assets	454	818	313	222	494
Total current assets	478	823	323	268	526
Fixed assets	71	21	53	76	132
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	138	28	186	181	146
<b>Total assets</b>	<b>686</b>	<b>872</b>	<b>562</b>	<b>526</b>	<b>804</b>
<b>Liabilities and equity</b>					
Current loans	17	1	11	10	44
Other current liabilities	200	28	57	361	348
Total current liabilities	217	29	67	371	391
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	-	6
Other liabilities	395	740	414	216	233
<b>Total liabilities</b>	<b>614</b>	<b>769</b>	<b>482</b>	<b>588</b>	<b>631</b>
<b>Total equity</b>	<b>73</b>	<b>104</b>	<b>80</b>	<b>-62</b>	<b>174</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Land Developers (SIC 4491)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	61	169	474
High sales value (\$000's)	(1)	61	169	474	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.2	28.3	4.8	0.7	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	8.4	7.4	6.1	-9.5	3.6
Interest coverage ratio (times)	5.2	-	0.4	5.0	6.2
Debt ratio (times)	0.9	0.9	0.9	1.1	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Land Developers (SIC 4491)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	60				
Low sales value (\$000's)	(1)	(1)	67	101	495
High sales value (\$000's)	(1)	67	101	495	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	56	3	-	49	169
Depreciation	3	1	-	4	6
Other	81	-16	71	25	235
<b>Dividends</b>	-20	-	-	-72	-8
<b>Investment activities</b>					
Disposal of fixed assets	35	49	8	12	72
Purchase of fixed assets	-39	-5	-29	-112	-7
Increase in investment	-158	-14	-26	-245	-341
Decrease in investment	21	17	5	58	6
<b>Financing activities</b>					
Increase in long term debt	132	8	22	305	191
Repayment of long term debt	-42	-39	-75	-8	-46
Loans from shareholders	39	13	4	59	79
Repayment of loans from shareholders	-82	-9	-7	-19	-287
Advances & loans from government	2	-	-	-	7
Increase in equity	1	-	2	-	-
Decrease in equity	-	-	-	-	-
Other	1	-1	-	11	-7
<b>Increase(decrease) in cash &amp; equivalents</b>	30	6	-24	67	70
Cash & equivalents-Beginning of the year	50	2	-	153	46
Cash & equivalents - End of the year	80	7	-24	221	115

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Land Developers (SIC 4491)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	2,142	267,328	14,980	410	268
less than 20	2,002	84,146	4,638	398	256
20 - 99	93	53,106	2,961	10	12
100 - 499	37	69,915	4,055	2	-
500 and over	10	60,161	3,326	-	-
<b>1987</b>					
Total	2,388	369,766	16,847	548	...
less than 20	2,200	128,734	5,908	511	...
20 - 99	142	103,935	4,680	27	...
100 - 499	37	91,391	4,101	10	...
500 and over	9	45,706	2,158	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Land Developers (SIC 4491)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	309				
Average sales \$	297,779	45,644	97,982	222,209	825,256
Average expense \$	239,682	53,859	63,618	215,728	752,759
Average net profit (loss) \$	58,091	-8,215	34,364	6,481	72,497
<b>Businesses reporting a profit (No.)</b>	<b>208</b>				
Average sales \$	297,936	51,574	99,748	222,497	817,923
Average expense \$	140,039	42,367	292,165	181,907	628,048
Average net profit \$	157,897	9,207	-192,417	40,590	189,875
<b>Businesses reporting a loss (No.)</b>	<b>101</b>				
Average sales \$	301,630	42,313	95,873	221,544	846,791
Average expense \$	420,643	60,313	209,307	293,900	1,119,051
Average net loss \$	-119,013	-18,000	-113,434	-72,356	-272,260
<b>1986</b>					
Number of observations in sample	372				
Average sales \$	290,606	38,572	93,173	210,757	819,920
Average expense \$	273,848	36,657	121,227	193,343	738,163
Average net profit (loss) \$	16,758	1,915	-28,054	11,414	81,757
<b>Businesses reporting a profit (No.)</b>	<b>266</b>				
Average sales \$	304,024	39,569	97,915	207,624	870,988
Average expense \$	242,911	22,690	70,607	181,835	716,513
Average net profit \$	61,113	16,879	27,308	45,789	154,475
<b>Businesses reporting a loss (No.)</b>	<b>106</b>				
Average sales \$	255,401	35,748	88,131	219,891	677,835
Average expense \$	339,577	76,206	175,034	308,671	798,398
Average net loss \$	-84,176	-40,458	-86,903	-88,780	-120,563
<b>1987</b>					
Number of observations in sample	424				
Average sales \$	340,242	43,317	79,833	282,740	955,076
Average expense \$	284,209	53,054	74,202	245,586	763,993
Average net profit (loss) \$	56,033	-9,737	5,631	37,154	191,083
<b>Businesses reporting a profit (No.)</b>	<b>311</b>				
Average sales \$	350,983	43,463	78,201	289,004	993,263
Average expense \$	267,878	25,855	52,928	224,312	768,417
Average net profit \$	83,105	17,608	25,273	64,692	224,846
<b>Businesses reporting a loss (No.)</b>	<b>113</b>				
Average sales \$	271,506	43,056	81,605	254,337	707,025
Average expense \$	319,032	101,536	97,293	342,044	735,256
Average net loss \$	-47,526	-58,480	-15,688	-87,707	-28,231

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# LAUNDRY AND CLEANERS

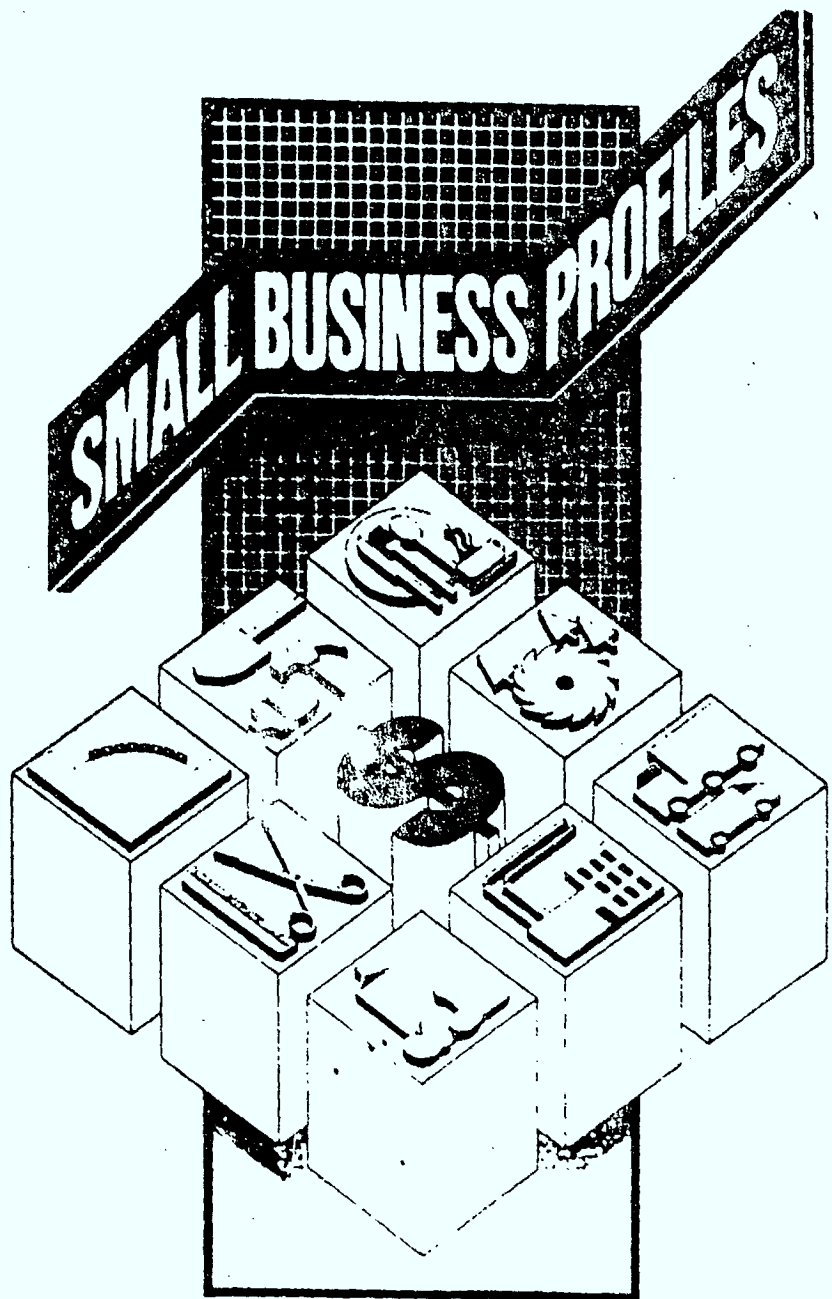
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## CANADA

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### 1987

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**TABLE 1. Selected operating ratios, in percent of sales, 1987**  
**Canada, Laundry and Cleaners (SIC 972)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	540					
Low sales value (\$000's)	(1)	(1)	42	85	159	159
High sales value (\$000's)	(1)	42	85	159	(1)	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	25.7	33.1	26.2	24.5	19.1	99.7	25.8	33.1	26.2	24.7	19.1
Depreciation	6.9	8.6	7.8	6.3	5.0	93.0	7.4	9.6	8.3	6.9	5.1
Repairs & maintenance	3.1	3.5	3.5	2.9	2.5	81.9	3.8	4.9	4.3	3.4	2.7
Heat, light & telephone	7.3	9.8	7.7	6.3	5.3	89.2	8.2	12.8	8.7	6.8	5.5
Rent	8.4	11.3	7.2	9.1	6.2	72.6	11.6	17.2	11.3	11.0	8.0
Personnel expenses	27.4	9.8	22.2	33.0	44.3	84.5	32.4	18.0	25.7	34.0	44.5
Financial expenses	5.0	6.3	5.4	4.7	3.7	95.1	5.3	7.3	5.5	4.9	3.7
Interest & bank charges	4.0	5.5	4.1	3.6	2.7	84.6	4.7	7.0	5.1	4.3	2.9
Professional fees	1.0	0.8	1.3	1.1	1.0	82.2	1.3	1.2	1.5	1.3	1.1
Other expenses	32.3	36.1	33.3	31.6	28.1	100.0	32.3	36.1	33.3	31.6	28.1
Profit (loss)	9.6	14.7	12.8	6.2	4.9	97.8	9.8	14.7	13.1	6.5	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols:**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes:**

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  
 (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.  
 (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

SIC 9720 - Laundries and Cleaners  
 Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	352				
Low sales value (\$000's)	(1)	(1)	82	146	249
High sales value (\$000's)	(1)	82	146	249	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	10	2	3	6	27
Inventory	-	-	-	-	-
Other current assets	25	5	15	24	55
Total current assets	34	7	18	30	81
Fixed assets	73	39	51	60	139
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	22	8	17	21	40
<b>Total assets</b>	<b>129</b>	<b>54</b>	<b>86</b>	<b>112</b>	<b>261</b>
<b>Liabilities and equity</b>					
Current loans	8	1	3	8	20
Other current liabilities	29	11	17	28	59
Total current liabilities	37	12	20	36	78
Mortgages payable	-	-	-	-	-
Long term debt	10	6	7	12	14
Other liabilities	51	36	45	48	76
<b>Total liabilities</b>	<b>98</b>	<b>54</b>	<b>73</b>	<b>96</b>	<b>169</b>
<b>Total equity</b>	<b>30</b>	<b>-1</b>	<b>13</b>	<b>16</b>	<b>92</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Laundry and Cleaners (SIC 972)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	352				
Low sales value (\$000's)	(1)	(1)	82	146	249
High sales value (\$000's)	(1)	82	146	249	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.6	0.9	0.8	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.2	-88.8	5.5	6.1	1.8
Interest coverage ratio (times)	2.2	0.7	0.8	2.2	3.3
Debt ratio (times)	0.8	1.0	0.8	0.9	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Laundry and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	157				
Low sales value (\$000's)	(1)	(1)	95	151	275
High sales value (\$000's)	(1)	85	151	275	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	3	-	-3	25
Depreciation	16	8	10	14	29
Other	-5	-11	4	-7	-6
<b>Dividends</b>	-3	-	-2	-1	-7
<b>Investment activities</b>					
Disposal of fixed assets	8	12	-	1	21
Purchase of fixed assets	-26	-32	-9	-7	-58
Increase in investment	-13	-42	-2	-1	-7
Decrease in investment	3	-	-	-	10
<b>Financing activities</b>					
Increase in long term debt	25	66	4	7	27
Repayment of long term debt	-11	-4	-10	-7	-23
Loans from shareholders	6	2	11	3	8
Repayment of loans from shareholders	-6	-	-8	-2	-13
Advances & loans from government	-	-	-	-	1
Increase in equity	1	-	-	-	6
Decrease in equity	-1	-	-	-1	-2
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	-1	1	-2	-4	9
Cash & equivalents-Beginning of the year	5	7	3	11	-1
Cash & equivalents - End of the year	6	8	1	8	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,380</b>	<b>407,545</b>	<b>36,775</b>	<b>710</b>	<b>420</b>
less than 20	4,064	148,980	13,471	674	411
20 - 99	246	99,478	9,017	22	8
100 - 499	50	77,689	6,887	10	1
500 and over	20	81,398	7,400	4	-
<b>1987</b>					
<b>Total</b>	<b>4,802</b>	<b>521,124</b>	<b>38,533</b>	<b>894</b>	<b>...</b>
less than 20	4,482	188,597	14,154	864	...
20 - 99	254	125,794	9,319	25	...
100 - 499	51	106,535	7,886	5	...
500 and over	15	100,198	7,174	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	557				
Average sales \$	124,528	32,272	55,323	92,609	317,908
Average expense \$	112,281	25,013	48,738	83,141	292,231
Average net profit (loss) \$	12,247	7,259	6,585	9,468	25,677
Businesses reporting a profit (No.)	466				
Average sales \$	125,953	32,355	55,751	91,361	324,345
Average expense \$	107,922	22,438	44,048	75,871	289,330
Average net profit \$	18,031	9,917	11,703	15,490	35,015
Businesses reporting a loss (No.)	91				
Average sales \$	118,323	31,703	54,139	95,781	291,667
Average expense \$	127,523	42,696	61,714	101,625	304,055
Average net loss \$	-9,200	-10,993	-7,575	-5,844	-12,388
<b>1986</b>					
Number of observations in sample	526				
Average sales \$	141,933	32,691	60,044	102,950	372,048
Average expense \$	132,586	27,026	53,663	94,829	354,825
Average net profit (loss) \$	9,347	5,665	6,381	8,121	17,223
Businesses reporting a profit (No.)	449				
Average sales \$	138,505	33,007	60,158	101,304	359,550
Average expense \$	122,540	23,884	49,199	86,462	330,613
Average net profit \$	15,965	9,123	10,959	14,842	28,937
Businesses reporting a loss (No.)	77				
Average sales \$	154,960	31,814	59,579	108,469	419,979
Average expense \$	169,546	35,763	71,869	122,872	447,679
Average net loss \$	-14,586	-3,949	-12,290	-14,403	-27,700
<b>1987</b>					
Number of observations in sample	755				
Average sales \$	139,821	34,370	60,604	114,810	349,500
Average expense \$	130,220	29,507	52,906	106,877	331,588
Average net profit (loss) \$	9,601	4,863	7,698	7,933	17,912
Businesses reporting a profit (No.)	533				
Average sales \$	144,361	34,792	62,886	114,817	364,949
Average expense \$	126,819	25,672	48,081	100,912	332,609
Average net profit \$	17,542	9,120	14,805	13,905	32,340
Businesses reporting a loss (No.)	222				
Average sales \$	129,592	33,297	55,827	114,786	314,458
Average expense \$	139,361	39,262	63,003	125,905	329,272
Average net loss \$	-9,769	-5,965	-7,176	-11,119	-14,814

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

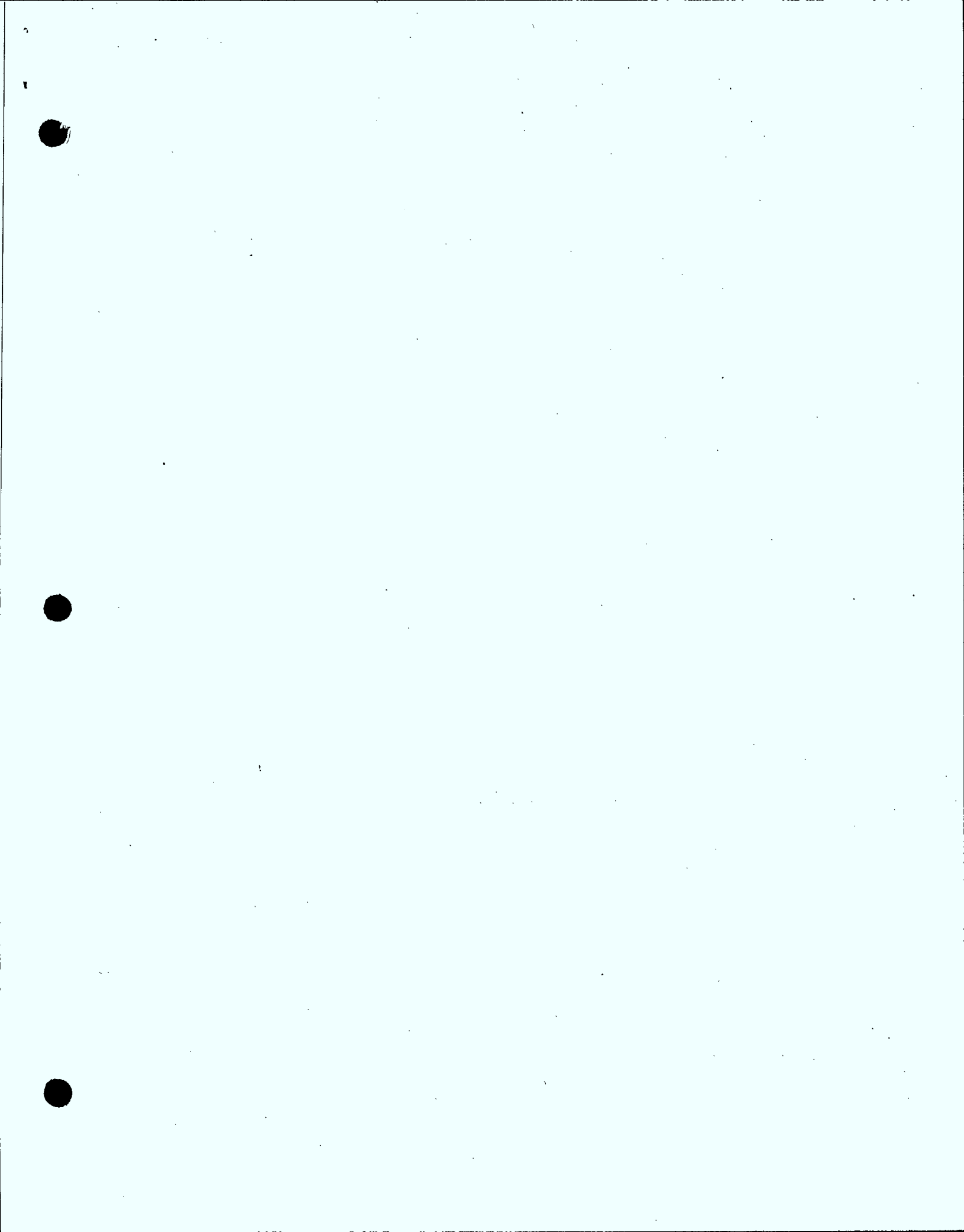






TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,642					
Low sales value (\$000's)	(1)	(1)	114	242	433	
High sales value (\$000's)	(1)	114	242	433	(1)	

Selected expense item	Industry average(2)					% businesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.7	40.4	40.1	39.1	35.0	93.9	41.2	45.3	42.8	40.3	36.7
Occupancy expenses	15.3	19.7	15.2	14.0	12.1	99.6	15.3	19.9	15.3	14.0	12.1
Depreciation	3.1	3.0	3.2	3.1	3.1	78.8	4.0	5.5	4.1	3.6	3.4
Repairs & maintenance	1.9	2.4	1.9	1.9	1.7	89.5	2.2	2.7	2.1	2.1	1.8
Heat, light & telephone	4.1	5.3	4.4	3.7	2.9	96.8	4.2	5.6	4.5	3.8	2.9
Rent	6.1	9.0	5.7	5.4	4.4	73.2	8.4	13.8	7.9	7.2	5.5
Personnel expenses	25.2	19.6	24.9	27.2	29.2	96.8	26.1	21.9	25.2	27.2	29.5
Financial expenses	4.0	5.4	3.9	3.9	3.0	97.3	4.1	5.7	4.0	4.0	3.0
Interest & bank charges	2.9	3.7	2.9	2.9	2.2	85.7	3.4	4.6	3.5	3.3	2.4
Professional fees	1.1	1.7	0.9	1.0	0.8	88.5	1.3	2.2	1.1	1.1	0.8
Other expenses	16.6	19.2	14.0	14.2	19.0	100.0	16.6	19.2	14.0	14.2	19.0
Profit (loss)	0.2	-4.3	1.9	1.6	1.8	98.2	0.2	-4.4	1.9	1.6	1.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises with a license to serve alcoholic beverages. Licensed food and beverage service restaurants, licensed restaurants and licensed restaurant services are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Licensed Restaurants (SIC 9211)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	932				
Low sales value (\$000's)	(1)	(1)	187	334	572
High sales value (\$000's)	(1)	187	334	572	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	3	2	1	4	5
Inventory	-	-	-	-	-
Other current assets	35	10	20	35	73
Total current assets	38	12	21	39	80
Fixed assets	128	55	99	129	230
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	29	9	10	29	68
<b>Total assets</b>	<b>195</b>	<b>76</b>	<b>131</b>	<b>197</b>	<b>377</b>
<b>Liabilities and equity</b>					
Current loans	14	7	8	11	29
Other current liabilities	50	27	30	49	94
Total current liabilities	64	34	37	61	123
Mortgages payable	-	-	-	-	-
Long term debt	11	1	7	12	23
Other liabilities	100	52	88	92	168
<b>Total liabilities</b>	<b>175</b>	<b>88</b>	<b>132</b>	<b>164</b>	<b>314</b>
<b>Total equity</b>	<b>20</b>	<b>-12</b>	<b>-1</b>	<b>32</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Licensed Restaurants (SIC 9211)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	932				
Low sales value (\$000's)	(1)	(1)	187	334	572
High sales value (\$000's)	(1)	187	334	572	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.4	0.6	0.6	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	8.5	-7.3	-98.9	5.1	5.0
Interest coverage ratio (times)	1.1	...	0.3	1.3	1.7
Debt ratio (times)	0.9	1.2	1.0	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	478				
Low sales value (\$000's)	(1)	(1)	198	336	586
High sales value (\$000's)	(1)	198	336	586	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	8	-3	7	28
Depreciation	16	7	10	18	30
Other	-5	-7	-1	-4	-6
<b>Dividends</b>	-5	-10	-2	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	9	14	5	12	6
Purchase of fixed assets	-21	-11	-8	-23	-43
Increase in investment	-2	-1	-1	-1	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	14	3	10	14	29
Repayment of long term debt	-15	-4	-13	-20	-24
Loans from shareholders	9	8	6	8	13
Repayment of loans from shareholders	-10	-5	-2	-12	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	3	1
Decrease in equity	-1	-	-	-1	-4
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	3	-	-2	2
Cash & equivalents-Beginning of the year	6	2	-	8	13
Cash & equivalents - End of the year	7	5	1	6	15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Licensed Restaurants (SIC 9211)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	14,372	1,831,080	225.905	2,221	1,397
less than 20	11,273	578,120	70.941	1,777	1,077
20 - 99	2,849	760,963	93.931	415	294
100 - 499	200	217,762	26.877	25	20
500 and over	50	274,235	34.157	4	6
<b>1987</b>					
Total	17,053	2,366,843	262.689	3,116	...
less than 20	13,331	750,034	83.151	2,497	...
20 - 99	3,440	1,028,459	114,245	575	...
100 - 499	226	278,663	30,895	39	...
500 and over	56	309,687	34,398	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Licensed Restaurants (SIC 9211)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,436				
Average sales \$	366,023	85,088	190,313	348,405	840,285
Average expense \$	357,790	87,511	184,892	340,576	818,182
Average net profit (loss) \$	8,233	-2,423	5,421	7,829	22,103
Businesses reporting a profit (No.)	1,967				
Average sales \$	370,253	83,980	188,789	349,003	859,241
Average expense \$	347,541	74,411	174,814	327,083	813,854
Average net profit \$	22,712	9,569	13,975	21,920	45,387
Businesses reporting a loss (No.)	469				
Average sales \$	353,299	86,501	194,748	347,207	784,739
Average expense \$	379,232	104,207	214,229	367,628	830,863
Average net loss \$	-25,933	-17,706	-19,481	-20,421	-46,124
<b>1986</b>					
Number of observations in sample	3,217				
Average sales \$	386,556	76,861	176,352	346,659	866,351
Average expense \$	357,745	76,211	174,053	338,898	841,817
Average net profit (loss) \$	8,811	650	2,299	7,761	24,534
Businesses reporting a profit (No.)	2,383				
Average sales \$	373,257	76,618	174,695	343,105	898,609
Average expense \$	348,754	65,732	159,397	321,278	848,610
Average net profit \$	24,503	10,886	15,298	21,827	49,999
Businesses reporting a loss (No.)	834				
Average sales \$	350,919	77,242	178,734	353,575	794,125
Average expense \$	371,887	92,641	195,120	373,182	826,606
Average net loss \$	-20,968	-15,399	-16,386	-19,607	-32,481
<b>1987</b>					
Number of observations in sample	2,038				
Average sales \$	321,837	70,431	171,822	315,959	729,135
Average expense \$	317,733	73,243	169,410	311,352	716,926
Average net profit (loss) \$	4,104	-2,812	2,412	4,607	12,209
Businesses reporting a profit (No.)	1,367				
Average sales \$	327,950	75,325	169,685	316,769	750,019
Average expense \$	306,801	67,435	156,763	297,481	705,523
Average net profit \$	21,149	7,890	12,922	19,288	44,496
Businesses reporting a loss (No.)	671				
Average sales \$	310,370	64,155	175,478	314,582	687,263
Average expense \$	336,613	80,689	191,051	334,922	739,788
Average net loss \$	-26,243	-16,534	-15,573	-20,340	-52,525

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

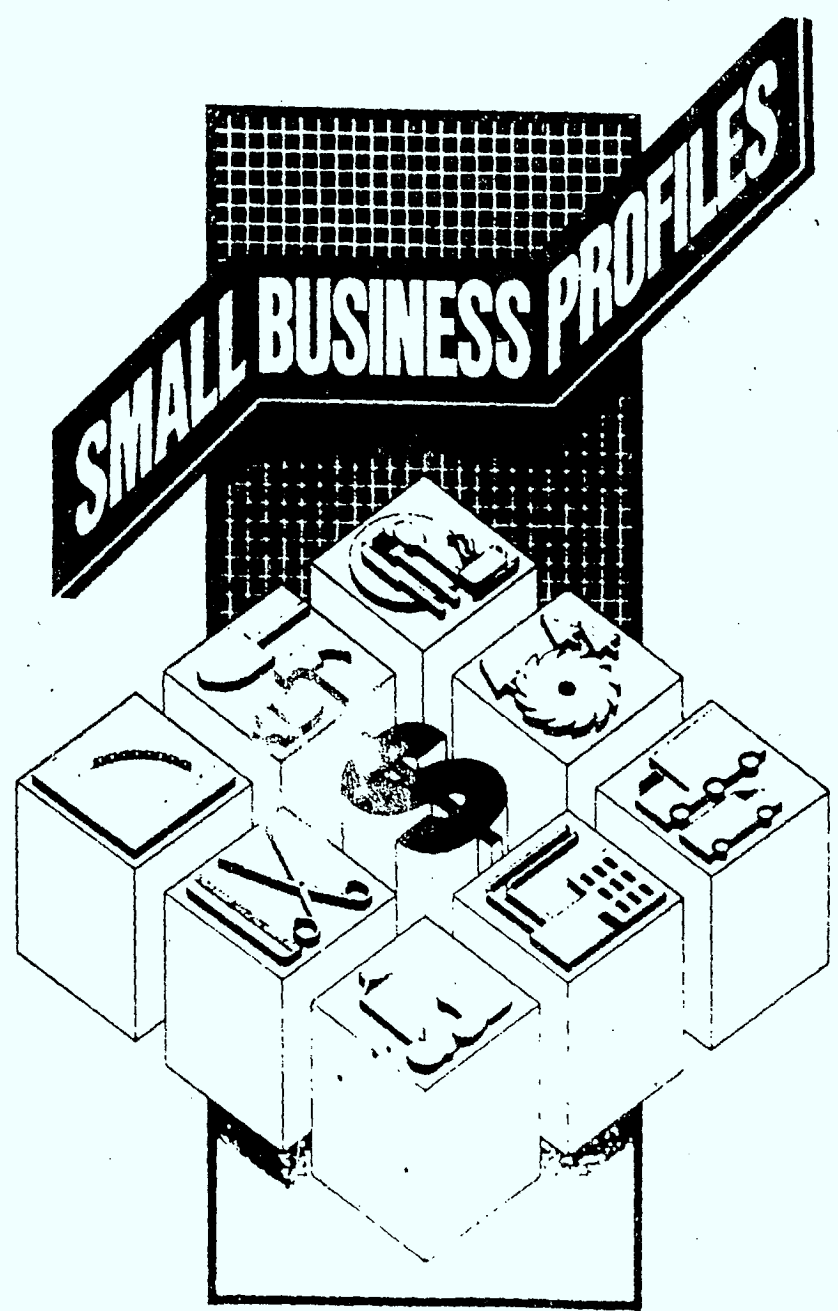
See Table 1 for symbols and notes



# LOGGING INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	1,169									
Low sales value (\$000's)	(1)	(1)	40					83		193
High sales value (\$000's)	(1)	40	83					193		(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	10.7	11.7	12.3	10.2	8.8	89.9	11.9	13.7	13.3	11.5	9.4
Repairs & maintenance	12.6	18.3	12.2	11.1	8.9	72.4	17.4	24.0	19.9	14.9	11.5
Heat, light & telephone	0.6	0.7	0.5	0.6	0.4	54.0	1.0	1.5	1.1	1.1	0.6
Rent	2.0	2.4	0.6	2.3	2.6	33.0	6.0	13.0	2.8	5.7	4.9
Personnel expenses	18.4	6.5	13.0	24.0	29.8	69.5	26.5	28.1	19.1	26.8	31.0
Financial expenses	4.4	6.0	4.5	4.0	3.2	94.2	4.7	6.8	4.9	4.0	3.3
Interest & bank charges	3.7	5.5	3.8	3.0	2.5	80.3	4.6	8.9	5.0	3.3	2.8
Professional fees	0.7	0.5	0.7	1.0	0.7	79.1	0.9	0.8	0.8	1.1	0.7
Other expenses	36.9	37.3	37.2	36.7	36.6	100.0	36.9	37.3	37.2	36.7	36.6
Profit (loss)	14.4	17.1	19.8	11.2	9.7	99.4	14.5	17.1	20.0	11.3	9.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 0411 - Logging Industry

Businesses primarily engaged in harvesting hardwood and softwood trees on an own-account basis. Included are businesses primarily engaged in the combined activities driving, booming, sorting and rafting and towing of wood. Barking mills are also included. These businesses include barking (rossing) logs, booming logs, bucking trees, bunching logs, chipping logs, Christmas tree cutting, contract logging, felling trees (logging), fuelwood cutting, log salvaging, log scaling, logs and bolts, untreated wooden pit props, untreated wooden poles and pilings, pulpwood cutting, sawlogs, veneer logs and wood chips.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698				
Low sales value (\$000's)	(1)	(1)	110	208	422
High sales value (\$000's)	(1)	110	208	422	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	18	6	8	17	42
Inventory	-	-	-	-	-
Other current assets	53	30	27	49	108
Total current assets	72	36	36	66	150
Fixed assets	133	48	63	148	273
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	18	12	8	13	38
<b>Total assets</b>	<b>223</b>	<b>96</b>	<b>107</b>	<b>227</b>	<b>461</b>
<b>Liabilities and equity</b>					
Current loans	15	3	9	14	32
Other current liabilities	56	23	29	54	118
Total current liabilities	70	26	38	68	150
Mortgages payable	-	-	-	-	-
Long term debt	10	2	5	13	21
Other liabilities	62	40	35	64	109
<b>Total liabilities</b>	<b>143</b>	<b>67</b>	<b>78</b>	<b>145</b>	<b>280</b>
<b>Total equity</b>	<b>80</b>	<b>29</b>	<b>28</b>	<b>82</b>	<b>181</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Logging Industry (SIC 0411)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698				
Low sales value (\$000's)	(1)	(1)	110	208	422
High sales value (\$000's)	(1)	110	208	422	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.0	1.4	0.9	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	2.3	2.8	1.8	1.5
Interest coverage ratio (times)	4.3	3.3	4.0	4.3	4.5
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	388				
Low sales value (\$000's)	(1)	(1)	126	211	426
High sales value (\$000's)	(1)	126	211	426	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	26	3	16	32	53
Depreciation	32	10	18	34	66
Other	-2	-5	-6	-6	11
Dividends	-6	-1	-2	-11	-9
<b>Investment activities</b>					
Disposal of fixed assets	19	6	10	25	36
Purchase of fixed assets	-78	-20	-41	-86	-165
Increase in investment	-2	-	-3	-2	-2
Decrease in investment	-	-	-	1	1
<b>Financing activities</b>					
Increase in long term debt	51	40	24	51	88
Repayment of long term debt	-33	-13	-14	-32	-74
Loans from shareholders	8	8	8	5	11
Repayment of loans from shareholders	-18	-40	-11	-7	-13
Advances & loans from government	1	1	-	-	2
Increase in equity	1	-	-	1	5
Decrease in equity	-1	-	-	-1	-3
Other	-	-	-	-	1
Increase(decrease) in cash & equivalents	-	-10	-1	3	8
Cash & equivalents-Beginning of the year	33	31	24	34	44
Cash & equivalents - End of the year	33	20	24	37	52

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Logging Industry (SIC 0411)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,263</b>	<b>316,807</b>	<b>10,902</b>	<b>181</b>	<b>92</b>
less than 20	1,187	79,004	2,609	170	91
20 - 99	59	63,895	2,056	6	1
100 - 499	4	33,371	1,182	-	-
500 and over	13	140,537	5,055	5	-
<b>1987</b>					
<b>Total</b>	<b>1,063</b>	<b>363,502</b>	<b>11,392</b>	<b>106</b>	<b>...</b>
less than 20	1,001	84,770	2,665	104	...
20 - 99	48	58,491	1,792	-	...
100 - 499	6	45,483	1,276	1	...
500 and over	8	174,758	5,659	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,607				
Average sales \$	182,486	31,185	52,716	112,158	453,803
Average expense \$	147,057	27,243	42,174	99,530	419,280
Average net profit (loss) \$	15,409	3,942	10,542	12,628	34,523
<b>Businesses reporting a profit (No.)</b>	<b>1,329</b>				
Average sales \$	183,416	31,470	53,257	113,571	455,364
Average expense \$	142,242	24,286	40,084	94,464	410,135
Average net profit \$	21,174	7,184	13,173	19,107	45,229
<b>Businesses reporting a loss (No.)</b>	<b>278</b>				
Average sales \$	157,204	30,324	49,003	105,148	444,339
Average expense \$	173,024	36,194	56,513	124,650	474,740
Average net loss \$	-15,820	-5,870	-7,510	-19,502	-30,401
<b>1986</b>					
Number of observations in sample	2,060				
Average sales \$	159,051	30,316	48,228	105,964	451,697
Average expense \$	149,812	26,477	39,242	106,860	426,670
Average net profit (loss) \$	9,239	3,839	8,986	-896	25,027
<b>Businesses reporting a profit (No.)</b>	<b>1,676</b>				
Average sales \$	160,785	30,295	48,148	107,439	457,256
Average expense \$	139,999	22,137	35,502	88,523	413,835
Average net profit \$	20,786	8,158	12,646	18,916	43,421
<b>Businesses reporting a loss (No.)</b>	<b>384</b>				
Average sales \$	154,145	30,358	48,585	100,435	437,202
Average expense \$	181,667	35,199	55,759	175,571	460,140
Average net loss \$	-27,522	-4,841	-7,174	-75,136	-22,938
<b>1987</b>					
Number of observations in sample	1,195				
Average sales \$	180,948	32,372	60,473	128,365	502,581
Average expense \$	161,810	26,950	47,609	113,105	459,576
Average net profit (loss) \$	19,138	5,422	12,864	15,260	43,005
<b>Businesses reporting a profit (No.)</b>	<b>974</b>				
Average sales \$	183,518	32,805	59,920	129,510	511,837
Average expense \$	157,884	24,741	44,778	107,361	454,655
Average net profit \$	25,634	8,064	15,142	22,149	57,182
<b>Businesses reporting a loss (No.)</b>	<b>221</b>				
Average sales \$	169,546	30,747	64,185	124,163	459,090
Average expense \$	179,683	35,248	86,612	134,172	482,698
Average net loss \$	-10,137	-4,501	-2,427	-10,009	-23,608

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# MACHINE SHOP INDUSTRY

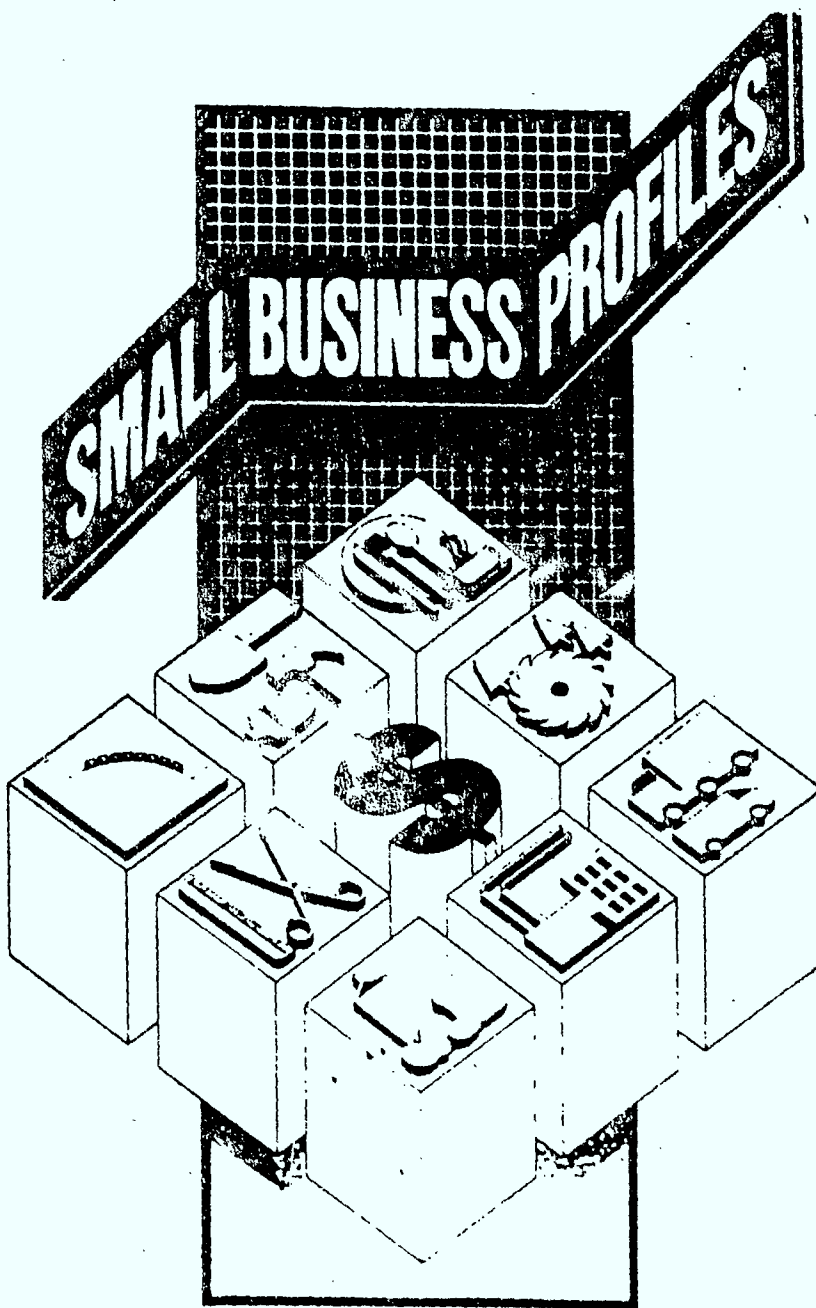
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	907										
Low sales value (\$000's)	(1)	(1)	71	182	452						452
High sales value (\$000's)	(1)	71	182	452							(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	21.3	17.6	21.8	20.1	25.7	87.3	24.4	21.5	26.8	22.3	26.8
Occupancy expenses	12.3	16.1	13.8	10.6	8.8	99.8	12.4	16.1	13.8	10.7	8.8
Depreciation	5.6	7.2	6.2	4.7	4.1	94.4	5.9	7.9	6.7	4.9	4.2
Repairs & maintenance	1.3	2.1	1.2	0.9	1.0	71.6	1.9	3.5	1.6	1.4	1.3
Heat, light & telephone	2.2	2.6	2.7	1.9	1.7	96.4	2.3	2.8	2.7	2.0	1.7
Rent	3.2	4.1	3.7	3.0	2.0	61.8	5.2	8.1	6.2	4.6	2.8
Personnel expenses	31.2	18.1	30.1	37.6	38.8	90.8	34.3	25.8	31.1	38.8	39.0
Financial expenses	3.1	2.7	4.0	2.8	2.8	94.8	3.3	3.2	4.0	2.9	2.8
Interest & bank charges	2.0	1.3	2.7	1.9	2.0	83.6	2.4	2.1	3.1	2.1	2.2
Professional fees	1.1	1.3	1.3	0.9	0.8	87.2	1.3	2.0	1.4	1.0	0.9
Other expenses	19.2	24.7	17.6	18.2	16.3	99.9	19.2	24.7	17.6	18.3	16.3
Profit (loss)	12.9	20.9	12.6	10.7	7.5	99.1	13.0	20.9	13.0	10.8	7.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 3081 - Machine Shop Industry

Businesses primarily engaged in manufacturing machine parts and equipment, other than complete machines, for the trade. This industry includes machine shops providing custom and repair services. Businesses primarily engaged in rebuilding or remanufacturing automotive engines are included here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	786				
Low sales value (\$000's)	(1)	(1)	124	279	603
High sales value (\$000's)	(1)	124	279	603	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	64	8	27	58	164
Inventory	-	-	-	-	-
Other current assets	84	16	40	73	207
Total current assets	148	24	67	131	371
Fixed assets	126	33	59	116	297
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	28	9	9	16	79
<b>Total assets</b>	<b>303</b>	<b>65</b>	<b>136</b>	<b>263</b>	<b>747</b>
<b>Liabilities and equity</b>					
Current loans	19	2	7	18	48
Other current liabilities	69	17	28	64	167
Total current liabilities	88	19	35	82	215
Mortgages payable	-	-	-	-	-
Long term debt	11	4	4	10	27
Other liabilities	79	23	34	62	198
<b>Total liabilities</b>	<b>178</b>	<b>45</b>	<b>73</b>	<b>154</b>	<b>440</b>
<b>Total equity</b>	<b>125</b>	<b>20</b>	<b>63</b>	<b>109</b>	<b>306</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Machine Shop Industry (SIC 3081)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	786				
Low sales value (\$000's)	(1)	(1)	124	279	603
High sales value (\$000's)	(1)	124	279	603	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.3	1.9	1.6	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.4	2.2	1.2	1.4	1.4
Interest coverage ratio (times)	5.2	4.1	5.5	5.1	5.3
Debt ratio (times)	0.6	0.7	0.5	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	483				554
Low sales value (\$000's)	(1)	(1)	138	303	(1)
High sales value (\$000's)	(1)	138	303	654	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	29	5	15	27	66
Depreciation	22	6	12	23	47
Other	-11	-	-8	-9	-27
<b>Dividends</b>	-13	-4	-6	-15	-27
<b>Investment activities</b>					
Disposal of fixed assets	4	-	3	5	10
Purchase of fixed assets	-40	-9	-14	-43	-95
Increase in investment	-3	-	-4	-1	-7
Decrease in investment	4	-	4	6	5
<b>Financing activities</b>					
Increase in long term debt	22	3	7	19	61
Repayment of long term debt	-16	-2	-7	-14	-39
Loans from shareholders	8	4	7	9	12
Repayment of loans from shareholders	-9	-4	-7	-8	-15
Advances & loans from government	1	-	-	-	3
Increase in equity	2	-	-	3	4
Decrease in equity	-2	-	-	-1	-7
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	-2	-2	2	1	-8
Cash & equivalents-Beginning of the year	17	9	14	13	31
Cash & equivalents - End of the year	15	7	15	13	23

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Machine Shop Industry (SIC 3081)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,915</b>	<b>379,437</b>	<b>16,991</b>	<b>236</b>	<b>226</b>
less than 20	1,701	171,685	7,658	226	218
20 - 99	196	159,135	7,183	8	6
100 - 499	16	X	1,636	1	2
500 and over	2	X	514	1	-
<b>1987</b>					
<b>Total</b>	<b>2,326</b>	<b>550,248</b>	<b>21,197</b>	<b>312</b>	<b>...</b>
less than 20	2,067	241,187	9,309	295	...
20 - 99	236	212,364	8,277	12	...
100 - 499	21	X	2,891	4	...
500 and over	2	X	720	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Machine Shop Industry (SIC 3081)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	983				
Average sales \$	294,763	45,157	108,225	223,209	802,461
Average expense \$	265,134	34,339	91,273	188,109	746,314
Average net profit (loss) \$	29,629	10,818	16,952	35,100	55,647
<b>Businesses reporting a profit (No.)</b>	<b>849</b>				
Average sales \$	298,613	44,908	109,352	227,527	812,664
Average expense \$	260,826	32,476	87,322	183,548	739,957
Average net profit \$	37,787	12,432	22,030	43,979	72,707
<b>Businesses reporting a loss (No.)</b>	<b>134</b>				
Average sales \$	270,991	48,496	101,592	199,787	734,087
Average expense \$	294,869	59,351	114,518	212,846	792,761
Average net loss \$	-23,878	-10,855	-12,926	-13,059	-58,674
<b>1986</b>					
Number of observations in sample	1,003				
Average sales \$	279,179	48,192	103,071	223,021	742,431
Average expense \$	258,978	40,358	95,803	207,331	692,420
Average net profit (loss) \$	20,201	7,834	7,268	15,690	50,011
<b>Businesses reporting a profit (No.)</b>	<b>820</b>				
Average sales \$	284,801	51,046	102,367	227,131	758,660
Average expense \$	252,553	39,315	88,225	199,866	682,804
Average net profit \$	32,248	11,731	14,142	27,265	75,856
<b>Businesses reporting a loss (No.)</b>	<b>183</b>				
Average sales \$	252,578	37,717	104,482	209,391	658,722
Average expense \$	282,321	44,188	110,986	232,089	742,019
Average net loss \$	-29,743	-6,471	-6,504	-22,698	-83,297
<b>1987</b>					
Number of observations in sample	998				
Average sales \$	343,350	44,813	120,282	290,276	918,030
Average expense \$	312,984	35,997	106,341	262,401	847,196
Average net profit (loss) \$	30,366	8,816	13,941	27,875	70,834
<b>Businesses reporting a profit (No.)</b>	<b>804</b>				
Average sales \$	346,606	44,986	120,884	288,152	932,400
Average expense \$	303,759	31,746	98,451	250,038	834,802
Average net profit \$	42,847	13,240	22,433	38,114	97,598
<b>Businesses reporting a loss (No.)</b>	<b>194</b>				
Average sales \$	330,363	44,147	118,414	303,631	855,260
Average expense \$	356,168	52,352	130,854	340,132	901,332
Average net loss \$	-25,805	-8,205	-12,440	-36,501	-46,072

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# MANAGEMENT CONSULTING SERVICES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada    Industrie, Sciences et Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,359					
Low sales value (\$000's)	(1)	(1)	36	54	107	
High sales value (\$000's)	(1)	36	54	107	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	7.3	6.0	7.2	6.8	9.2	71.0	10.3	11.4	10.7	9.1	10.3
Depreciation	2.3	2.0	2.7	2.3	2.4	56.7	4.1	5.0	5.9	3.7	3.0
Repairs & maintenance	0.3	0.4	0.1	0.2	0.5	18.4	1.8	2.5	1.5	1.5	1.7
Heat, light & telephone	1.3	0.7	1.2	1.4	1.7	47.8	2.7	2.5	3.0	2.7	2.5
Rent	3.3	2.9	3.1	2.8	4.6	43.5	7.7	9.4	7.4	7.7	7.1
Personnel expenses	21.1	9.2	14.9	25.6	34.8	51.5	41.1	36.5	40.3	43.3	41.2
Financial expenses	4.2	3.0	4.1	4.1	5.4	65.9	6.3	7.4	7.1	5.7	5.8
Interest & bank charges	1.5	1.0	2.2	1.1	1.8	42.9	3.5	3.6	6.7	2.5	2.6
Professional fees	2.7	2.0	1.9	3.1	3.6	58.3	4.6	6.7	4.0	4.7	4.1
Other expenses	22.6	18.6	21.9	21.4	28.3	83.0	27.2	29.5	26.7	24.2	28.8
Profit (loss)	44.9	63.1	51.9	42.2	22.3	97.3	46.1	63.5	54.4	43.6	22.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$$
 for each quartile.
- (2) Value in each cell = 
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$$
 for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):****SIC 7771 - Management Consulting Services**

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, office systems management consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	909				
Low sales value (\$000's)	(1)	(1)	51	92	208
High sales value (\$000's)	(1)	51	92	208	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	22	4	8	13	53
Inventory	-	-	-	-	-
Other current assets	50	20	23	57	130
Total current assets	82	23	31	80	193
Fixed assets	35	6	14	22	97
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	51	36	23	24	119
<b>Total assets</b>	<b>168</b>	<b>65</b>	<b>68</b>	<b>127</b>	<b>409</b>
<b>Liabilities and equity</b>					
Current loans	8	3	3	5	22
Other current liabilities	54	23	22	37	133
Total current liabilities	62	25	26	42	154
Mortgages payable	-	-	-	-	-
Long term debt	2	1	1	1	3
Other liabilities	45	23	20	38	99
<b>Total liabilities</b>	<b>108</b>	<b>49</b>	<b>47</b>	<b>81</b>	<b>256</b>
<b>Total equity</b>	<b>59</b>	<b>16</b>	<b>21</b>	<b>46</b>	<b>154</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Management Consulting Services (SIC 7771)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	909				
Low sales value (\$000's)	(1)	(1)	51	92	208
High sales value (\$000's)	(1)	51	92	208	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	0.9	1.2	1.9	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	3.0	2.2	1.8	1.7
Interest coverage ratio (times)	9.6	3.5	9.2	11.8	10.0
Debt ratio (times)	0.6	0.8	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	418				
Low sales value (\$000's)	(1)	(1)	51	95	211
High sales value (\$000's)	(1)	51	35	211	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	24	2	4	19	71
Depreciation	7	2	10	3	12
Other	4	3	6	18	-13
<b>Dividends</b>	-9	-4	-3	-8	-21
<b>Investment activities</b>					
Disposal of fixed assets	3	1	-	3	7
Purchase of fixed assets	-27	-3	-58	-12	-32
Increase in investment	-13	-6	-12	-7	-26
Decrease in investment	8	9	6	4	15
<b>Financing activities</b>					
Increase in long term debt	9	3	9	5	18
Repayment of long term debt	-5	-2	-2	-3	-13
Loans from shareholders	15	13	8	14	26
Repayment of loans from shareholders	-21	-22	-7	-22	-35
Advances & loans from government	-	-	-	-	1
Increase in equity	10	-	33	-	4
Decrease in equity	-1	-	-	-	-4
Other	-	-	-	1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	4	-4	-5	16	9
Cash & equivalents-Beginning of the year	22	10	3	41	32
Cash & equivalents - End of the year	26	7	-2	56	41

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	10,903	1,030,350	51,868	2,458	1,760
less than 20	10,304	494,729	24,149	2,334	1,693
20 - 99	453	248,031	12,295	93	62
100 - 499	115	183,280	9,166	21	5
500 and over	31	104,310	6,258	10	-
<b>1987</b>					
<b>Total</b>	13,852	1,649,290	69,059	2,932	...
less than 20	12,993	762,687	31,959	2,768	...
20 - 99	674	459,149	18,980	120	...
100 - 499	152	284,906	11,984	44	...
500 and over	33	142,548	6,136	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	803				
Average sales \$	141,507	29,728	51,054	100,816	384,428
Average expense \$	107,951	15,382	32,652	77,550	305,321
Average net profit (loss) \$	33,656	14,346	18,402	23,266	78,607
Businesses reporting a profit (No.)	719				
Average sales \$	141,805	29,680	52,009	101,389	384,141
Average expense \$	99,148	10,856	27,816	72,331	285,590
Average net profit \$	42,657	18,824	24,193	29,058	98,551
Businesses reporting a loss (No.)	84				
Average sales \$	140,116	30,020	46,236	97,930	386,278
Average expense \$	159,957	42,819	57,047	103,856	436,106
Average net loss \$	-19,841	-12,799	-10,811	-5,926	-49,828
<b>1986</b>					
Number of observations in sample	1,076				
Average sales \$	127,425	30,543	47,168	90,688	341,300
Average expense \$	95,873	12,751	26,573	68,688	275,478
Average net profit (loss) \$	31,552	17,792	20,595	22,000	65,822
Businesses reporting a profit (No.)	971				
Average sales \$	129,461	30,306	47,291	92,028	348,217
Average expense \$	87,586	9,685	22,010	57,372	261,277
Average net profit \$	41,875	20,621	25,281	34,656	86,940
Businesses reporting a loss (No.)	105				
Average sales \$	117,928	32,321	46,457	85,528	307,404
Average expense \$	136,467	35,756	52,786	112,270	345,074
Average net loss \$	-18,539	-3,435	-6,309	-26,742	-37,670
<b>1987</b>					
Number of observations in sample	1,534				
Average sales \$	117,655	29,666	43,957	73,692	323,303
Average expense \$	82,451	10,383	20,464	44,828	254,130
Average net profit (loss) \$	35,204	19,283	23,493	28,864	69,173
Businesses reporting a profit (No.)	1,321				
Average sales \$	119,995	29,685	44,149	73,240	332,905
Average expense \$	76,406	6,645	15,974	36,854	246,150
Average net profit \$	43,589	23,040	28,175	36,386	86,755
Businesses reporting a loss (No.)	213				
Average sales \$	105,584	29,501	42,708	76,599	273,586
Average expense \$	120,772	42,928	49,724	94,984	295,453
Average net loss \$	-15,188	-13,427	-7,016	-18,445	-21,867

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

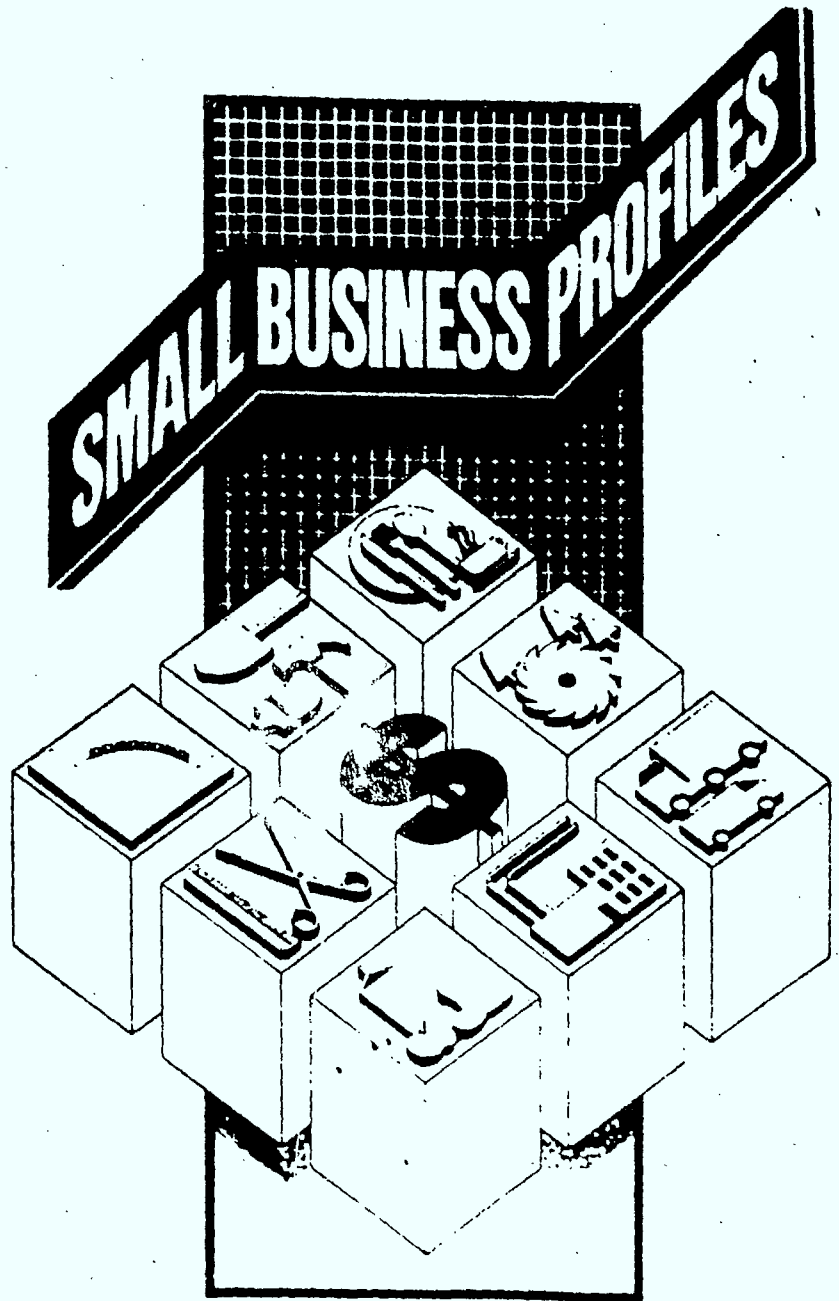




# MASONRY WORK

CANADA

1987



**SMALL BUSINESS OFFICE**



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	605					
Low sales value (\$000's)	(1)	(1)	47	96	187	
High sales value (\$000's)	(1)	47	96	187	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	17.1	16.7	16.9	17.2	17.4	66.0	25.8	26.9	27.7	25.2	23.9
Occupancy expenses	5.6	6.6	5.5	5.4	4.8	96.6	5.8	7.5	5.6	5.4	4.9
Depreciation	2.6	3.3	2.3	2.6	2.4	83.7	3.2	4.9	2.7	3.0	2.5
Repairs & maintenance	1.1	1.2	1.2	0.9	0.9	44.6	2.4	3.3	2.6	2.0	1.8
Heat, light & telephone	0.6	0.6	0.7	0.5	0.5	59.6	0.9	1.4	1.1	0.7	0.7
Rent	1.3	1.7	1.3	1.4	1.0	53.1	2.5	5.4	2.3	2.3	1.5
Personnel expenses	31.5	19.3	23.0	37.1	46.6	86.9	36.3	26.7	28.4	39.0	47.1
Financial expenses	1.6	1.5	1.3	1.8	1.7	91.3	1.7	1.9	1.4	1.8	1.7
Interest & bank charges	0.8	0.9	0.5	0.8	1.0	63.5	1.3	2.0	0.8	1.2	1.2
Professional fees	0.8	0.6	0.8	1.0	0.7	83.5	0.9	0.9	1.0	1.1	0.7
Other expenses	22.2	22.4	26.8	20.8	19.0	100.0	22.2	22.4	26.8	20.8	19.0
Profit (loss)	22.0	33.4	26.6	17.7	10.6	99.3	22.2	33.7	26.6	18.0	10.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4231 - Masonry Contractors

Businesses primarily engaged in conventional or specialty masonry work, except interior marble work. Installation of architectural stone, blocklaying, brick or stone lining (chimney, kiln, boiler, etc.) bricklaying, installation of granite (exterior work), installation of marble (exterior work), masonry work, installation of ornamental stone, pointing masonry, installation of slate (exterior work), stone cutting and setting and the installation of veneer facing stone or brick are included.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Masonry Work (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	357				
Low sales value (\$000's)	(1)	(1)	108	183	355
High sales value (\$000's)	(1)	108	183	355	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	31	4	7	20	93
Inventory	-	-	-	-	-
Other current assets	43	7	23	37	102
Total current assets	74	11	30	58	195
Fixed assets	35	8	18	41	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	6	5	25
<b>Total assets</b>	<b>118</b>	<b>22</b>	<b>54</b>	<b>104</b>	<b>290</b>
<b>Liabilities and equity</b>					
Current loans	7	2	2	8	17
Other current liabilities	42	8	15	47	98
Total current liabilities	49	10	17	55	115
Mortgages payable	-	-	-	-	-
Long term debt	-	-	-	1	1
Other liabilities	18	10	12	16	35
<b>Total liabilities</b>	<b>68</b>	<b>20</b>	<b>29</b>	<b>72</b>	<b>151</b>
<b>Total equity</b>	<b>50</b>	<b>2</b>	<b>25</b>	<b>32</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Masonry Work (SIC 4231)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	357				
Low sales value (\$000's)	(1)	(1)	108	183	355
High sales value (\$000's)	(1)	108	183	355	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.8	1.1	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.4	9.8	1.1	2.2	1.1
Interest coverage ratio (times)	11.5	2.7	7.7	6.1	19.3
Debt ratio (times)	0.6	0.9	0.5	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	147				
Low sales value (\$000's)	(1)	(1)	113	200	391
High sales value (\$000's)	(1)	113	200	391	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	3	6	17	70
Depreciation	7	2	5	8	15
Other	6	3	3	17	-1
<b>Dividends</b>	-4	-1	-2	-2	-14
<b>Investment activities</b>					
Disposal of fixed assets	3	-	1	7	5
Purchase of fixed assets	-17	-3	-7	-13	-43
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	10	1	1	26	13
Repayment of long term debt	-4	-	-1	-11	-4
Loans from shareholders	3	-	4	2	8
Repayment of loans from shareholders	-12	-	-1	-38	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	16	5	7	14	38
Cash & equivalents-Beginning of the year	8	7	11	-29	43
Cash & equivalents - End of the year	24	12	18	-15	81

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Masonry Work (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,394</b>	<b>287,666</b>	<b>11,887</b>	<b>590</b>	<b>409</b>
less than 20	3,241	159,416	6,564	579	387
20 - 99	144	109,295	4,543	9	20
100 - 499	9	18,955	780	2	2
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>4,450</b>	<b>588,560</b>	<b>20,761</b>	<b>987</b>	<b>...</b>
less than 20	4,196	299,520	10,673	938	...
20 - 99	227	215,863	7,556	43	...
100 - 499	27	73,177	2,532	6	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

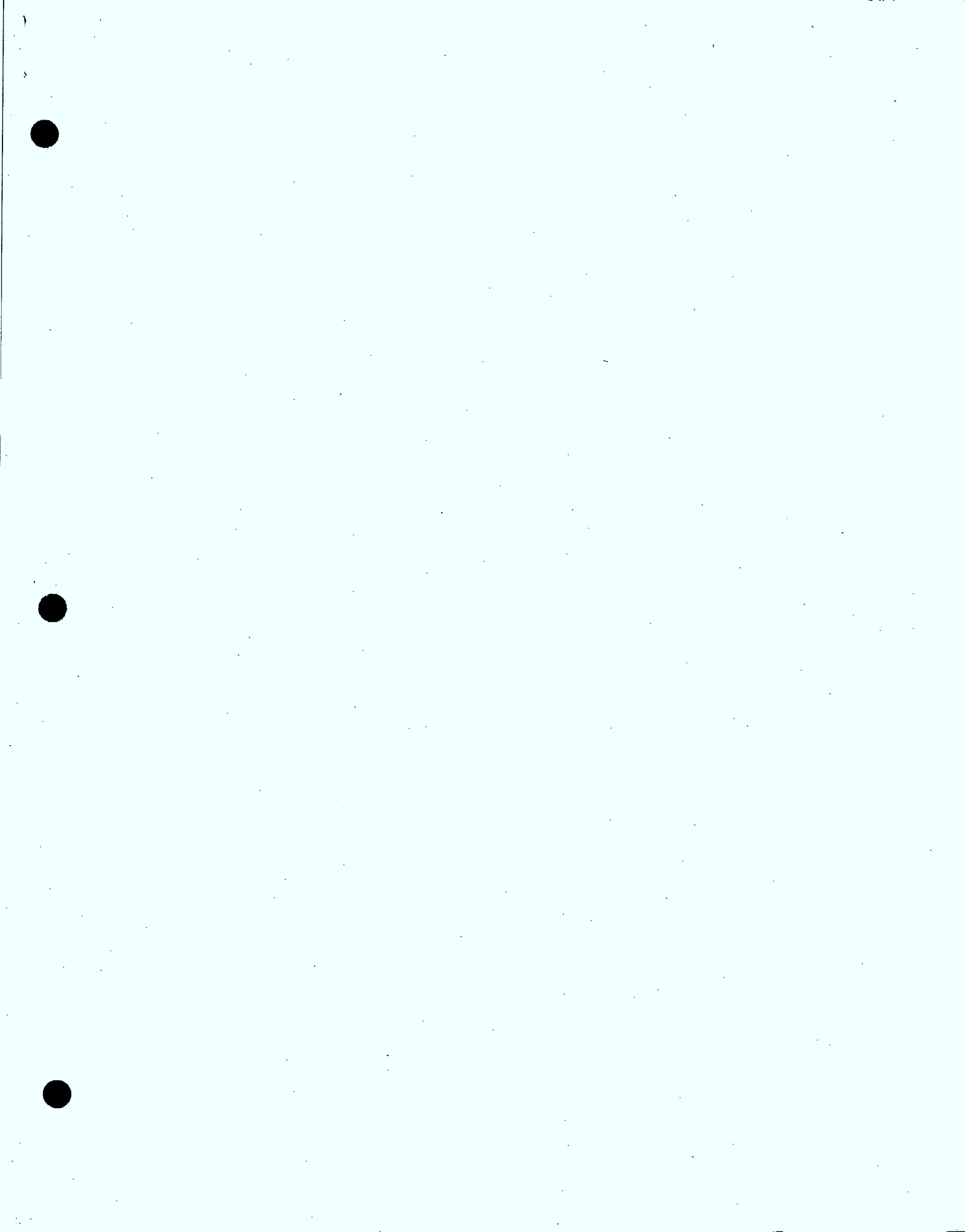
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Masonry Work (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,455				
Average sales \$	183,668	35,811	63,849	122,611	512,599
Average expense \$	156,680	27,206	49,517	107,007	482,989
Average net profit (loss) \$	16,988	8,605	14,132	15,604	29,610
Businesses reporting a profit (No.)	1,281				
Average sales \$	178,759	35,668	63,168	123,030	493,169
Average expense \$	156,403	25,239	46,577	104,129	449,665
Average net profit \$	22,356	10,429	16,591	18,901	43,504
Businesses reporting a loss (No.)	174				
Average sales \$	208,313	36,992	67,779	119,473	609,009
Average expense \$	223,758	43,388	74,759	128,554	648,331
Average net loss \$	-15,445	-6,396	-6,980	-9,081	-39,322
<b>1986</b>					
Number of observations in sample	1,727				
Average sales \$	177,950	35,608	68,488	129,395	478,307
Average expense \$	158,934	26,254	53,255	110,461	445,764
Average net profit (loss) \$	19,016	9,354	15,233	18,934	32,543
Businesses reporting a profit (No.)	1,460				
Average sales \$	174,625	35,484	67,869	128,713	466,434
Average expense \$	148,272	22,950	50,116	103,455	416,565
Average net profit \$	26,353	12,534	17,753	25,258	49,869
Businesses reporting a loss (No.)	267				
Average sales \$	190,983	36,066	73,221	132,236	522,409
Average expense \$	202,401	38,527	77,243	139,613	554,221
Average net loss \$	-11,418	-2,461	-4,022	-7,377	-31,812
<b>1987</b>					
Number of observations in sample	628				
Average sales \$	174,961	33,833	68,022	131,684	466,303
Average expense \$	150,179	22,835	51,012	108,889	417,981
Average net profit (loss) \$	24,782	10,998	17,010	22,795	48,322
Businesses reporting a profit (No.)	528				
Average sales \$	179,230	33,761	66,864	131,152	485,143
Average expense \$	148,906	19,741	46,432	102,691	426,758
Average net profit \$	30,324	14,020	20,432	28,461	58,385
Businesses reporting a loss (No.)	100				
Average sales \$	150,695	34,392	76,292	134,311	357,786
Average expense \$	159,365	46,833	83,719	139,484	367,423
Average net loss \$	-8,670	-12,441	-7,427	-5,173	-9,637

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

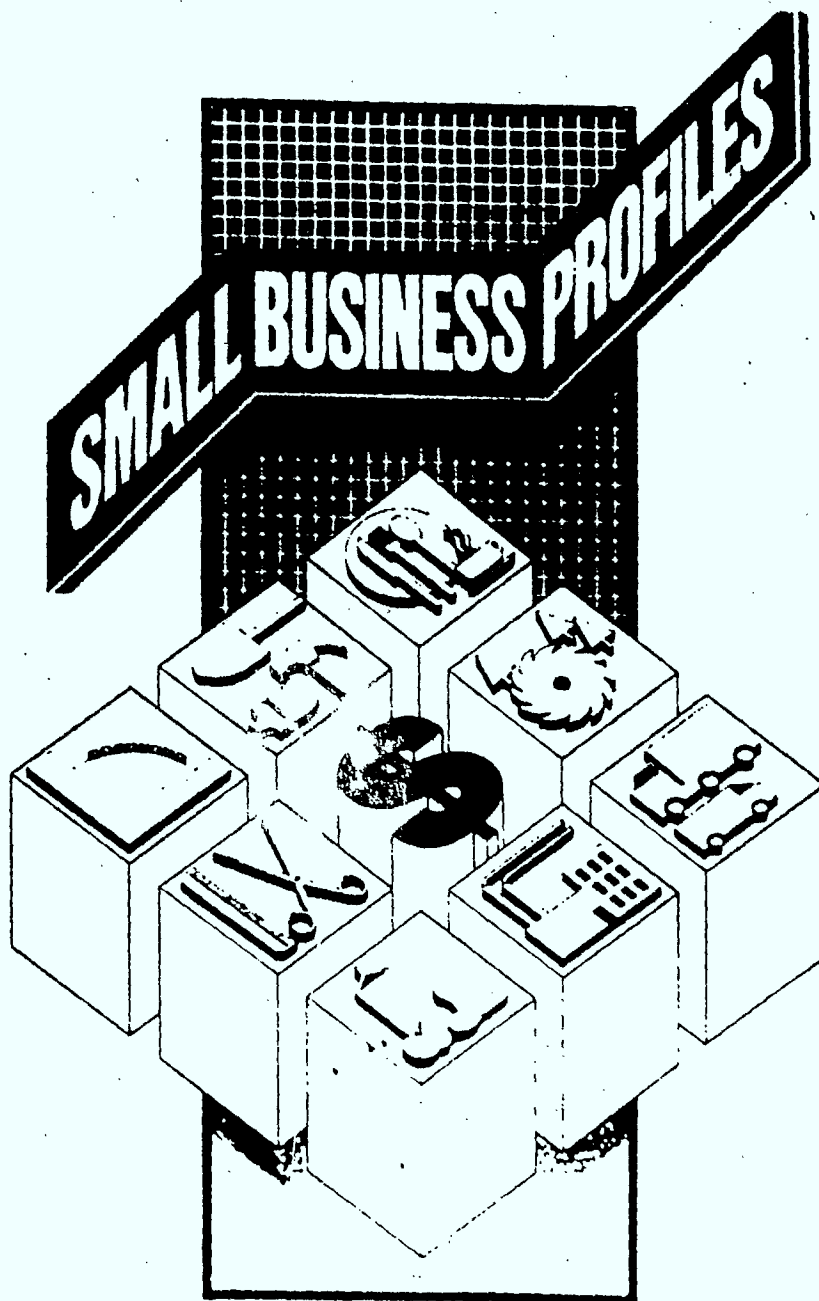
See Table 1 for symbols and notes



# MEN'S CLOTHING STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	617											
Low sales value (\$000's)	(1)	(1)	108					231				499
High sales value (\$000's)	(1)	(1)	108					231				499
	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	51.0	35.9	56.9	54.8	56.2	92.6	55.1	46.1	58.7	57.2	56.4	
Occupancy expenses	8.8	12.6	7.7	7.7	7.3	99.1	8.9	12.6	8.0	7.7	7.3	
Depreciation	1.4	2.0	1.4	1.1	1.2	86.5	1.6	2.8	1.6	1.1	1.2	
Repairs & maintenance	0.7	1.1	0.7	0.6	0.5	72.3	1.0	1.4	1.0	0.9	0.6	
Heat, light & telephone	1.5	2.6	1.2	1.2	0.9	93.3	1.6	2.9	1.4	1.3	0.9	
Rent	5.3	7.0	4.5	4.8	4.7	78.6	6.7	8.5	6.6	5.9	5.8	
Personnel expenses	16.1	15.6	14.9	17.0	16.9	91.4	17.6	20.2	16.7	17.1	16.9	
Financial expenses	2.6	2.5	3.3	2.4	2.1	97.3	2.6	2.6	3.4	2.4	2.2	
Interest & bank charges	1.7	1.7	2.0	1.5	1.5	83.4	2.0	2.3	2.4	1.8	1.7	
Professional fees	0.9	0.8	1.2	0.8	0.6	86.3	1.0	1.1	1.5	0.9	0.7	
Other expenses	16.2	22.8	13.8	14.9	13.6	100.0	16.2	22.8	13.8	14.9	13.6	
Profit (loss)	5.2	10.5	3.4	3.2	3.9	99.3	5.3	10.6	3.5	3.2	3.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

- Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**  
 (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$(2) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
  

$$(3) \text{ Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**  
 Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.  
 Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.  
**How to use the tables**  
 (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 6121 - Men's Clothing Stores**  
 Businesses primarily engaged in retail dealing in men's and boys' clothing (except athletic) and accessories. Businesses primarily engaged in custom tailoring are included here. Businesses engaged in retail men's and boys' apparel, retail men's and boys' beachwear, retail men's and boys' clothing, men's custom tailored clothing, men's retail gloves, haberdashery, retail men's and boys' hats and caps, retail men's and boys' hosiery, retail men's and boys' jackets, retail men's and boys' neckwear, men's clothing stores, retail men's furnishings, retail men's and boys' overcoats, retail men's and boys' pants and slacks, retail men's and boys' shirts, retail men's and boys' sleep and loungewear, retail men's and boys' sportswear, retail men's and boys' suits, retail men's and boys' sweaters, retail men's and boys' swimwear, retail men's and boys' underclothing, retail men's and boys' uniforms (except athletic) and retail men's and boys' clothing are included in this industry.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Men's Clothing Stores (SIC 6121)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	524	(1)	187	349	613
Low sales value (\$000's)	(1)	187	349	613	(1)
High sales value (\$000's)	(1)	187	349	613	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	3	5	16	30
Inventory	-	-	-	-	-
Other current assets	153	41	97	159	301
Total current assets	166	45	102	185	331
Fixed assets	35	15	20	40	56
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	8	11	13	49
<b>Total assets</b>	<b>222</b>	<b>67</b>	<b>134</b>	<b>238</b>	<b>447</b>
<b>Liabilities and equity</b>					
Current loans	22	8	10	26	42
Other current liabilities	73	30	42	67	151
Total current liabilities	95	38	53	93	193
Mortgages payable	-	-	-	-	-
Long term debt	4	1	4	7	4
Other liabilities	35	16	27	36	62
<b>Total liabilities</b>	<b>134</b>	<b>55</b>	<b>83</b>	<b>136</b>	<b>260</b>
<b>Total equity</b>	<b>88</b>	<b>12</b>	<b>50</b>	<b>102</b>	<b>187</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Men's Clothing Stores (SIC 6121)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	524	(1)	187	349	613
Low sales value (\$000's)	(1)	187	349	613	(1)
High sales value (\$000's)	(1)	187	349	613	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	1.2	1.9	2.0	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	4.5	1.7	1.3	1.4
Interest coverage ratio (times)	3.2	...	2.5	2.9	4.4
Debt ratio (times)	0.6	0.8	0.6	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	369				
Low sales value (\$000's)	(1)	(1)	193	355	522
High sales value (\$000's)	(1)	193	355	522	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	-1	5	16	33
Depreciation	6	1	5	5	12
Other	-9	2	-4	-11	-24
<b>Dividends</b>	-7	-4	-6	-4	-12
<b>Investment activities</b>					
Disposal of fixed assets	5	6	8	1	5
Purchase of fixed assets	-10	-	-4	-10	-25
Increase in investment	-4	-	-7	-2	-7
Decrease in investment	1	-	-	1	5
<b>Financing activities</b>					
Increase in long term debt	6	-	1	8	15
Repayment of long term debt	-5	-3	-4	-5	-9
Loans from shareholders	7	1	7	7	14
Repayment of loans from shareholders	-5	-2	-1	-3	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	2	1
Decrease in equity	-1	-	-2	-	-1
Other	-	-	-1	-	-
Increase(decrease) in cash & equivalents	-2	-1	-3	3	-7
Cash & equivalents-Beginning of the year	11	-2	11	4	31
Cash & equivalents - End of the year	9	-3	7	7	24

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Men's Clothing Stores (SIC 6121)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,513</b>	<b>276,007</b>	<b>20,685</b>	<b>256</b>	<b>183</b>
less than 20	2,382	106,228	8,001	251	177
20 - 99	85	35,552	2,756	3	1
100 - 499	37	38,536	2,887	2	5
500 and over	9	95,691	7,041	-	-
<b>1987</b>					
<b>Total</b>	<b>2,579</b>	<b>359,898</b>	<b>24,903</b>	<b>315</b>	<b>...</b>
less than 20	2,432	125,063	8,731	300	...
20 - 99	91	44,314	3,104	7	...
100 - 499	22	31,771	2,219	5	...
500 and over	34	158,750	10,849	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

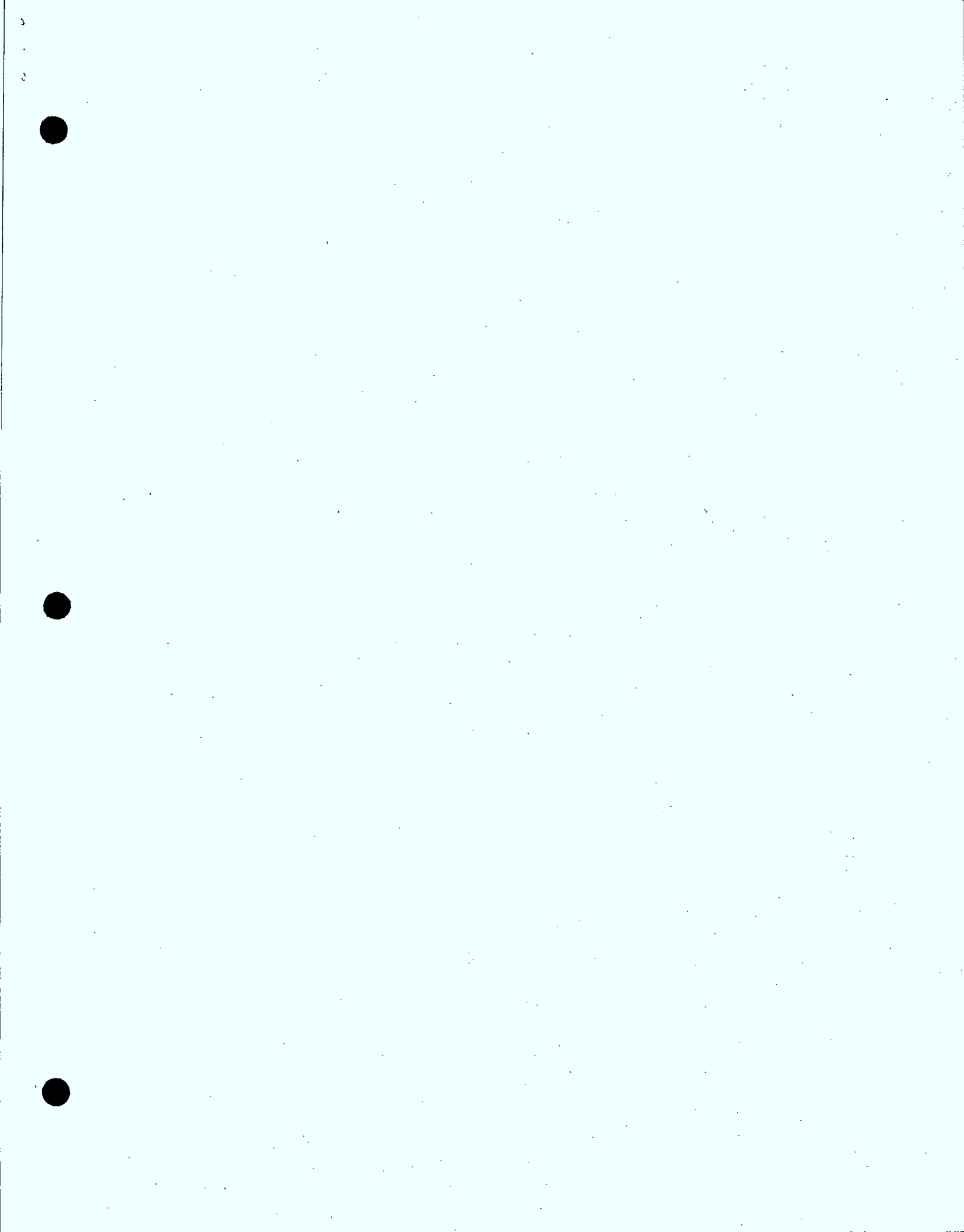
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	600				
Average sales \$	244,072	45,733	94,248	211,258	625,049
Average expense \$	231,048	38,981	91,435	205,675	588,100
Average net profit (loss) \$	13,024	6,752	2,813	5,583	36,949
Businesses reporting a profit (No.)	541				
Average sales \$	242,113	44,971	91,361	208,951	623,167
Average expense \$	223,902	36,469	81,535	199,471	578,134
Average net profit \$	18,211	8,502	9,826	9,480	45,033
Businesses reporting a loss (No.)	59				
Average sales \$	252,537	51,488	99,974	219,014	639,671
Average expense \$	265,276	57,937	111,072	226,539	665,557
Average net loss \$	-12,739	-6,449	-11,098	-7,525	-25,886
<b>1986</b>					
Number of observations in sample	268				
Average sales \$	281,131	59,894	128,436	265,865	670,329
Average expense \$	269,254	54,392	121,695	258,659	642,271
Average net profit (loss) \$	11,877	5,502	6,741	7,206	28,058
Businesses reporting a profit (No.)	200				
Average sales \$	289,662	56,730	129,550	260,528	711,840
Average expense \$	268,398	42,977	119,863	244,965	665,786
Average net profit \$	21,264	13,753	9,687	15,563	46,054
Businesses reporting a loss (No.)	68				
Average sales \$	253,985	69,136	120,957	276,002	549,844
Average expense \$	270,103	87,728	133,990	284,670	574,023
Average net loss \$	-16,118	-18,592	-13,033	-8,668	-24,179
<b>1987</b>					
Number of observations in sample	692				
Average sales \$	342,754	63,270	156,989	337,819	812,936
Average expense \$	327,921	56,538	149,097	327,327	778,722
Average net profit (loss) \$	14,833	6,732	7,892	10,492	34,214
Businesses reporting a profit (No.)	533				
Average sales \$	345,730	63,632	156,162	341,807	821,319
Average expense \$	320,445	46,772	142,137	320,872	771,997
Average net profit \$	25,285	16,860	14,025	20,935	49,322
Businesses reporting a loss (No.)	159				
Average sales \$	331,754	62,555	159,704	327,034	777,724
Average expense \$	349,878	75,805	171,954	344,784	806,967
Average net loss \$	-18,124	-13,250	-12,250	-17,750	-29,243

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

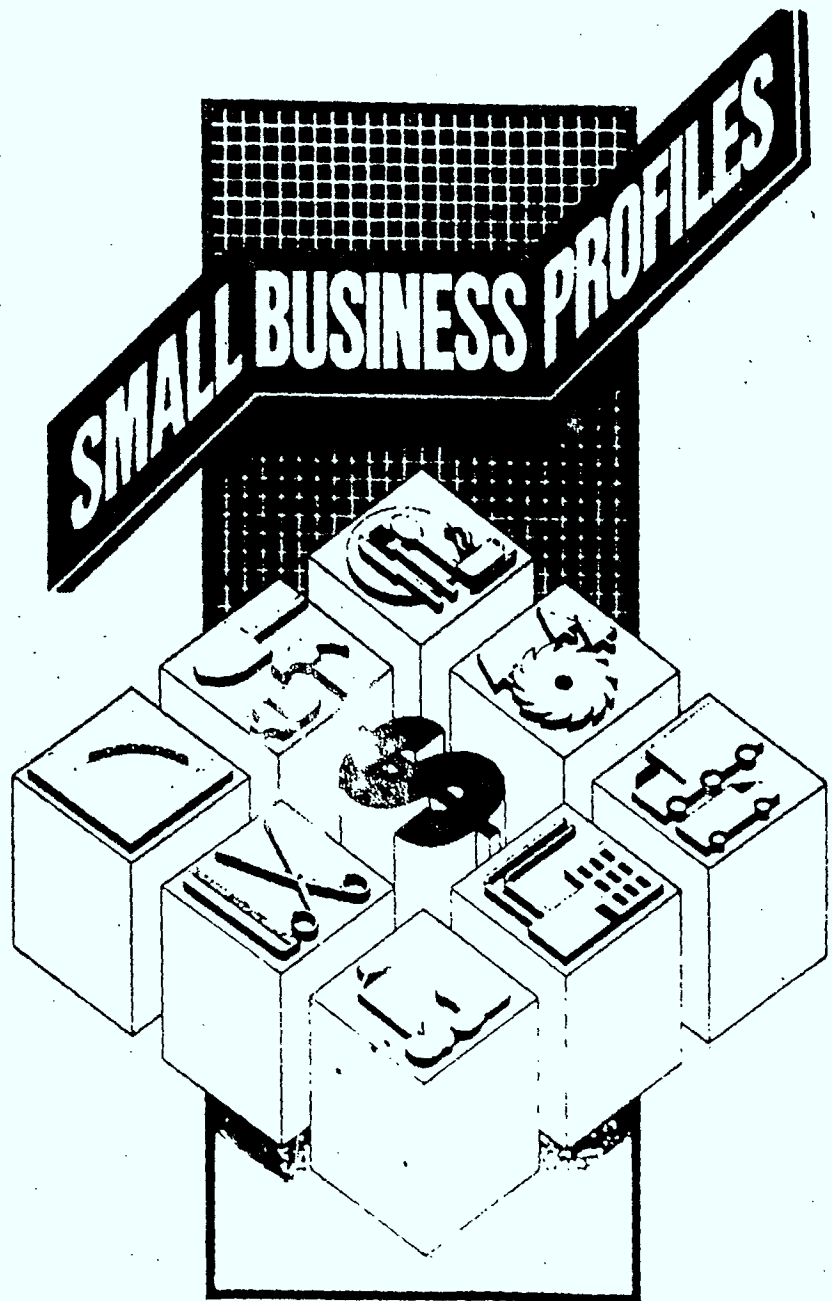
See Table 1 for symbols and notes



MOTELS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	547					
Low sales value (\$000's)	(1)	(1)	66	113	219	
High sales value (\$000's)	(1)	66	113	219	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	29.0	37.4	31.0	26.4	21.2	100.0	29.0	37.4	31.0	26.4	21.2
Depreciation	9.8	11.2	11.3	9.4	7.5	84.0	11.7	16.0	13.0	10.8	8.1
Repairs & maintenance	6.5	8.6	7.5	5.9	4.1	92.9	7.0	9.2	7.9	6.5	4.4
Heat, light & telephone	11.0	15.2	11.5	9.7	7.6	98.2	11.2	15.7	11.8	9.7	7.7
Rent	1.6	2.3	0.7	1.4	2.1	31.3	5.2	7.4	3.8	5.2	4.3
Personnel expenses	18.1	11.9	14.5	20.5	25.5	89.9	20.1	16.8	16.0	20.8	25.6
Financial expenses	15.4	17.8	18.2	14.4	11.2	99.0	15.5	18.2	18.5	14.4	11.2
Interest & bank charges	13.9	16.1	16.7	13.0	9.9	90.0	15.5	19.0	18.5	13.7	11.0
Professional fees	1.5	1.7	1.5	1.4	1.2	91.2	1.6	2.1	1.7	1.5	1.3
Other expenses	32.2	28.8	30.1	32.0	37.7	99.9	32.2	28.8	30.1	32.1	37.7
Profit (loss)	5.4	4.1	6.1	6.8	4.5	96.7	5.6	4.2	6.8	6.8	4.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity. These businesses include motel accommodation services, motel lodging services and motels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	331				
Low sales value (\$000's)	(1)	(1)	97	162	320
High sales value (\$000's)	(1)	97	162	320	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	4	1	1	3	9
Inventory	-	-	-	-	-
Other current assets	41	12	25	30	94
Total current assets	44	13	27	33	103
Fixed assets	415	180	302	364	806
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	30	10	14	26	71
<b>Total assets</b>	<b>489</b>	<b>203</b>	<b>343</b>	<b>422</b>	<b>981</b>
<b>Liabilities and equity</b>					
Current loans	14	2	7	8	39
Other current liabilities	62	14	47	57	130
Total current liabilities	77	16	54	65	170
Mortgages payable	-	-	-	-	-
Long term debt	17	-	2	26	41
Other liabilities	334	176	259	281	618
<b>Total liabilities</b>	<b>428</b>	<b>193</b>	<b>315</b>	<b>371</b>	<b>828</b>
<b>Total equity</b>	<b>61</b>	<b>10</b>	<b>29</b>	<b>51</b>	<b>153</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Motels (SIC 9112)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	331				
Low sales value (\$000's)	(1)	(1)	97	162	320
High sales value (\$000's)	(1)	97	162	320	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.8	0.5	0.5	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	7.0	18.5	10.9	7.3	5.4
Interest coverage ratio (times)	1.3	0.8	0.9	1.4	1.4
Debt ratio (times)	0.9	0.9	0.9	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Motels (SIC 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	182				
Low sales value (\$000's)	(1)	(1)	98	178	344
High sales value (\$000's)	(1)	98	178	344	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	8	1	9	12
Depreciation	23	8	15	24	44
Other	6	19	-3	10	-1
<b>Dividends</b>	-2	-1	-	-2	-6
<b>Investment activities</b>					
Disposal of fixed assets	8	1	4	2	26
Purchase of fixed assets	-38	-4	-13	-53	-80
Increase in investment	-3	-3	-	-	-9
Decrease in investment	2	2	-	2	3
<b>Financing activities</b>					
Increase in long term debt	35	-	13	27	99
Repayment of long term debt	-32	-7	-13	-21	-85
Loans from shareholders	10	2	3	19	14
Repayment of loans from shareholders	-11	-2	-5	-16	-20
Advances & loans from government	1	-	1	-	4
Increase in equity	6	-	1	18	5
Decrease in equity	-5	-	-1	-14	-3
Other	-	-2	-	-	1
Increase(decrease) in cash & equivalents	7	20	4	4	4
Cash & equivalents-Beginning of the year	13	6	17	5	22
Cash & equivalents - End of the year	20	26	21	9	25

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Motels (SIC 9112)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,820</b>	<b>162,988</b>	<b>15,747</b>	<b>393</b>	<b>278</b>
less than 20	2,657	92,611	8,866	376	259
20 - 99	148	46,926	4,608	17	18
100 - 499	14	X	1,650	-	1
500 and over	1	X	623	-	-
<b>1987</b>					
<b>Total</b>	<b>2,998</b>	<b>211,419</b>	<b>17,897</b>	<b>441</b>	<b>...</b>
less than 20	2,811	118,841	10,035	419	...
20 - 99	170	65,656	5,621	18	...
100 - 499	16	X	1,601	4	...
500 and over	1	X	640	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

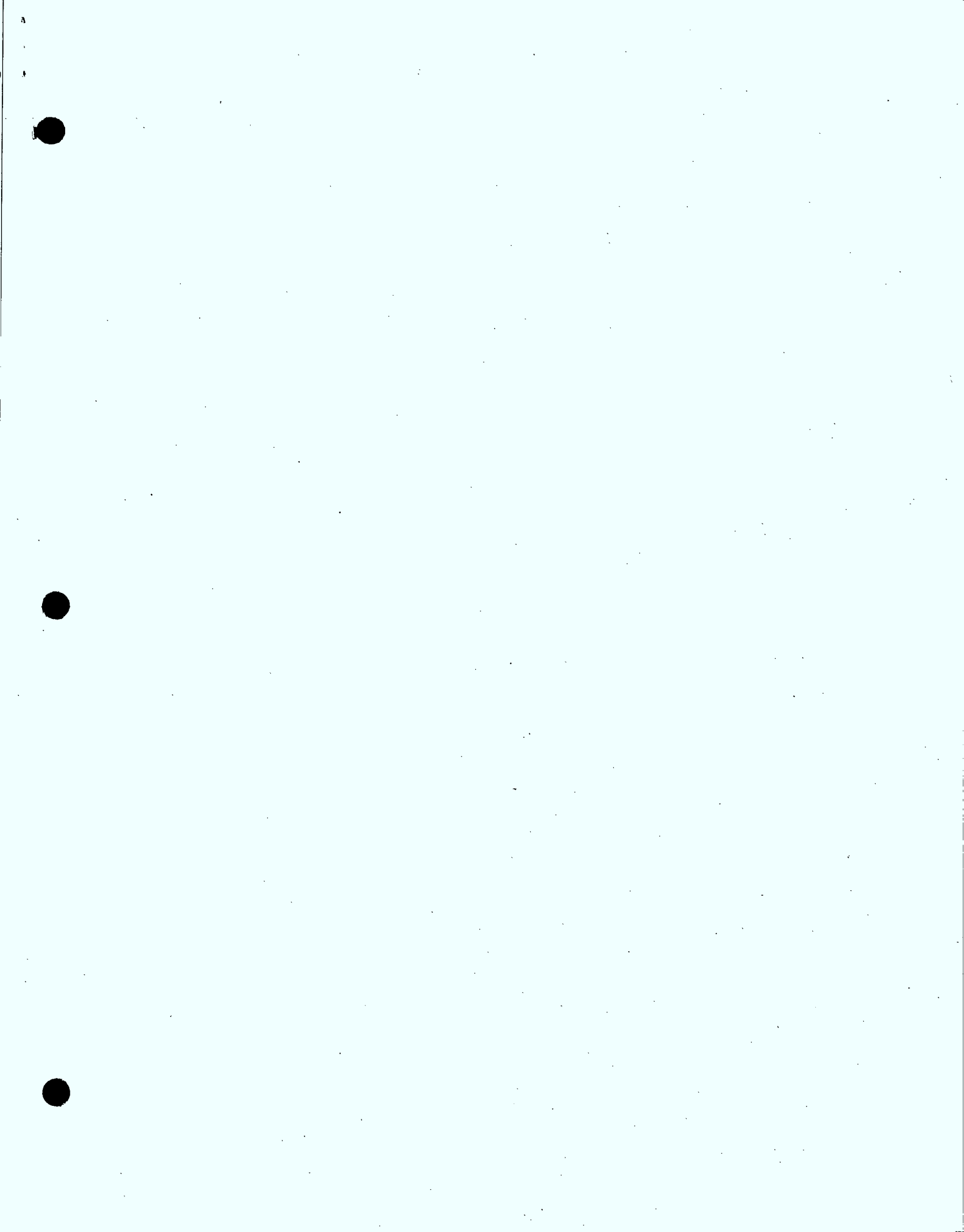


TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Motels (SIC 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	549				
Average sales \$	235,474	44,073	82,695	171,537	643,592
Average expense \$	229,677	41,604	82,899	163,333	631,171
Average net profit (loss) \$	5,797	2,469	-204	8,504	12,421
Businesses reporting a profit (No.)	410				
Average sales \$	241,503	43,359	85,185	171,420	666,047
Average expense \$	214,696	33,298	69,041	151,053	605,391
Average net profit \$	26,807	10,061	16,144	20,367	60,656
Businesses reporting a loss (No.)	139				
Average sales \$	220,833	45,011	79,478	171,859	586,985
Average expense \$	261,406	52,505	100,805	195,151	696,163
Average net loss \$	-40,573	-7,494	-21,327	-24,292	-109,178
<b>1986</b>					
Number of observations in sample	594				
Average sales \$	232,683	39,944	88,000	176,638	626,150
Average expense \$	217,944	36,951	81,703	162,547	590,575
Average net profit (loss) \$	14,739	2,993	6,297	14,091	35,575
Businesses reporting a profit (No.)	457				
Average sales \$	246,593	41,425	90,087	176,803	678,056
Average expense \$	218,317	33,172	75,648	148,188	616,261
Average net profit \$	28,276	8,253	14,439	28,615	61,795
Businesses reporting a loss (No.)	137				
Average sales \$	195,930	36,412	83,943	176,170	487,193
Average expense \$	216,110	45,961	93,475	203,191	521,812
Average net loss \$	-20,180	-9,549	-9,532	-27,021	-34,619
<b>1987</b>					
Number of observations in sample	631				
Average sales \$	195,217	44,999	93,918	158,619	483,338
Average expense \$	185,757	43,050	88,536	147,887	463,555
Average net profit (loss) \$	9,460	1,943	5,382	10,732	19,783
Businesses reporting a profit (No.)	416				
Average sales \$	195,684	46,530	92,837	160,997	482,373
Average expense \$	172,415	36,673	78,253	140,010	434,722
Average net profit \$	23,269	9,857	14,584	20,987	47,651
Businesses reporting a loss (No.)	215				
Average sales \$	194,308	42,801	96,062	152,995	485,374
Average expense \$	213,008	52,148	108,931	166,517	524,434
Average net loss \$	-18,700	-9,347	-12,869	-13,522	-39,060

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

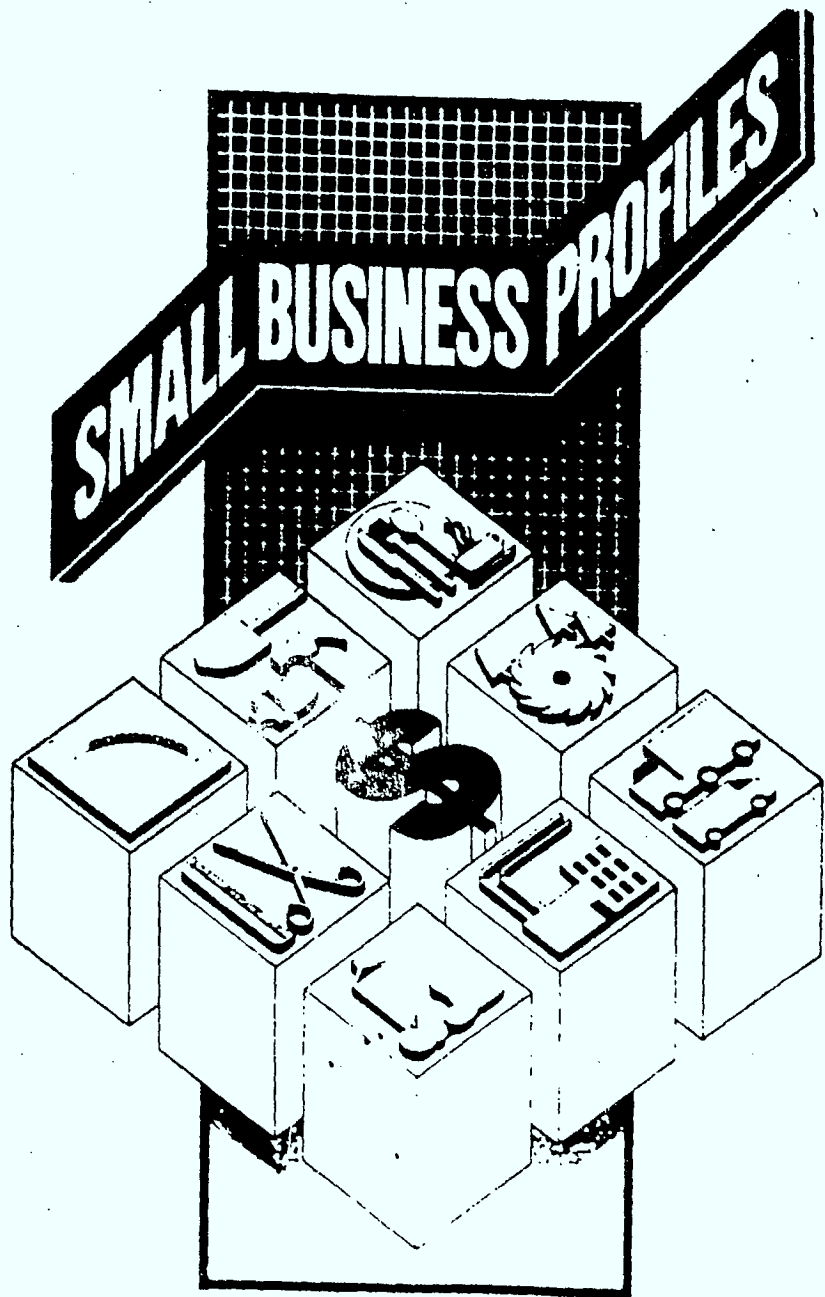
See Table 1 for symbols and notes



# MUSICAL INSTRUMENT & RECORD STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	236													
Low sales value (\$000's)	(1)	(1)												354
High sales value (\$000's)	(1)	45												111
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	51.7	45.3	43.8	54.6	62.6	94.5	54.7	49.8	48.0	56.6	63.2			
Occupancy expenses	11.3	12.1	13.4	12.9	6.7	100.0	11.3	12.1	13.4	12.9	6.7			
Depreciation	2.6	3.5	3.0	2.9	1.2	91.2	2.9	3.9	3.2	3.3	1.3			
Repairs & maintenance	1.0	1.1	1.9	0.7	0.4	72.8	1.4	1.7	2.5	1.1	0.5			
Heat, light & telephone	1.9	2.4	2.3	1.7	1.3	88.7	2.2	2.8	3.0	1.7	1.3			
Rent	5.7	5.2	6.1	7.6	3.8	77.7	7.3	9.2	7.4	8.4	4.7			
Personnel expenses	11.6	9.1	9.6	13.4	14.2	76.6	15.2	20.4	14.9	14.1	14.3			
Financial expenses	2.8	2.6	2.6	3.9	2.1	91.4	3.1	3.2	2.9	4.1	2.2			
Interest & bank charges	2.1	1.9	1.5	3.1	1.6	81.4	2.5	2.7	2.0	3.6	1.8			
Professional fees	0.8	0.7	1.1	0.7	0.5	84.4	0.9	1.0	1.2	0.9	0.5			
Other expenses	17.4	25.5	18.4	15.6	10.8	100.0	17.4	25.5	18.4	15.6	10.8			
Profit (loss)	5.2	5.4	12.3	-0.3	3.6	98.3	5.3	5.5	12.3	-0.3	3.7			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 6550 - Musical Instrument and Record Stores

Businesses primarily engaged in retail dealing in musical instruments, sheet music, records and tapes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	176				
Low sales value (\$000's)	(1)	(1)	108	262	524
High sales value (\$000's)	(1)	108	262	524	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	15	4	5	13	36
Inventory	-	-	-	-	-
Other current assets	119	44	65	134	231
Total current assets	134	48	70	147	268
Fixed assets	38	9	65	27	47
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	4	9	24
<b>Total assets</b>	<b>182</b>	<b>60</b>	<b>139</b>	<b>183</b>	<b>339</b>
<b>Liabilities and equity</b>					
Current loans	24	2	21	28	41
Other current liabilities	56	13	30	48	131
Total current liabilities	79	15	51	77	172
Mortgages payable	-	-	-	-	-
Long term debt	2	1	-	4	4
Other liabilities	65	30	95	51	79
<b>Total liabilities</b>	<b>147</b>	<b>45</b>	<b>147</b>	<b>131</b>	<b>255</b>
<b>Total equity</b>	<b>35</b>	<b>15</b>	<b>-7</b>	<b>52</b>	<b>84</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Musical Instrument and Record Stores (SIC 655)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	176				
Low sales value (\$000's)	(1)	(1)	108	262	524
High sales value (\$000's)	(1)	108	262	524	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	3.3	1.4	1.9	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.1	3.1	-20.1	2.5	3.0
Interest coverage ratio (times)	1.8	0.1	...	2.1	3.2
Debt ratio (times)	0.8	0.8	1.1	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Musical Instrument and Record Stores (SIC 655)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101				
Low sales value (\$000's)	(1)	(1)	107	253	529
High sales value (\$000's)	(1)	107	253	529	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	6	2	-13	8	27
Depreciation	7	2	9	8	9
Other	-11	-3	1	-11	-28
<b>Dividends</b>	-3	-1	-2	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	-	-	3	9
Purchase of fixed assets	-16	-4	-20	-14	-25
Increase in investment	-3	-	-	-	-10
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	8	-	-	11	21
Repayment of long term debt	-7	-	-7	-12	-9
Loans from shareholders	11	3	24	8	9
Repayment of loans from shareholders	-2	-	-1	-2	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-	-8	-3	-8
Cash & equivalents-Beginning of the year	-9	-	-3	-28	-3
Cash & equivalents - End of the year	-14	-1	-11	-31	-10

1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Musical Instrument and Record Stores (SIC 655)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,230</b>	<b>66,815</b>	<b>5,849</b>	<b>196</b>	<b>143</b>
less than 20	1,169	44,199	3,865	192	135
20 - 99	48	14,433	1,258	3	2
100 - 499	13	8,183	726	1	6
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>1,257</b>	<b>90,262</b>	<b>6,704</b>	<b>186</b>	<b>...</b>
less than 20	1,179	52,484	3,892	180	...
20 - 99	53	18,880	1,404	4	...
100 - 499	25	18,898	1,408	2	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Musical Instrument and Record Stores (SIC 655)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	203				
Average sales \$	236,041	39,428	80,439	178,641	647,656
Average expense \$	227,149	34,823	76,073	171,913	625,788
Average net profit (loss) \$	8,892	4,605	4,366	4,728	21,868
Businesses reporting a profit (No.)	157				
Average sales \$	246,587	40,127	77,900	179,244	689,077
Average expense \$	226,634	29,371	71,085	163,741	642,340
Average net profit \$	19,953	10,756	6,815	15,503	46,737
Businesses reporting a loss (No.)	46				
Average sales \$	216,702	38,198	87,251	171,917	569,440
Average expense \$	228,785	44,408	89,455	186,745	594,533
Average net loss \$	-12,083	-6,210	-2,204	-14,828	-25,093
<b>1986</b>					
Number of observations in sample	154				
Average sales \$	249,584	35,319	71,124	241,582	650,310
Average expense \$	245,874	26,100	85,505	233,895	637,997
Average net profit (loss) \$	3,710	9,219	-14,381	7,687	12,313
Businesses reporting a profit (No.)	122				
Average sales \$	260,942	35,193	65,264	248,670	694,641
Average expense \$	242,945	20,809	56,928	232,956	661,087
Average net profit \$	17,997	14,384	8,336	15,714	33,554
Businesses reporting a loss (No.)	32				
Average sales \$	229,144	35,786	77,899	228,110	574,779
Average expense \$	249,649	45,721	118,543	235,678	598,655
Average net loss \$	-20,505	-9,935	-40,644	-7,568	-23,876
<b>1987</b>					
Number of observations in sample	273				
Average sales \$	245,990	34,291	78,326	204,179	667,163
Average expense \$	237,865	32,552	72,142	203,346	643,419
Average net profit (loss) \$	8,125	1,739	6,184	833	23,744
Businesses reporting a profit (No.)	210				
Average sales \$	245,812	35,143	73,990	209,608	664,505
Average expense \$	227,602	25,472	58,725	197,385	628,825
Average net profit \$	18,210	9,671	15,265	12,223	35,680
Businesses reporting a loss (No.)	63				
Average sales \$	247,258	32,781	85,180	191,381	679,688
Average expense \$	267,005	45,083	93,353	217,400	712,183
Average net loss \$	-19,747	-12,302	-8,173	-26,019	-32,495

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	1,208													
Low sales value (\$000's)	(1)	(1)	49	83	93									197
High sales value (\$000's)	(1)	49	83	197	(1)									(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Occupancy expenses	27.4	29.5	26.0	29.0	25.3	98.1	28.0	30.1	26.5	29.3	25.9			
Depreciation	12.6	15.7	12.6	12.9	9.1	83.5	15.1	19.1	15.7	14.9	10.7			
Repairs & maintenance	6.9	6.8	6.6	7.0	7.0	71.9	9.5	10.6	9.5	9.4	8.8			
Heat, light & telephone	6.2	5.4	4.8	6.8	7.9	68.1	9.2	10.0	7.8	9.0	9.8			
Rent	1.8	1.6	2.0	2.2	1.3	13.6	13.0	20.2	15.5	14.4	6.9			
Personnel expenses	11.4	9.8	12.1	11.4	12.4	48.6	23.5	30.7	30.9	22.0	17.4			
Financial expenses	35.1	47.6	35.4	29.3	28.1	98.0	35.8	49.1	35.7	30.0	28.7			
Interest & bank charges	32.0	43.3	32.0	26.5	26.1	84.4	37.8	53.8	38.3	31.4	29.3			
Professional fees	3.1	4.3	3.4	2.9	1.9	91.6	3.4	4.8	3.7	3.0	2.2			
Other expenses	26.8	24.0	27.5	28.8	26.7	99.7	26.8	24.3	27.5	28.8	26.7			
Profit (loss)	-0.7	-10.9	-1.0	1.5	7.5	95.8	-0.8	-11.8	-1.1	1.5	7.6			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 7510 - Operators of Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,067				
Low sales value (\$000's)	(1)	(1)	49	85	200
High sales value (\$000's)	(1)	49	85	200	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	2	2	6	21
Inventory	-	-	-	-	-
Other current assets	104	31	36	63	284
Total current assets	111	33	38	69	305
Fixed assets	601	180	274	494	1,452
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	144	33	58	162	322
<b>Total assets</b>	<b>857</b>	<b>246</b>	<b>370</b>	<b>725</b>	<b>2,079</b>
<b>Liabilities and equity</b>					
Current loans	18	3	5	7	57
Other current liabilities	131	48	72	79	322
Total current liabilities	148	50	77	86	379
Mortgages payable	-	-	-	-	-
Long term debt	4	1	1	3	12
Other liabilities	573	155	215	496	1,422
<b>Total liabilities</b>	<b>725</b>	<b>206</b>	<b>293</b>	<b>585</b>	<b>1,813</b>
<b>Total equity</b>	<b>131</b>	<b>40</b>	<b>78</b>	<b>140</b>	<b>266</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,067				
Low sales value (\$000's)	(1)	(1)	49	85	200
High sales value (\$000's)	(1)	49	85	200	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	0.7	0.5	0.8	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.5	5.2	3.8	4.2	6.8
Interest coverage ratio (times)	1.2	0.7	0.9	1.1	1.3
Debt ratio (times)	0.8	0.8	0.8	0.8	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	103				
Low sales value (\$000's)	(1)	(1)	53	32	16
High sales value (\$000's)	(1)	53	32	16	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	46	10	62	36	72
Depreciation	20	2	16	15	44
Other	-17	1	-45	16	-37
<b>Dividends</b>	-23	-9	-24	-20	-35
<b>Investment activities</b>					
Disposal of fixed assets	30	17	27	66	12
Purchase of fixed assets	-111	-	-8	-187	-228
Increase in investment	-24	-2	-20	-44	-32
Decrease in investment	19	-	51	-	25
<b>Financing activities</b>					
Increase in long term debt	86	1	-	137	188
Repayment of long term debt	-41	-1	-3	-32	-116
Loans from shareholders	47	1	3	15	152
Repayment of loans from shareholders	-33	-19	-32	-7	-88
Advances & loans from government	-	-	-	-	-
Increase in equity	13	-	1	41	11
Decrease in equity	-4	-	-1	-5	-8
Other	3	-1	-3	-	13
<b>Increase(decrease) in cash &amp; equivalents</b>	11	-1	25	31	-8
Cash & equivalents-Beginning of the year	29	11	31	2	67
Cash & equivalents - End of the year	40	11	55	33	59

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	16,759	1,700,340	95,102	2,591	1,682
less than 20	15,837	610,018	33,929	2,494	1,633
20 - 99	663	374,873	20,961	65	38
100 - 499	181	318,006	18,027	24	7
500 and over	78	397,443	22,185	8	4
<b>1987</b>					
<b>Total</b>	17,858	2,393,428	110,958	2,713	...
less than 20	16,905	796,500	36,983	2,626	...
20 - 99	678	487,967	22,609	54	...
100 - 499	208	464,931	21,826	23	...
500 and over	67	644,030	29,540	10	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,436				
Average sales \$	177,235	33,960	59,499	123,067	492,414
Average expense \$	140,457	22,259	44,760	86,554	408,256
Average net profit (loss) \$	36,778	11,701	14,739	36,513	84,158
Businesses reporting a profit (No.)	1,025				
Average sales \$	180,209	33,990	58,882	122,170	505,793
Average expense \$	111,833	9,948	28,148	60,474	348,763
Average net profit \$	68,376	24,042	30,734	61,696	157,030
Businesses reporting a loss (No.)	411				
Average sales \$	169,237	33,893	60,660	125,202	457,191
Average expense \$	209,927	50,136	76,007	148,673	564,892
Average net loss \$	-40,690	-16,243	-15,347	-23,471	-107,701
<b>1986</b>					
Number of observations in sample	2,103				
Average sales \$	184,564	34,882	64,884	135,820	502,669
Average expense \$	168,213	36,227	60,905	130,543	445,177
Average net profit (loss) \$	16,351	-1,345	3,979	5,277	57,492
Businesses reporting a profit (No.)	1,384				
Average sales \$	184,931	34,528	65,300	135,409	504,486
Average expense \$	140,515	27,027	49,092	100,938	385,003
Average net profit \$	44,416	7,501	16,208	34,471	119,483
Businesses reporting a loss (No.)	719				
Average sales \$	183,616	35,314	64,203	136,576	498,371
Average expense \$	225,056	47,451	80,290	184,975	587,507
Average net loss \$	-41,440	-12,137	-16,087	-48,399	-89,136
<b>1987</b>					
Number of observations in sample	1,680				
Average sales \$	169,357	36,504	64,605	126,989	449,330
Average expense \$	160,978	40,127	66,307	127,950	409,529
Average net profit (loss) \$	8,379	-3,623	-1,702	-961	-39,801
Businesses reporting a profit (No.)	1,071				
Average sales \$	170,530	36,770	64,963	129,333	451,055
Average expense \$	134,724	26,931	50,384	104,726	356,853
Average net profit \$	35,806	9,839	14,579	24,607	94,202
Businesses reporting a loss (No.)	609				
Average sales \$	167,217	36,147	64,131	123,509	445,081
Average expense \$	211,775	57,917	87,409	162,445	539,330
Average net loss \$	-44,558	-21,770	-23,278	-38,936	-94,249

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

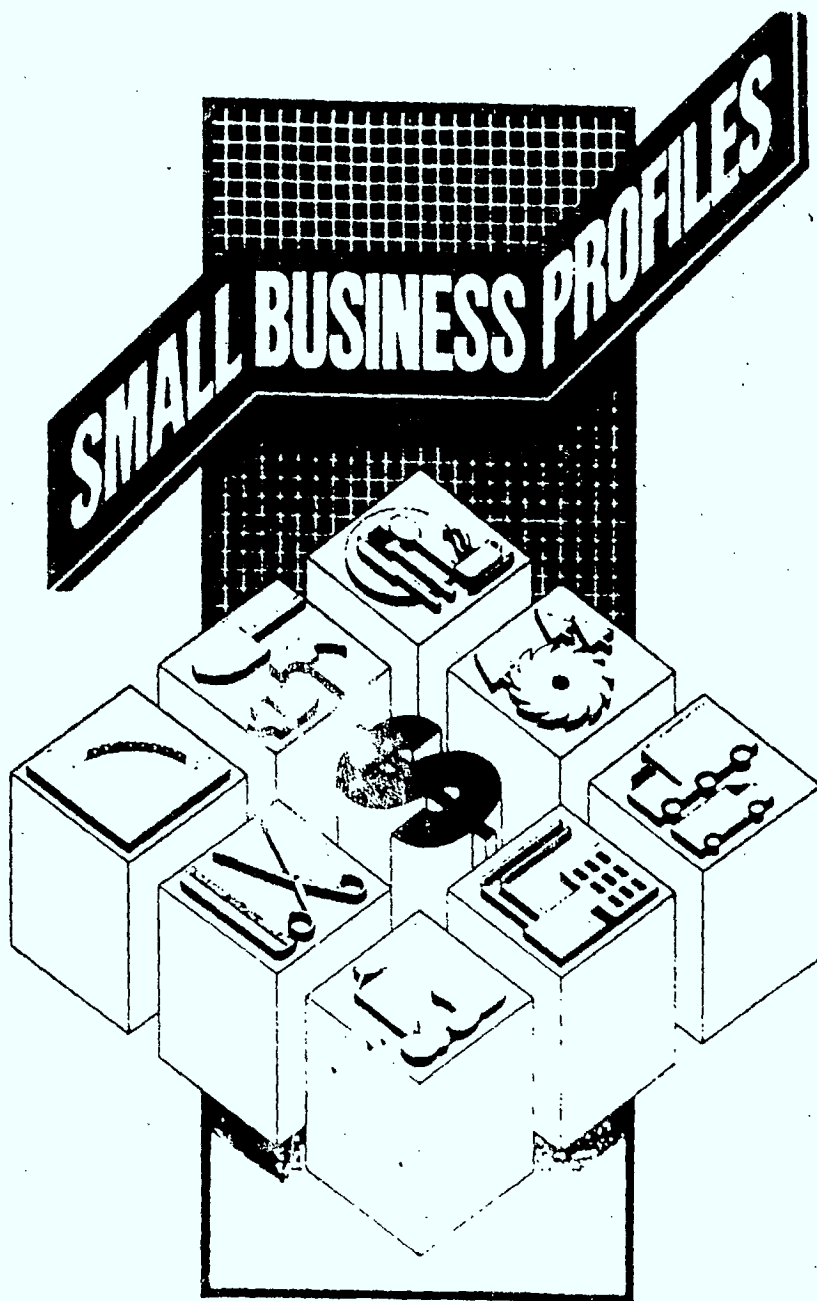
See Table 1 for symbols and notes



# OPERATORS OF NON-RESIDENTIAL BUILDINGS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%					
Businesses in sample (No.)	395									
Low sales value (\$000's)	(1)	(1)	49	31	214					214
High sales value (\$000's)	(1)	49	91	214	(1)					(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	25.8	26.6	28.1	27.8	20.7	96.9	26.6	27.5	28.4	28.4	22.0
Depreciation	13.6	16.1	13.8	14.9	9.8	89.5	15.2	19.1	15.4	15.8	10.9
Repairs & maintenance	4.0	3.3	4.2	4.2	4.4	62.4	6.4	6.7	7.4	5.9	6.1
Heat, light & telephone	4.1	3.8	4.2	4.0	4.6	54.7	7.6	10.8	8.2	6.1	6.9
Rent	4.0	3.3	5.9	4.8	2.0	19.3	20.7	39.9	27.9	21.0	8.1
Personnel expenses	12.9	10.8	17.0	11.3	12.7	51.7	25.0	28.0	34.2	23.7	17.8
Financial expenses	29.8	32.4	30.4	33.8	22.7	97.9	30.5	33.8	30.9	33.9	23.3
Interest & bank charges	26.4	27.9	27.0	30.0	20.6	85.0	31.0	36.0	30.5	34.9	23.3
Professional fees	3.5	4.6	3.4	3.9	2.1	92.4	3.8	5.2	3.9	3.9	2.2
Other expenses	24.2	20.2	21.7	27.9	26.9	99.2	24.4	20.9	21.7	27.9	26.9
Profit (loss)	7.2	9.9	2.8	-0.9	17.1	96.9	7.5	10.7	2.9	-0.9	17.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating non-residential buildings. This industry includes arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, operating non-residential buildings real estate, shopping centre operating, stadium operating and theatre building operating.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	369	(1)	50	93	216
Low sales value (\$000's)	(1)	50	93	216	(1)
High sales value (\$000's)	(1)				
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	4	1	9	36
Inventory	-	-	-	-	-
Other current assets	113	53	38	58	292
Total current assets	126	57	40	77	328
Fixed assets	542	193	278	530	1,160
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	166	58	79	250	274
<b>Total assets</b>	<b>833</b>	<b>308</b>	<b>397</b>	<b>857</b>	<b>1,762</b>
<b>Liabilities and equity</b>					
Current loans	19	2	6	9	60
Other current liabilities	124	81	60	86	270
Total current liabilities	144	82	66	95	330
Mortgages payable	-	-	-	-	-
Long term debt	8	2	1	8	23
Other liabilities	482	130	200	499	1,093
<b>Total liabilities</b>	<b>634</b>	<b>214</b>	<b>266</b>	<b>602</b>	<b>1,446</b>
<b>Total equity</b>	<b>199</b>	<b>94</b>	<b>130</b>	<b>255</b>	<b>316</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	369	(1)	50	93	216
Low sales value (\$000's)	(1)	50	93	216	(1)
High sales value (\$000's)	(1)				
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.6	0.8	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.2	2.3	2.0	2.4	4.6
Interest coverage ratio (times)	1.5	1.1	1.1	1.1	1.8
Debt ratio (times)	0.8	0.7	0.7	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	(1)	54	98	195
High sales value (\$000's)	(1)	54	98	196	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	57	20	146	-3	54
Depreciation	24	4	38	9	42
Other	-4	-27	26	6	-23
<b>Dividends</b>	-36	-34	-33	-2	-75
<b>Investment activities</b>					
Disposal of fixed assets	13	-	36	-	14
Purchase of fixed assets	-95	-1	-284	-3	-74
Increase in investment	-27	-5	-86	-	-11
Decrease in investment	32	76	3	-	55
<b>Financing activities</b>					
Increase in long term debt	51	-	181	-	13
Repayment of long term debt	-33	-2	-5	-16	-108
Loans from shareholders	43	-	6	9	153
Repayment of loans from shareholders	-44	-25	-41	-4	-104
Advances & loans from government	-	-	-	-	-
Increase in equity	23	-	61	-	26
Decrease in equity	-3	-	-8	-	-3
Other	-1	-5	-	-	2
Increase(decrease) in cash & equivalents	11	1	41	-3	-
Cash & equivalents-Beginning of the year	12	5	26	2	13
Cash & equivalents - End of the year	23	7	67	-1	13

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,117</b>	<b>755,414</b>	<b>43,058</b>	<b>575</b>	<b>446</b>
less than 20	3,699	185,842	10,572	535	422
20 - 99	270	144,739	8,245	22	17
100 - 499	92	141,728	8,306	14	3
500 and over	56	283,105	15,935	4	4
<b>1987</b>					
<b>Total</b>	<b>4,496</b>	<b>1,178,956</b>	<b>55,436</b>	<b>691</b>	<b>...</b>
less than 20	4,071	239,790	11,357	641	...
20 - 99	253	165,425	7,884	26	...
100 - 499	111	219,842	10,646	15	...
500 and over	61	553,899	25,549	9	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	493				
Average sales \$	184,569	35,609	63,193	129,431	510,042
Average expense \$	138,018	19,467	39,607	67,919	425,180
Average net profit (loss) \$	46,551	16,142	23,586	61,612	84,862
Businesses reporting a profit (No.)	357				
Average sales \$	184,637	35,421	65,187	123,141	514,798
Average expense \$	101,727	2,798	20,174	28,828	355,107
Average net profit \$	82,910	32,623	45,013	94,313	159,691
Businesses reporting a loss (No.)	136				
Average sales \$	184,200	35,992	58,967	145,548	496,291
Average expense \$	232,445	53,459	80,780	167,741	627,799
Average net loss \$	-48,245	-17,467	-21,813	-22,193	-131,508
<b>1986</b>					
Number of observations in sample	1,161				
Average sales \$	192,812	34,047	62,910	139,759	534,531
Average expense \$	172,935	32,727	59,233	140,875	458,904
Average net profit (loss) \$	19,877	1,320	3,677	-1,116	75,627
Businesses reporting a profit (No.)	786				
Average sales \$	194,935	34,002	63,016	141,493	541,230
Average expense \$	142,552	25,557	46,861	105,387	392,403
Average net profit \$	52,383	8,445	16,155	36,106	148,827
Businesses reporting a loss (No.)	375				
Average sales \$	188,063	34,159	62,764	136,607	518,722
Average expense \$	237,036	50,696	76,224	205,390	615,832
Average net loss \$	-48,973	-16,537	-13,460	-68,783	-97,110
<b>1987</b>					
Number of observations in sample	599				
Average sales \$	179,825	37,988	68,218	139,704	473,388
Average expense \$	158,915	38,871	72,557	131,017	393,215
Average net profit (loss) \$	20,910	-883	-4,339	8,687	80,173
Businesses reporting a profit (No.)	382				
Average sales \$	185,355	37,544	68,720	150,394	484,760
Average expense \$	140,319	24,679	54,114	114,538	367,944
Average net profit \$	45,036	12,865	14,606	35,856	116,816
Businesses reporting a loss (No.)	217				
Average sales \$	163,995	38,705	67,507	124,798	424,969
Average expense \$	203,824	61,799	98,689	153,995	500,813
Average net loss \$	-39,829	-23,094	-31,182	-29,197	-75,844

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

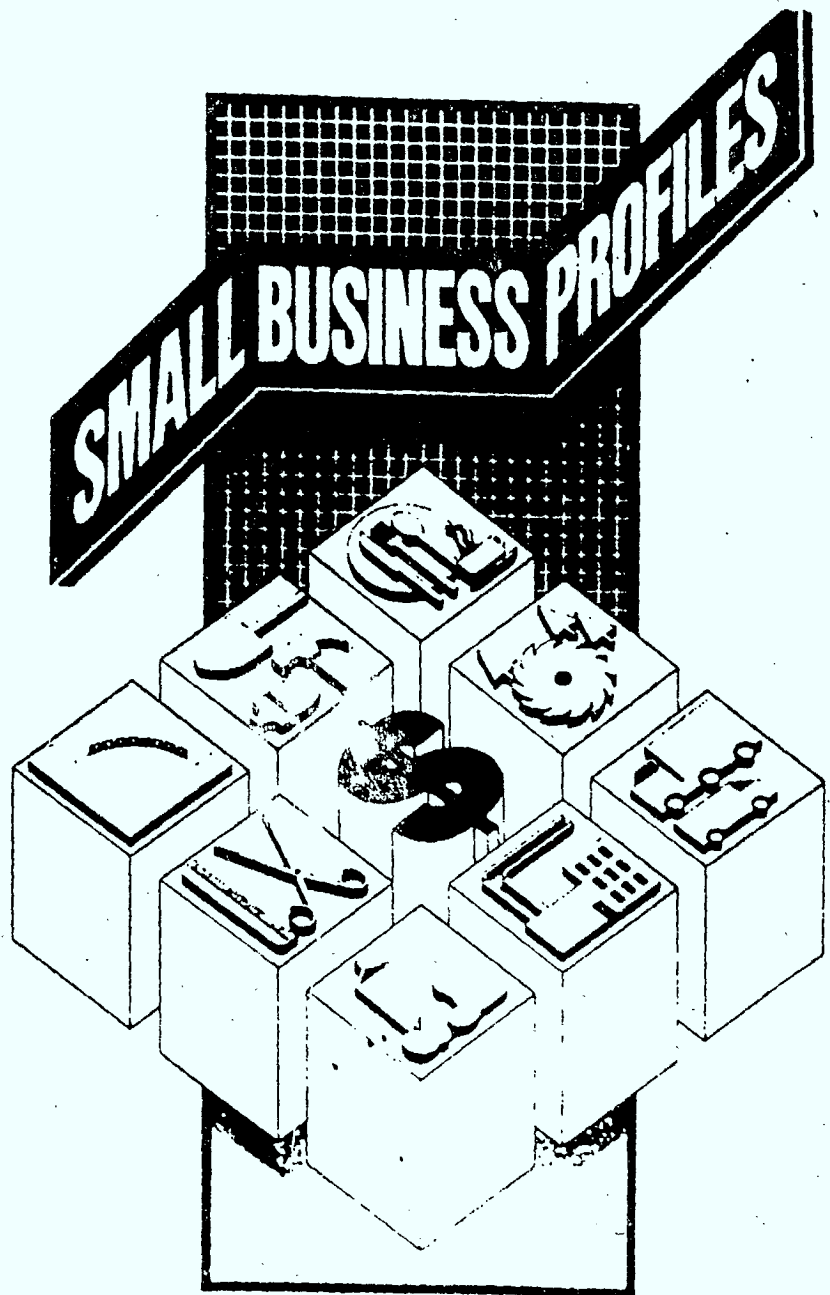
See Table 1 for symbols and notes



# OPERATORS OF RESIDENTIAL BUILDINGS AND DWELLINGS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	813										
Low sales value (\$000's)	(1)	(1)	48		91					184	
High sales value (\$000's)	(1)	48	91		184					(1)	
	Industry average(2)						Reporting businesses only( 3)				
Selected expense item	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	% busi- nesses reporting	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.2	0.1	-	-	0.5	1.1	14.8	7.8	5.5	1.4	22.2
Occupancy expenses	28.2	30.1	25.9	28.5	28.4	98.6	28.6	30.7	25.5	28.6	28.7
Depreciation	12.0	15.2	12.5	11.8	8.6	80.5	14.9	18.8	15.7	14.5	10.7
Repairs & maintenance	8.2	7.9	7.6	7.8	9.2	75.0	10.7	11.4	10.4	10.1	11.1
Heat, light & telephone	7.2	6.2	5.2	7.9	9.7	73.9	9.8	9.8	8.0	9.8	11.1
Rent	0.8	0.8	0.5	0.9	0.9	11.5	6.8	10.1	4.7	9.2	5.5
Personnel expenses	10.9	9.8	10.5	11.4	11.7	47.6	22.9	33.8	27.4	22.3	16.4
Financial expenses	37.6	54.6	36.6	29.5	29.9	98.0	38.4	56.1	36.7	30.5	30.4
Interest & bank charges	34.7	50.5	33.3	26.9	28.1	84.4	41.1	61.7	40.2	31.6	32.0
Professional fees	3.0	4.1	3.3	2.6	1.8	91.2	3.2	4.6	3.4	2.8	2.1
Other expenses	27.5	25.5	29.4	29.4	25.7	100.0	27.5	25.5	29.4	29.4	25.7
Profit (loss)	-4.4	-20.1	-2.5	1.1	3.7	95.4	-4.6	-21.8	-2.6	1.2	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7511 - Operators of Residential Buildings and Dwellings

Businesses primarily engaged in operating, or in owning and operating residential buildings and dwellings. This industry includes apartment building operating, apartment hotel operating, condominium management, leasing of residential buildings and residential buildings real estate operating.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698	(1)	48	82	192
Low sales value (\$000's)	(1)	48	82	192	(1)
High sales value (\$000's)	(1)				
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	6	1	2	5	14
Inventory	-	-	-	-	-
Other current assets	98	21	33	63	274
Total current assets	103	22	34	68	288
Fixed assets	625	177	255	498	1,565
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	143	15	53	117	386
<b>Total assets</b>	<b>871</b>	<b>215</b>	<b>342</b>	<b>683</b>	<b>2,239</b>
<b>Liabilities and equity</b>					
Current loans	17	3	5	6	55
Other current liabilities	133	34	71	79	346
Total current liabilities	150	37	76	86	401
Mortgages payable	-	-	-	-	-
Long term debt	3	-	1	2	8
Other liabilities	621	160	217	504	1,600
<b>Total liabilities</b>	<b>774</b>	<b>198</b>	<b>294</b>	<b>592</b>	<b>2,008</b>
<b>Total equity</b>	<b>97</b>	<b>17</b>	<b>49</b>	<b>92</b>	<b>231</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698	(1)	48	82	192
Low sales value (\$000's)	(1)	48	82	192	(1)
High sales value (\$000's)	(1)				
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.6	0.5	0.8	0.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	8.0	11.6	6.1	6.4	8.7
Interest coverage ratio (times)	1.1	0.6	0.9	1.0	1.1
Debt ratio (times)	0.9	0.9	0.9	0.9	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	48				
Low sales value (\$000's)	(1)	(1)	60	74	192
High sales value (\$000's)	(1)	60	74	192	111
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	21	7	-6	14	62
Depreciation	17	1	6	11	44
Other	-19	-4	13	-18	-56
<b>Dividends</b>	-8	-	-	-17	-13
<b>Investment activities</b>					
Disposal of fixed assets	9	32	-	-	5
Purchase of fixed assets	-88	-	-9	-10	-279
Increase in investment	-13	-	-	-	-43
Decrease in investment	3	-	-	-	10
<b>Financing activities</b>					
Increase in long term debt	92	-	-	28	286
Repayment of long term debt	-36	-	-2	-7	-113
Loans from shareholders	41	-	-	20	121
Repayment of loans from shareholders	-34	-31	-	-10	-81
Advances & loans from government	-	-	-	-	-
Increase in equity	3	-	5	-	6
Decrease in equity	-1	-	-	-	-2
Other	5	-2	-	1	19
Increase(decrease) in cash & equivalents	-6	2	7	11	-35
Cash & equivalents-Beginning of the year	48	18	38	8	105
Cash & equivalents - End of the year	42	20	45	19	73

11) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>9,884</b>	<b>714,673</b>	<b>39,400</b>	<b>1,307</b>	<b>846</b>
less than 20	9,525	330,809	18,197	1,268	830
20 - 99	284	165,438	9,154	29	14
100 - 499	58	124,588	6,922	6	2
500 and over	17	93,838	5,127	4	-
<b>1987</b>					
<b>Total</b>	<b>10,237</b>	<b>913,299</b>	<b>41,949</b>	<b>1,385</b>	<b>...</b>
less than 20	9,838	417,166	19,181	1,355	...
20 - 99	324	246,012	11,286	21	...
100 - 499	71	184,785	8,562	8	...
500 and over	4	65,336	2,920	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

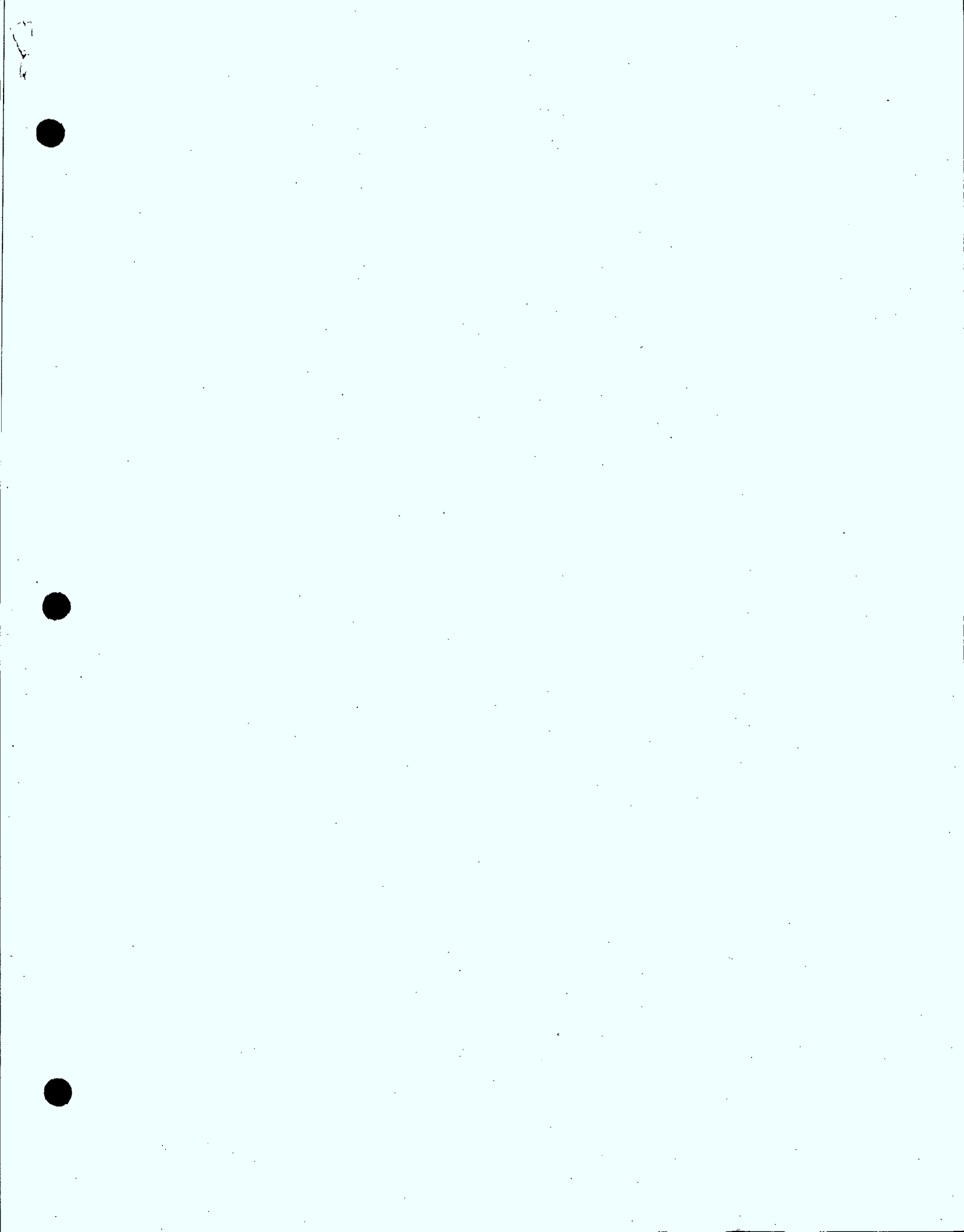


TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Operators of Residential Buildings and Dwellings (SIC 7511)

	Total (I)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	798				
Average sales \$	178,205	33,666	57,933	121,892	499,327
Average expense \$	145,181	25,577	50,390	97,634	407,124
Average net profit (loss) \$	33,024	8,089	7,543	24,258	32,203
Businesses reporting a profit (No.)	565				
Average sales \$	181,623	33,917	56,686	124,542	511,345
Average expense \$	120,508	19,353	39,099	75,193	348,388
Average net profit \$	61,115	14,564	17,587	49,349	162,957
Businesses reporting a loss (No.)	233				
Average sales \$	169,061	33,029	60,339	116,681	466,195
Average expense \$	206,097	41,399	72,180	141,756	569,051
Average net loss \$	-37,036	-8,370	-11,841	-25,075	-102,856
<b>1986</b>					
Number of observations in sample	744				
Average sales \$	194,178	37,148	73,289	149,638	516,638
Average expense \$	177,736	39,279	69,287	137,384	464,994
Average net profit (loss) \$	16,442	-2,131	4,002	12,254	51,644
Businesses reporting a profit (No.)	470				
Average sales \$	193,308	38,455	75,429	149,630	509,716
Average expense \$	151,707	31,823	56,944	112,618	405,442
Average net profit \$	41,601	6,632	18,485	37,012	104,274
Businesses reporting a loss (No.)	274				
Average sales \$	197,230	36,088	69,275	149,651	533,905
Average expense \$	232,756	45,319	92,437	179,709	613,558
Average net loss \$	-35,526	-9,231	-23,162	-30,058	-79,653
<b>1987</b>					
Number of observations in sample	1,081				
Average sales \$	164,864	35,862	63,291	121,830	438,471
Average expense \$	162,024	40,529	64,818	126,165	416,594
Average net profit (loss) \$	2,840	-4,667	-1,527	-4,335	21,887
Businesses reporting a profit (No.)	689				
Average sales \$	163,314	36,702	64,176	120,931	431,447
Average expense \$	132,093	28,254	49,470	100,411	350,235
Average net profit \$	31,221	8,448	14,706	20,520	81,212
Businesses reporting a loss (No.)	392				
Average sales \$	168,224	34,754	62,201	123,169	452,772
Average expense \$	214,172	56,742	83,716	164,547	551,682
Average net loss \$	-45,948	-21,988	-21,515	-41,378	-98,910

(I) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# ORNAMENTAL AND ARCHITECTURAL METAL PRODUCTS INDUSTRIES

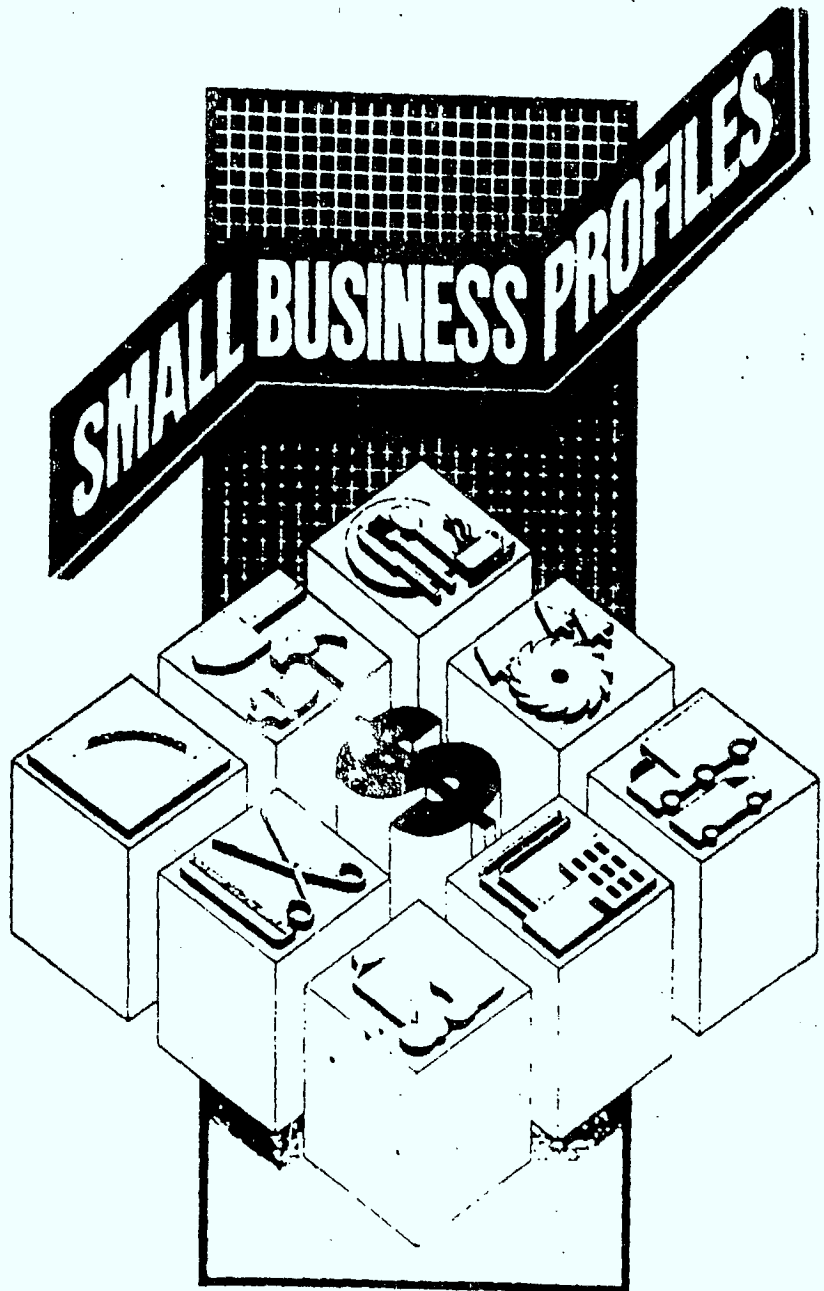
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CANADA

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1987

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SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only(3)							
Businesses in sample (No.)	361													
Low sales value (\$000's)	(1)	(1)	212	441	441									875
High sales value (\$000's)	(1)	212	441	875	(1)									(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only(3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	43.6	37.9	42.6	45.8	48.1	98.6	44.2	38.2	43.3	46.2	49.2			
Occupancy expenses	6.6	9.0	6.7	5.7	5.0	99.8	6.6	9.0	6.7	5.7	5.1			
Depreciation	1.8	2.1	2.1	1.7	1.6	90.9	2.0	2.7	2.1	1.8	1.6			
Repairs & maintenance	0.6	0.5	0.7	0.7	0.6	70.5	0.9	0.6	1.1	1.1	0.9			
Heat, light & telephone	1.6	2.6	1.6	1.3	1.1	97.2	1.7	2.6	1.7	1.3	1.1			
Rent	2.5	3.9	2.4	2.0	1.8	73.1	3.4	6.0	3.2	2.6	2.3			
Personnel expenses	25.6	18.8	29.8	26.5	27.2	94.0	27.2	24.5	29.8	26.5	27.4			
Financial expenses	1.8	1.7	1.8	2.0	1.6	96.6	1.8	1.9	1.8	2.0	1.6			
Interest & bank charges	1.0	0.7	0.9	1.2	1.0	82.2	1.2	1.1	1.1	1.3	1.2			
Professional fees	0.8	1.0	0.8	0.8	0.6	93.7	0.8	1.1	0.9	0.8	0.6			
Other expenses	14.4	17.8	13.4	12.8	13.6	100.0	14.4	17.8	13.4	12.8	13.6			
Profit (loss)	8.0	14.8	5.7	7.1	4.5	99.8	8.0	14.8	5.7	7.1	4.5			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

SIC 3030 - Ornamental and Architectural Metal Products Industries

Businesses primarily engaged in manufacturing metal windows and doors; prefabricated, portable metal buildings; and other ornamental and architectural metal products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	329				
Low sales value (\$000's)	(1)	(1)	252	499	923
High sales value (\$000's)	(1)	252	499	923	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	93	14	39	98	220
Inventory	-	-	-	-	-
Other current assets	127	36	68	128	274
Total current assets	220	50	107	226	495
Fixed assets	80	18	52	92	160
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	5	7	18	29
<b>Total assets</b>	<b>315</b>	<b>73</b>	<b>166</b>	<b>336</b>	<b>684</b>
<b>Liabilities and equity</b>					
Current loans	29	4	8	32	73
Other current liabilities	108	22	54	114	240
Total current liabilities	137	25	62	145	313
Mortgages payable	-	-	-	-	-
Long term debt	5	1	1	7	12
Other liabilities	55	22	34	70	94
<b>Total liabilities</b>	<b>197</b>	<b>48</b>	<b>97</b>	<b>222</b>	<b>419</b>
<b>Total equity</b>	<b>118</b>	<b>24</b>	<b>68</b>	<b>113</b>	<b>265</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	329				
Low sales value (\$000's)	(1)	(1)	252	499	923
High sales value (\$000's)	(1)	252	499	923	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	2.0	1.7	1.6	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	2.0	1.4	2.0	1.6
Interest coverage ratio (times)	6.4	3.8	8.4	6.2	6.2
Debt ratio (times)	0.6	0.7	0.6	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	196				
Low sales value (\$000's)	(1)	(1)	310	606	982
High sales value (\$000's)	(1)	310	606	982	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	42	15	29	44	81
Depreciation	13	7	9	13	23
Other	-19	9	-7	-20	-58
<b>Dividends</b>	-20	-2	-12	-14	-51
<b>Investment activities</b>					
Disposal of fixed assets	6	1	1	2	19
Purchase of fixed assets	-27	-8	-16	-26	-57
Increase in investment	-5	-	-2	-4	-13
Decrease in investment	2	-	1	4	3
<b>Financing activities</b>					
Increase in long term debt	13	5	7	19	23
Repayment of long term debt	-7	-7	-6	-7	-8
Loans from shareholders	9	7	4	3	21
Repayment of loans from shareholders	-9	-5	-6	-10	-15
Advances & loans from government	-	-	-	-	1
Increase in equity	3	1	-	2	10
Decrease in equity	-2	-2	-	-1	-3
Other	-	-	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	20	3	4	-23
Cash & equivalents-Beginning of the year	11	7	13	4	20
Cash & equivalents - End of the year	12	27	15	8	-4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,084</b>	<b>385,334</b>	<b>16,362</b>	<b>126</b>	<b>85</b>
less than 20	873	90,909	4,022	109	75
20 - 99	161	122,976	5,532	13	8
100 - 499	32	49,356	2,272	4	2
500 and over	18	122,093	4,536	-	-
<b>1987</b>					
<b>Total</b>	<b>1,161</b>	<b>438,758</b>	<b>16,972</b>	<b>135</b>	<b>...</b>
less than 20	878	114,533	4,420	105	...
20 - 99	227	213,894	8,181	24	...
100 - 499	46	76,059	3,008	6	...
500 and over	10	34,272	1,363	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Ornamental & Architectural Metal Products Industries (SIC 303)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	408				
Average sales \$	391,848	50,939	131,261	307,179	1,078,012
Average expense \$	373,413	52,598	124,650	287,251	1,029,153
Average net profit (loss) \$	18,435	-1,659	6,611	19,928	48,859
<b>Businesses reporting a profit (No.)</b>	<b>323</b>				
Average sales \$	391,211	53,525	132,969	296,847	1,081,503
Average expense \$	354,322	43,854	120,147	272,330	980,958
Average net profit \$	36,889	9,671	12,822	24,517	100,545
<b>Businesses reporting a loss (No.)</b>	<b>85</b>				
Average sales \$	406,258	47,539	126,394	383,436	1,067,661
Average expense \$	442,759	64,098	137,476	397,375	1,172,086
Average net loss \$	-36,501	-16,559	-11,082	-13,939	-104,425
<b>1986</b>					
Number of observations in sample	399				
Average sales \$	390,823	66,677	149,856	332,685	1,014,073
Average expense \$	373,697	63,081	147,564	311,501	972,642
Average net profit (loss) \$	17,126	3,596	2,292	21,184	41,431
<b>Businesses reporting a profit (No.)</b>	<b>310</b>				
Average sales \$	410,282	67,611	156,996	348,892	1,067,628
Average expense \$	371,601	58,634	144,341	295,617	987,812
Average net profit \$	38,681	8,977	12,655	53,275	79,816
<b>Businesses reporting a loss (No.)</b>	<b>89</b>				
Average sales \$	345,068	63,798	133,104	300,138	883,231
Average expense \$	377,724	76,792	155,126	343,399	935,579
Average net loss \$	-32,656	-12,994	-22,022	-43,261	-52,348
<b>1987</b>					
Number of observations in sample	400				
Average sales \$	597,659	103,739	309,647	640,966	1,336,284
Average expense \$	561,263	93,485	292,589	594,078	1,264,899
Average net profit (loss) \$	36,396	10,254	17,058	46,888	71,385
<b>Businesses reporting a profit (No.)</b>	<b>326</b>				
Average sales \$	605,085	102,249	318,108	645,152	1,354,829
Average expense \$	551,278	90,154	285,851	581,911	1,247,195
Average net profit \$	53,807	12,095	32,257	63,241	107,634
<b>Businesses reporting a loss (No.)</b>	<b>74</b>				
Average sales \$	568,393	122,418	287,133	622,695	1,241,324
Average expense \$	612,121	135,246	310,519	647,171	1,355,547
Average net loss \$	-43,728	-12,828	-23,386	-24,476	-114,223

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# ORNAMENTAL AND MISCELLANEOUS FABRICATED METAL INSTALLATION

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CANADA

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1987

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SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	68					
Low sales value (\$000's)	(1)	(1)	49	159	305	
High sales value (\$000's)	(1)	49	159	305	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.1	26.2	21.2	28.4	40.7	79.2	36.7	38.2	24.0	44.0	42.9
Occupancy expenses	8.8	18.3	7.9	4.2	5.7	92.9	9.5	23.5	7.9	4.5	5.7
Depreciation	2.2	2.4	3.4	1.4	1.7	79.6	2.8	5.9	3.4	1.5	2.1
Repairs & maintenance	0.5	0.6	0.3	0.7	0.7	44.9	1.2	2.3	0.9	1.2	1.0
Heat, light & telephone	1.8	3.5	1.6	1.1	1.1	81.6	2.2	4.5	1.9	1.7	1.1
Rent	4.3	11.9	2.6	1.0	2.2	68.8	6.2	18.0	4.1	2.0	2.3
Personnel expenses	26.5	17.5	23.7	34.3	29.8	93.3	28.4	17.5	32.0	34.3	29.8
Financial expenses	2.3	4.6	1.9	1.4	1.5	98.4	2.3	4.6	1.9	1.4	1.5
Interest & bank charges	0.9	1.3	0.8	0.6	0.9	71.0	1.3	2.3	1.5	0.8	1.0
Professional fees	1.4	3.3	1.1	0.7	0.6	93.3	1.5	3.3	1.2	0.8	0.7
Other expenses	23.2	23.1	26.0	26.1	17.4	100.0	23.2	23.1	26.0	26.1	17.4
Profit (loss)	10.1	10.3	19.4	5.6	4.9	97.5	10.3	10.3	21.5	5.6	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4292 - Ornamental and Miscellaneous Fabricated Metal Installers

Businesses primarily engaged in the installation and repair of standard or custom fabricated sheet metal components (except for roofing and duct work), decorative iron or steel work, ornamental or architectural metal work. Businesses engaged in the installation of architectural metal work, installation of metal balconies, installation of metal decks and grates, installation of decorative iron and steel work, installation of metal fire escapes and stairways, installation of metal hollow work, installation of metal partitions (office, washroom, etc.), installation of ornamental metal work, installation of sheet metal components (except roofing and duct work), metal stairs installation and the installation of metal store front frames are included in this industry.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	73	207	400
High sales value (\$000's)	(1)	73	207	400	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	42	5	15	26	119
Inventory	-	-	-	-	-
Other current assets	33	10	14	27	76
Total current assets	74	15	29	53	196
Fixed assets	29	9	13	32	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	3	-	-	3	9
<b>Total assets</b>	<b>106</b>	<b>24</b>	<b>42</b>	<b>89</b>	<b>264</b>
<b>Liabilities and equity</b>					
Current loans	7	-	1	11	16
Other current liabilities	43	21	16	34	101
Total current liabilities	50	21	17	45	117
Mortgages payable	-	-	-	-	-
Long term debt	2	-	2	3	5
Other liabilities	19	6	3	35	31
<b>Total liabilities</b>	<b>72</b>	<b>27</b>	<b>22</b>	<b>83</b>	<b>153</b>
<b>Total equity</b>	<b>35</b>	<b>-3</b>	<b>20</b>	<b>6</b>	<b>111</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	73	207	400
High sales value (\$000's)	(1)	73	207	400	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.7	1.7	1.2	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	-9.4	1.1	12.9	1.4
Interest coverage ratio (times)	6.3	...	25.4	1.8	9.2
Debt ratio (times)	0.7	1.1	0.5	0.9	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	(1)	104	261	433
High sales value (\$000's)	(1)	104	261	433	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	19	1	16	1	51
Depreciation	8	2	3	14	9
Other	-16	-14	4	-1	-53
<b>Dividends</b>	-	-	-	-	-2
<b>Investment activities</b>					
Disposal of fixed assets	-2	1	-	5	-
Purchase of fixed assets	-20	-2	-5	-50	-21
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	1	12	5
Repayment of long term debt	-2	-	-1	-2	-2
Loans from shareholders	9	3	-	29	3
Repayment of loans from shareholders	-2	-	-1	-	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	-	-	1	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>1</b>	<b>-10</b>	<b>19</b>	<b>7</b>	<b>-19</b>
Cash & equivalents-Beginning of the year	9	16	10	-	13
Cash & equivalents - End of the year	10	6	29	7	-5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>154</b>	<b>12,884</b>	<b>523</b>	<b>28</b>	<b>33</b>
less than 20	149	9,272	374	28	33
20 - 99	5	3,512	149	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>198</b>	<b>21,917</b>	<b>785</b>	<b>32</b>	<b>...</b>
less than 20	192	15,320	556	31	...
20 - 99	5	X	177	-	...
100 - 499	1	X	52	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	71				
Average sales \$	225,648	30,572	41,721	102,076	728,223
Average expense \$	208,376	23,915	40,437	95,413	673,739
Average net profit (loss) \$	17,272	6,657	1,284	6,663	54,484
<b>Businesses reporting a profit (No.)</b>	<b>61</b>				
Average sales \$	226,709	31,236	41,731	99,039	734,931
Average expense \$	205,427	22,927	39,266	80,724	678,789
Average net profit \$	21,282	8,309	2,465	18,315	56,042
<b>Businesses reporting a loss (No.)</b>	<b>10</b>				
Average sales \$	140,302	27,171	41,603	105,434	387,000
Average expense \$	152,030	28,980	54,480	111,658	413,000
Average net loss \$	-11,728	-1,809	-12,877	-6,224	-26,000
<b>1986</b>					
Number of observations in sample	84				
Average sales \$	138,030	31,761	47,145	108,815	364,399
Average expense \$	121,417	28,255	35,400	95,108	326,904
Average net profit (loss) \$	16,613	3,506	11,745	13,707	37,495
<b>Businesses reporting a profit (No.)</b>	<b>75</b>				
Average sales \$	137,913	31,650	46,711	108,794	364,497
Average expense \$	120,295	27,504	33,303	93,764	326,608
Average net profit \$	17,618	4,146	13,408	15,030	37,889
<b>Businesses reporting a loss (No.)</b>	<b>9</b>				
Average sales \$	136,586	34,321	51,563	109,034	351,424
Average expense \$	144,447	45,708	56,711	109,197	366,171
Average net loss \$	-7,861	-11,387	-5,148	-163	-14,747
<b>1987</b>					
Number of observations in sample	72				
Average sales \$	222,420	38,223	79,798	216,307	555,353
Average expense \$	209,183	34,313	66,754	202,565	533,099
Average net profit (loss) \$	13,237	3,910	13,044	13,742	22,254
<b>Businesses reporting a profit (No.)</b>	<b>60</b>				
Average sales \$	220,062	36,905	79,798	212,237	551,309
Average expense \$	199,027	28,839	66,754	195,898	504,615
Average net profit \$	21,035	8,066	13,044	16,339	46,694
<b>Businesses reporting a loss (No.)</b>	<b>12</b>				
Average sales \$	283,313	39,994	-	245,851	564,093
Average expense \$	295,769	41,674	-	250,967	594,666
Average net loss \$	-12,456	-1,680	-	-5,116	-30,573

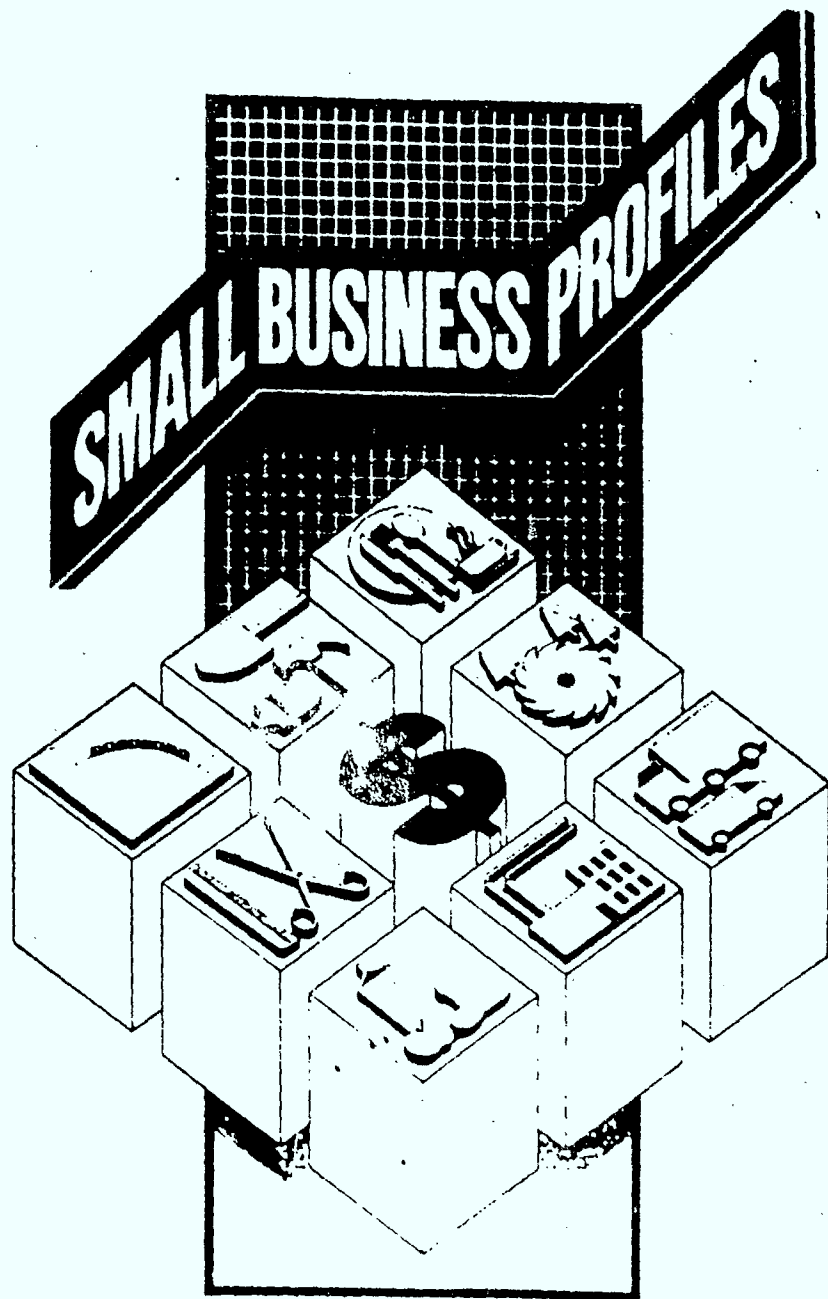
(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

# OTHER GENERAL MERCHANDISE STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	773										
Low sales value (\$000's)	(1)	(1)	108	199	331						
High sales value (\$000's)	(1)	108	199	331	(1)						

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	71.5	69.1	72.7	75.0	69.2	96.2	74.4	72.7	74.1	77.5	73.0
Occupancy expenses	6.2	8.5	6.4	5.1	4.7	99.2	6.2	8.7	6.4	5.1	4.7
Depreciation	1.3	1.5	1.7	1.1	1.1	76.7	1.7	2.5	2.1	1.3	1.2
Repairs & maintenance	0.7	0.9	0.8	0.5	0.6	77.7	0.9	1.4	1.0	0.6	0.7
Heat, light & telephone	1.7	2.1	1.9	1.4	1.2	93.3	1.8	2.6	1.9	1.4	1.3
Rent	2.5	4.0	2.0	2.1	1.8	53.9	4.6	7.0	4.0	4.3	3.1
Personnel expenses	6.5	6.5	5.8	5.2	8.4	80.9	8.0	9.9	7.6	6.1	8.7
Financial expenses	2.2	3.2	2.4	1.7	1.5	94.4	2.3	3.6	2.5	1.8	1.6
Interest & bank charges	1.7	2.6	1.7	1.4	1.2	81.1	2.1	3.6	2.0	1.7	1.4
Professional fees	0.5	0.6	0.7	0.4	0.3	85.0	0.6	0.8	0.8	0.4	0.4
Other expenses	9.8	10.3	7.9	7.9	13.0	100.0	9.8	10.3	7.9	7.9	13.0
Profit (loss)	3.9	2.4	4.8	5.0	3.2	98.3	3.9	2.5	4.8	5.2	3.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6413 - Other General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where one commodity line accounts for more than 50% of total revenue. General merchandise stores (except department stores and general stores), mail order offices of department stores and variety stores are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	237				
Low sales value (\$000's)	(1)	(1)	178	322	629
High sales value (\$000's)	(1)	178	322	629	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	9	5	3	10	17
Inventory	-	-	-	-	-
Other current assets	102	39	50	113	202
Total current assets	112	44	53	123	220
Fixed assets	45	15	33	53	77
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	18	3	32	18	20
<b>Total assets</b>	<b>174</b>	<b>62</b>	<b>118</b>	<b>194</b>	<b>316</b>
<b>Liabilities and equity</b>					
Current loans	15	5	9	14	31
Other current liabilities	48	11	29	51	97
Total current liabilities	63	16	38	65	128
Mortgages payable	-	-	-	-	-
Long term debt	6	1	3	6	12
Other liabilities	47	34	34	59	61
<b>Total liabilities</b>	<b>115</b>	<b>51</b>	<b>75</b>	<b>130</b>	<b>201</b>
<b>Total equity</b>	<b>59</b>	<b>11</b>	<b>43</b>	<b>64</b>	<b>115</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Other General Merchandise Stores (SIC 6413)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	237				
Low sales value (\$000's)	(1)	(1)	178	322	629
High sales value (\$000's)	(1)	178	322	629	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.7	1.4	1.9	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	4.5	1.7	2.0	1.7
Interest coverage ratio (times)	2.0	-	1.8	0.9	3.0
Debt ratio (times)	0.7	0.8	0.6	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Other General Merchandise Stores (SIC 6413)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	114				
Low sales value (\$000's)	(1)	(1)	304	433	764
High sales value (\$000's)	(1)	304	433	764	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-21	12	8	31
Depreciation	7	2	7	9	10
Other	3	33	-13	7	-11
<b>Dividends</b>	-3	-	-1	-10	-3
<b>Investment activities</b>					
Disposal of fixed assets	12	25	1	21	1
Purchase of fixed assets	-11	-2	-5	-12	-25
Increase in investment	-3	-5	-2	-1	-2
Decrease in investment	3	-	10	1	-
<b>Financing activities</b>					
Increase in long term debt	4	1	3	1	12
Repayment of long term debt	-8	-7	-2	-14	-7
Loans from shareholders	3	1	2	7	4
Repayment of loans from shareholders	-4	-2	-4	-5	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	2	6	-	-	1
Decrease in equity	-	-	-	-	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	13	31	7	10	4
Cash & equivalents-Beginning of the year	4	2	11	7	-5
Cash & equivalents - End of the year	16	33	18	17	-1

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	4,605	2,980,311	259,983	636	405
less than 20	4,245	135,522	12,189	616	393
20 - 99	180	75,997	6,860	13	6
100 - 499	60	97,238	8,612	3	-
500 and over	120	2,671,554	232,322	4	6
<b>1987</b>					
<b>Total</b>	4,645	3,169,795	256,568	703	...
less than 20	4,275	155,694	12,907	681	...
20 - 99	194	86,398	7,178	13	...
100 - 499	56	101,974	8,263	5	...
500 and over	120	2,825,729	228,220	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

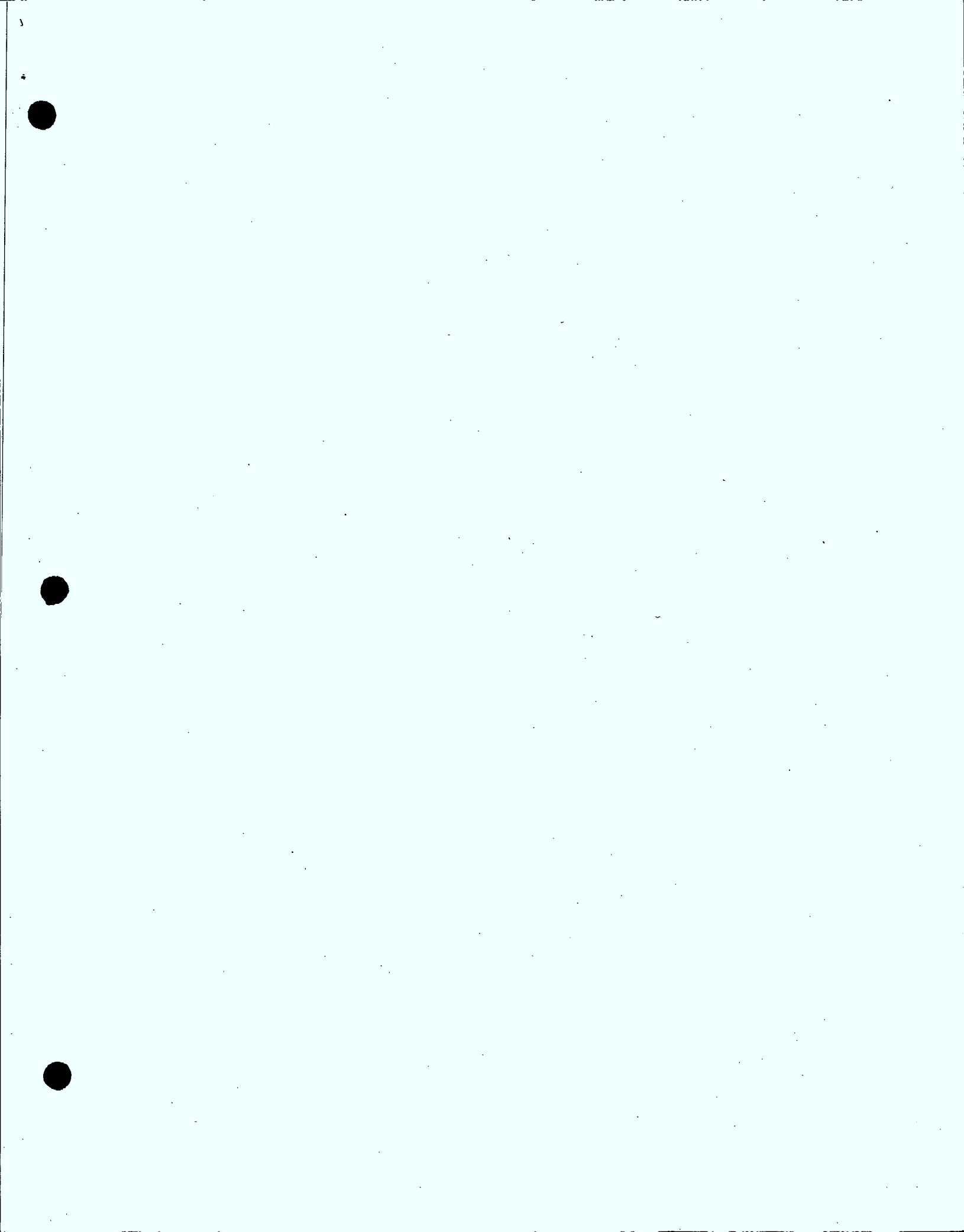
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Other General Merchandise Stores (SIC 6413)

	Total <sup>(1)</sup>	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,000				
Average sales \$	265,503	54,362	129,708	234,371	642,969
Average expense \$	253,877	53,060	122,273	221,550	618,624
Average net profit (loss) \$	11,626	1,902	7,435	12,821	24,345
Businesses reporting a profit (No.)	842				
Average sales \$	271,954	55,060	131,032	232,238	669,484
Average expense \$	254,850	46,492	119,046	217,532	636,328
Average net profit \$	17,104	8,568	11,986	14,706	33,156
Businesses reporting a loss (No.)	158				
Average sales \$	239,474	54,839	126,098	255,594	521,363
Average expense \$	247,837	61,303	131,077	261,539	537,430
Average net loss \$	-8,363	-6,464	-4,979	-5,945	-16,067
<b>1986</b>					
Number of observations in sample	827				
Average sales \$	294,381	66,941	149,563	269,634	691,386
Average expense \$	284,204	63,157	140,697	256,328	676,632
Average net profit (loss) \$	10,177	3,784	8,866	13,306	14,754
Businesses reporting a profit (No.)	663				
Average sales \$	291,515	68,073	151,978	271,252	674,756
Average expense \$	274,891	59,763	139,433	252,833	647,534
Average net profit \$	16,624	8,310	12,545	18,419	27,222
Businesses reporting a loss (No.)	164				
Average sales \$	304,321	64,219	140,234	260,323	752,508
Average expense \$	319,229	71,321	145,582	276,435	783,577
Average net loss \$	-14,908	-7,102	-5,348	-16,112	-31,069
<b>1987</b>					
Number of observations in sample	884				
Average sales \$	275,902	70,510	151,901	262,718	618,478
Average expense \$	265,683	69,216	145,542	249,445	598,529
Average net profit (loss) \$	10,219	1,294	6,359	13,273	19,949
Businesses reporting a profit (No.)	692				
Average sales \$	280,478	71,969	155,534	263,635	630,774
Average expense \$	263,169	65,584	140,546	246,543	600,001
Average net profit \$	17,309	6,385	14,988	17,092	30,773
Businesses reporting a loss (No.)	192				
Average sales \$	260,938	67,545	143,758	257,769	574,681
Average expense \$	272,933	76,600	156,743	265,101	593,286
Average net loss \$	-11,995	-9,055	-12,985	-7,332	-18,605

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

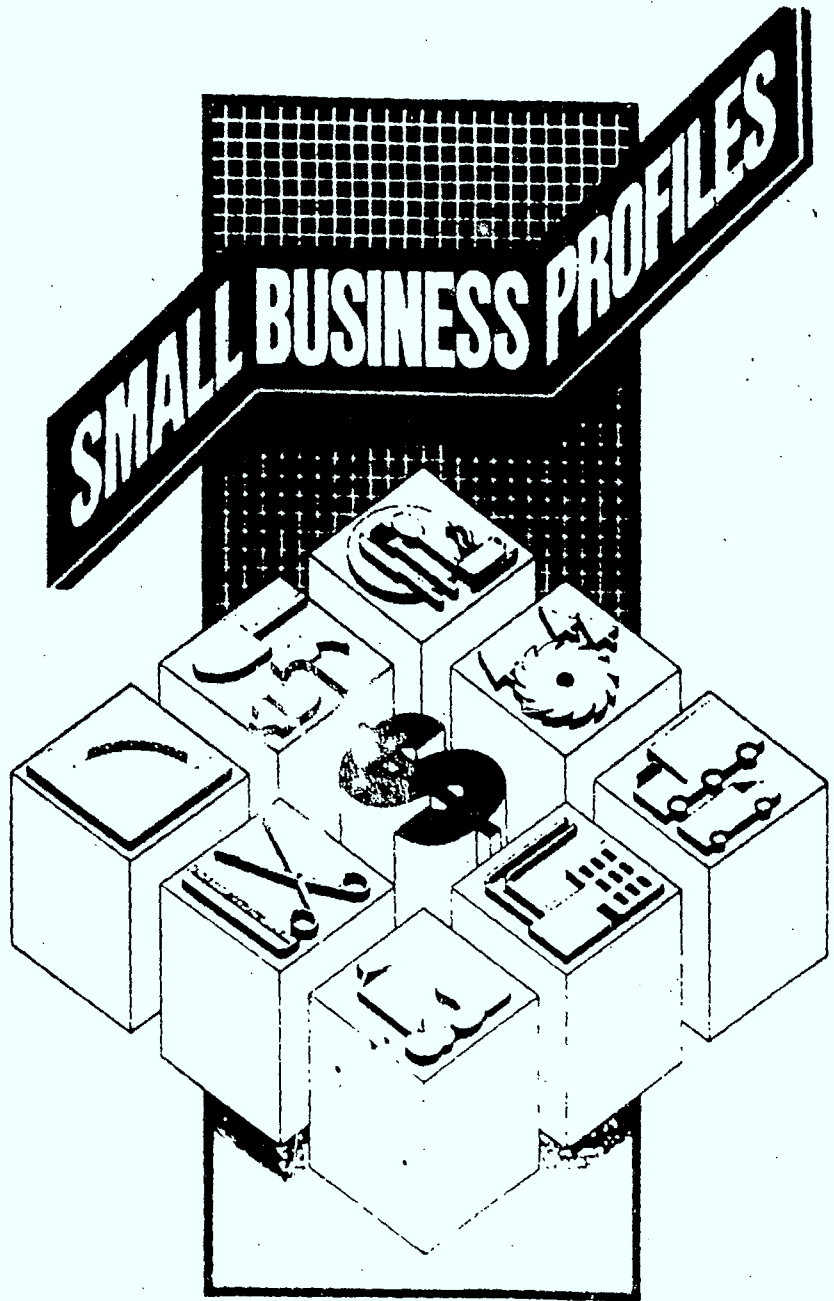
See Table 1 for symbols and notes



# OTHER SITE WORK

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	537					
Low sales value (\$000's)	(1)	(1)				
High sales value (\$000's)	(1)	47		72	157	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	15.6	6.6	15.5	17.6	22.7	57.5	27.1	17.8	29.7	26.9	30.1
Occupancy expenses	11.4	11.7	10.5	11.7	11.5	97.6	11.6	12.4	10.6	12.0	11.5
Depreciation	5.0	5.1	5.0	5.1	4.7	89.4	5.5	6.1	5.9	5.5	4.8
Repairs & maintenance	3.2	2.7	3.1	3.5	3.4	63.6	5.0	4.7	5.3	5.2	4.8
Heat, light & telephone	0.8	0.7	0.8	0.8	1.0	69.7	1.2	1.3	1.3	1.1	1.2
Rent	2.4	3.2	1.6	2.3	2.4	66.2	3.6	5.6	2.8	3.1	3.2
Personnel expenses	23.8	13.0	23.2	28.9	30.1	89.9	26.5	17.5	24.7	31.2	30.5
Financial expenses	2.2	2.2	1.9	2.7	2.1	90.1	2.5	2.7	2.3	2.8	2.1
Interest & bank charges	1.5	1.4	1.1	1.9	1.5	72.7	2.0	2.8	1.6	2.3	1.7
Professional fees	0.8	0.8	0.8	0.9	0.6	72.3	1.1	1.3	1.4	1.1	0.7
Other expenses	29.7	31.9	32.5	28.2	26.4	100.0	29.7	31.9	32.5	28.2	26.4
Profit (loss)	17.2	34.4	16.5	10.9	7.2	98.8	17.5	34.9	16.5	11.1	7.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4219 - Other Site Work

Businesses primarily engaged in site work not elsewhere classified. Included in this industry are businesses primarily engaged in landscape contracting who purchase nursery stock. These businesses include landscape contractors and riprapping installation.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	76	162	326
High sales value (\$000's)	(1)	76	162	326	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	23	2	6	15	70
Inventory	-	-	-	-	-
Other current assets	30	17	12	28	54
Total current assets	53	18	17	43	133
Fixed assets	51	15	24	58	107
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	1	4	4	22
<b>Total assets</b>	<b>112</b>	<b>34</b>	<b>45</b>	<b>105</b>	<b>263</b>
<b>Liabilities and equity</b>					
Current loans	11	2	6	6	29
Other current liabilities	37	12	13	29	92
Total current liabilities	47	14	19	35	120
Mortgages payable	-	-	-	-	-
Long term debt	3	-	2	3	5
Other liabilities	31	13	21	33	57
<b>Total liabilities</b>	<b>81</b>	<b>27</b>	<b>42</b>	<b>72</b>	<b>183</b>
<b>Total equity</b>	<b>31</b>	<b>6</b>	<b>3</b>	<b>34</b>	<b>80</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Other Site Work (SIC 4219)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	76	162	326
High sales value (\$000's)	(1)	76	162	326	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.3	0.9	1.2	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	4.2	16.8	2.1	2.3
Interest coverage ratio (times)	4.6	7.7	0.9	4.5	5.4
Debt ratio (times)	0.7	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	126				
Low sales value (\$000's)	(1)	(1)	90	179	351
High sales value (\$000's)	(1)	90	179	351	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	12	-13	13	20	27
Depreciation	16	17	6	14	27
Other	-14	-27	-8	-9	-14
<b>Dividends</b>					
	-7	-1	-8	-6	-12
<b>Investment activities</b>					
Disposal of fixed assets	6	1	5	7	10
Purchase of fixed assets	-22	-1	-14	-24	-47
Increase in investment	-	-	-	-	-1
Decrease in investment	1	-	-	2	-
<b>Financing activities</b>					
Increase in long term debt	19	24	2	13	37
Repayment of long term debt	-11	-	-1	-7	-34
Loans from shareholders	3	-	3	4	7
Repayment of loans from shareholders	-4	-	-	-9	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	-1	1	-2	4	-6
Cash & equivalents-Beginning of the year	8	-	4	17	8
Cash & equivalents - End of the year	7	2	2	21	3

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Other Site Work (SIC 4219)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,051</b>	<b>162,629</b>	<b>6,668</b>	<b>662</b>	<b>470</b>
less than 20	3,012	113,836	4,668	655	469
20 - 99	28	17,456	730	7	-
100 - 499	1	X	116	-	1
500 and over	10	X	1,154	-	-
<b>1987</b>					
<b>Total</b>	<b>4,058</b>	<b>261,620</b>	<b>9,526</b>	<b>937</b>	<b>...</b>
less than 20	4,014	198,491	7,199	934	...
20 - 99	34	31,969	1,189	2	...
100 - 499	-	-	-	-	...
500 and over	10	31,160	1,138	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

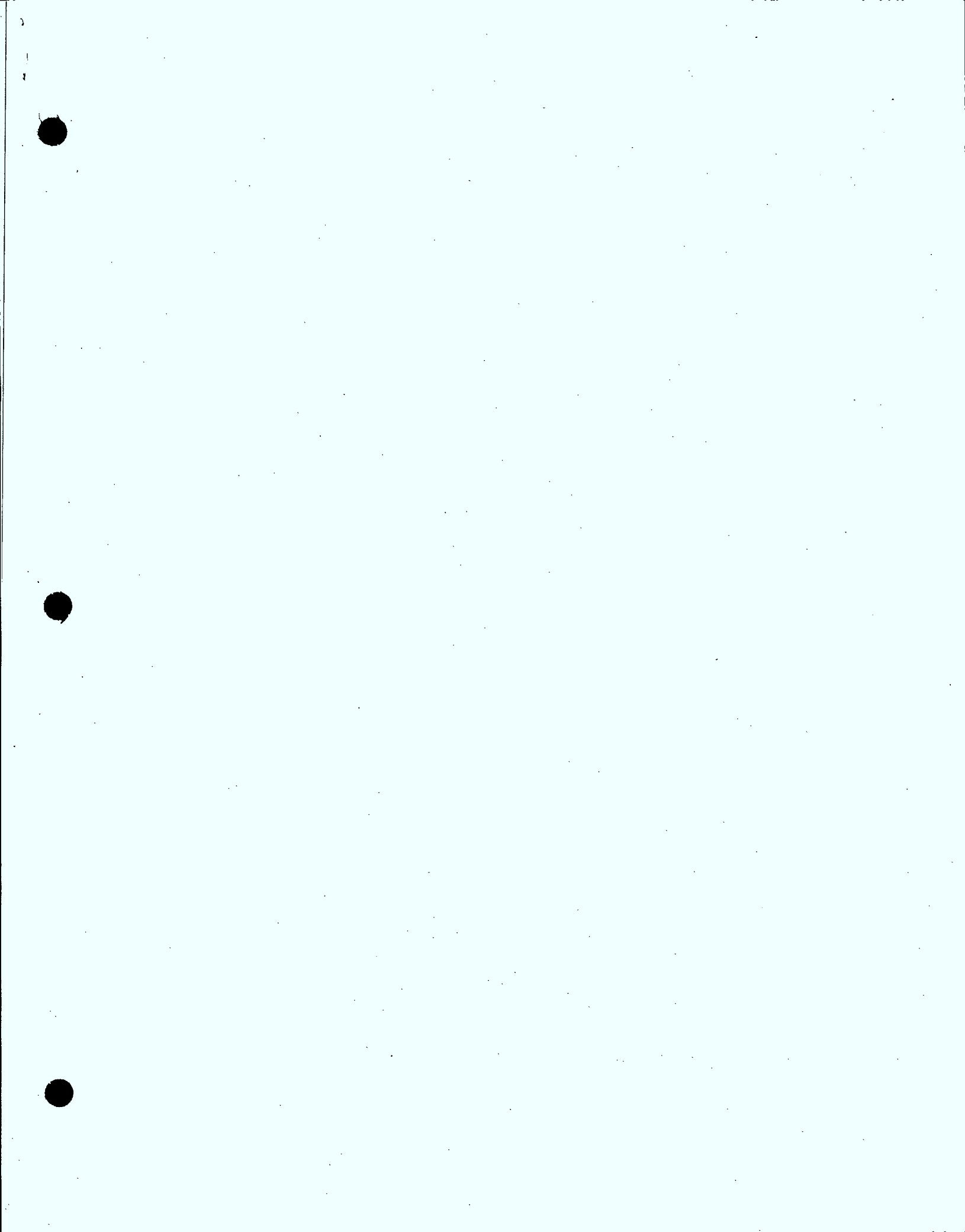
TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Other Site Work (SIC 4219)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,181				
Average sales \$	156,166	33,609	60,288	110,452	420,316
Average expense \$	140,641	26,555	50,349	99,520	386,139
Average net profit (loss) \$	15,525	7,054	9,939	10,932	34,177
Businesses reporting a profit (No.)	1,034				
Average sales \$	157,429	33,833	60,491	113,222	422,168
Average expense \$	137,315	24,058	47,366	98,116	379,718
Average net profit \$	20,114	9,775	13,125	15,106	42,450
Businesses reporting a loss (No.)	147				
Average sales \$	148,882	32,204	59,207	95,949	408,167
Average expense \$	160,903	42,283	66,184	106,875	428,270
Average net loss \$	-12,021	-10,079	-6,977	-10,926	-20,103
<b>1986</b>					
Number of observations in sample	1,336				
Average sales \$	155,232	31,635	60,684	113,061	415,547
Average expense \$	141,090	22,691	48,835	98,732	394,100
Average net profit (loss) \$	14,142	8,944	11,849	14,329	21,447
Businesses reporting a profit (No.)	1,118				
Average sales \$	152,794	31,632	60,615	113,754	405,173
Average expense \$	135,000	22,199	46,947	96,826	374,026
Average net profit \$	17,794	9,433	13,668	16,928	31,147
Businesses reporting a loss (No.)	218				
Average sales \$	164,947	31,714	61,301	108,446	458,327
Average expense \$	172,513	36,018	65,722	111,434	476,876
Average net loss \$	-7,566	-4,304	-4,421	-2,988	-18,549
<b>1987</b>					
Number of observations in sample	594				
Average sales \$	147,537	33,999	60,283	106,264	389,602
Average expense \$	132,707	23,152	49,957	94,883	362,837
Average net profit (loss) \$	14,830	10,847	10,326	11,381	26,765
Businesses reporting a profit (No.)	478				
Average sales \$	148,812	33,387	60,333	104,561	396,965
Average expense \$	128,836	20,556	48,294	87,446	359,049
Average net profit \$	19,976	12,831	12,039	17,115	37,916
Businesses reporting a loss (No.)	116				
Average sales \$	143,730	38,783	59,787	113,376	362,972
Average expense \$	153,084	43,472	66,393	125,937	376,535
Average net loss \$	-9,354	-4,689	-6,606	-12,561	-13,563

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

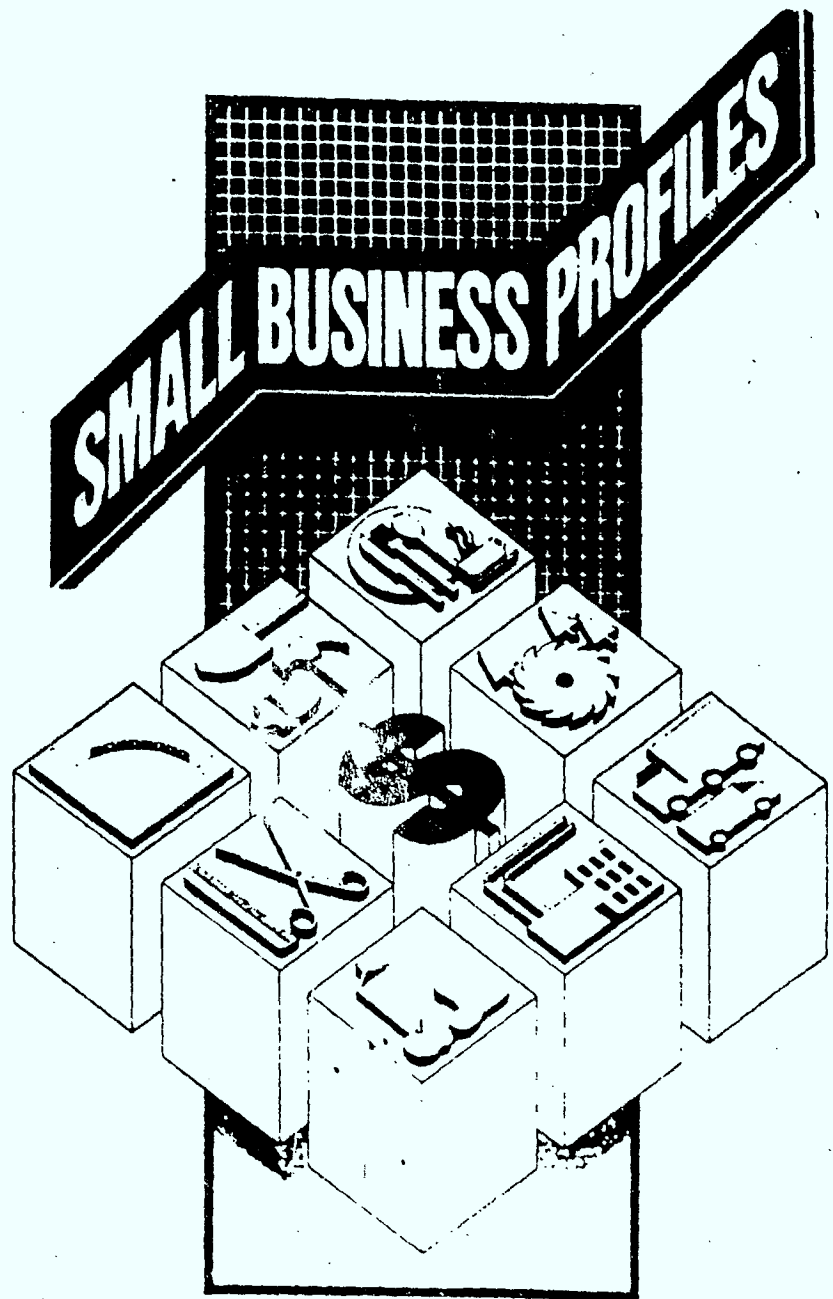




# PAIN T AND BODY REPAIR SHOPS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	733													
Low sales value (\$000's)	(1)	(1)	57	118	255									
High sales value (\$000's)	(1)	57	118	255	(1)									

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	33.7	28.6	37.9	33.4	35.1	84.8	39.8	41.2	43.2	37.6	37.6
Occupancy expenses	10.2	12.5	11.0	10.0	7.5	99.5	10.3	12.6	11.1	10.0	7.5
Depreciation	3.0	4.1	3.1	2.5	2.1	88.1	3.4	5.4	3.5	2.7	2.2
Repairs & maintenance	1.2	1.7	1.1	1.2	0.8	69.0	1.7	3.8	1.6	1.5	1.0
Heat, light & telephone	2.9	3.7	3.1	2.7	1.9	95.1	3.0	3.9	3.4	2.7	2.0
Rent	3.2	3.0	3.7	3.6	2.7	54.2	6.0	7.6	6.9	5.8	4.3
Personnel expenses	22.9	9.2	17.5	30.3	34.4	86.1	26.5	16.1	19.6	30.9	34.4
Financial expenses	2.8	3.4	3.3	2.6	2.1	93.0	3.1	4.1	3.6	2.6	2.1
Interest & bank charges	2.0	2.4	2.2	1.8	1.5	77.9	2.5	3.6	3.0	2.1	1.7
Professional fees	0.9	1.0	1.1	0.8	0.6	83.6	1.1	1.5	1.3	0.9	0.7
Other expenses	19.9	24.4	19.2	18.5	17.5	100.0	19.9	24.4	19.2	18.5	17.5
Profit (loss)	10.4	22.0	11.1	5.3	3.5	99.5	10.5	22.0	11.2	5.3	3.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6352 - Paint and Body Repairs

Businesses primarily engaged in repairing and/or repainting motor vehicle bodies, fenders and doors. Businesses in this industry may be secondarily engaged in mechanical repairs. Motor vehicle body repairs, motor vehicle collision repairs, motor vehicle frame straightening and the painting of motor vehicles are businesses also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	428				
Low sales value (\$000's)	(1)	(1)	137	252	434
High sales value (\$000's)	(1)	137	252	434	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	6	11	24	54
Inventory	-	-	-	-	-
Other current assets	44	20	27	38	92
Total current assets	68	25	38	62	146
Fixed assets	64	32	42	50	132
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	5	6	24
<b>Total assets</b>	<b>142</b>	<b>60</b>	<b>85</b>	<b>118</b>	<b>302</b>
<b>Liabilities and equity</b>					
Current loans	11	5	8	13	17
Other current liabilities	49	18	28	38	110
Total current liabilities	60	24	36	51	127
Mortgages payable	-	-	-	-	-
Long term debt	4	4	1	4	6
Other liabilities	41	27	37	38	64
<b>Total liabilities</b>	<b>105</b>	<b>55</b>	<b>74</b>	<b>93</b>	<b>197</b>
<b>Total equity</b>	<b>37</b>	<b>6</b>	<b>11</b>	<b>25</b>	<b>105</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Paint &amp; Body Repair Shops (SIC 6352)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	428				
Low sales value (\$000's)	(1)	(1)	137	252	434
High sales value (\$000's)	(1)	137	252	434	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.1	1.1	1.2	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	9.7	6.5	3.7	1.9
Interest coverage ratio (times)	3.1	...	1.7	1.7	5.1
Debt ratio (times)	0.7	0.9	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	200				
Low sales value (\$000's)	(1)	(1)	135	261	458
High sales value (\$000's)	(1)	135	261	458	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	-2	2	3	35
Depreciation	3	4	5	8	15
Other	-2	-4	-	-3	-
<b>Dividends</b>	-2	-	-	-2	-7
<b>Investment activities</b>					
Disposal of fixed assets	2	2	-	1	6
Purchase of fixed assets	-15	-3	-5	-9	-42
Increase in investment	-1	-	-	-	-3
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	14	6	2	26	17
Repayment of long term debt	-11	-2	-2	-23	-12
Loans from shareholders	5	5	1	3	9
Repayment of loans from shareholders	-5	-7	-2	-3	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	-
Decrease in equity	-1	-	-	-2	-2
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	2	-1	-	-1	10
Cash & equivalents-Beginning of the year	12	4	9	5	29
Cash & equivalents - End of the year	14	3	9	4	39

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Paint & Body Repair Shops (SIC 6352)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>5,751</b>	<b>346,206</b>	<b>20,859</b>	<b>1,068</b>	<b>538</b>
less than 20	5,629	284,073	17,197	1,053	533
20 - 99	119	55,255	3,265	15	5
100 - 499	3	6,878	397	-	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>5,888</b>	<b>456,928</b>	<b>24,230</b>	<b>887</b>	<b>...</b>
less than 20	5,733	359,943	19,177	873	...
20 - 99	152	89,304	4,667	14	...
100 - 499	3	7,681	386	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

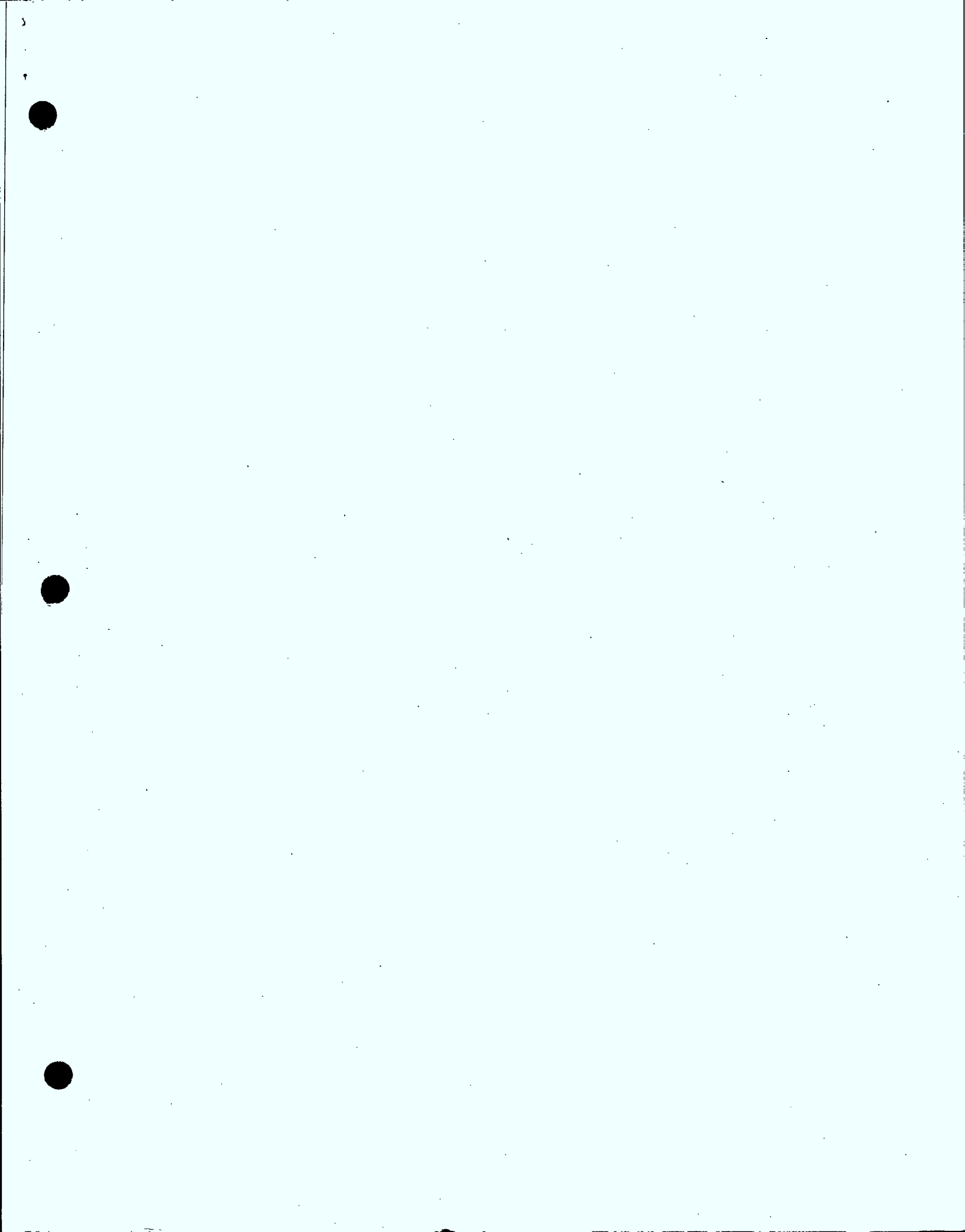
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Paint & Body Repair Shops (SIC 6352)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	862				
Average sales \$	180,744	40,140	82,372	157,285	443,177
Average expense \$	169,810	34,168	73,838	151,187	420,046
Average net profit (loss) \$	10,934	5,972	8,534	6,098	23,131
Businesses reporting a profit (No.)	762				
Average sales \$	180,940	40,799	80,222	156,619	446,121
Average expense \$	164,331	31,603	67,269	142,555	415,896
Average net profit \$	16,609	9,196	12,953	14,064	30,225
Businesses reporting a loss (No.)	100				
Average sales \$	179,113	37,524	91,748	159,408	427,771
Average expense \$	191,825	44,343	102,484	178,711	441,763
Average net loss \$	-12,712	-6,819	-10,736	-19,303	-13,992
<b>1986</b>					
Number of observations in sample	638				
Average sales \$	207,677	39,531	90,089	179,799	521,289
Average expense \$	196,924	34,237	82,448	176,995	494,015
Average net profit (loss) \$	10,753	5,294	7,641	2,804	27,274
Businesses reporting a profit (No.)	541				
Average sales \$	210,236	39,656	90,824	177,182	533,283
Average expense \$	192,371	31,633	78,286	162,868	496,696
Average net profit \$	17,865	8,023	12,538	14,314	36,587
Businesses reporting a loss (No.)	97				
Average sales \$	196,065	39,094	87,982	185,664	471,518
Average expense \$	207,303	43,303	94,373	208,647	482,889
Average net loss \$	-11,238	-4,209	-6,391	-22,983	-11,371
<b>1987</b>					
Number of observations in sample	849				
Average sales \$	206,362	41,241	87,071	177,983	519,153
Average expense \$	194,242	32,049	78,567	168,653	497,698
Average net profit (loss) \$	12,120	9,192	8,504	9,330	21,455
Businesses reporting a profit (No.)	655				
Average sales \$	211,635	41,470	86,103	175,132	543,836
Average expense \$	192,176	30,467	71,420	158,083	508,755
Average net profit \$	19,459	11,003	14,683	17,069	35,081
Businesses reporting a loss (No.)	194				
Average sales \$	189,918	39,298	90,634	185,776	443,965
Average expense \$	203,003	45,499	104,901	197,594	464,017
Average net loss \$	-13,085	-6,201	-14,267	-11,818	-20,052

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

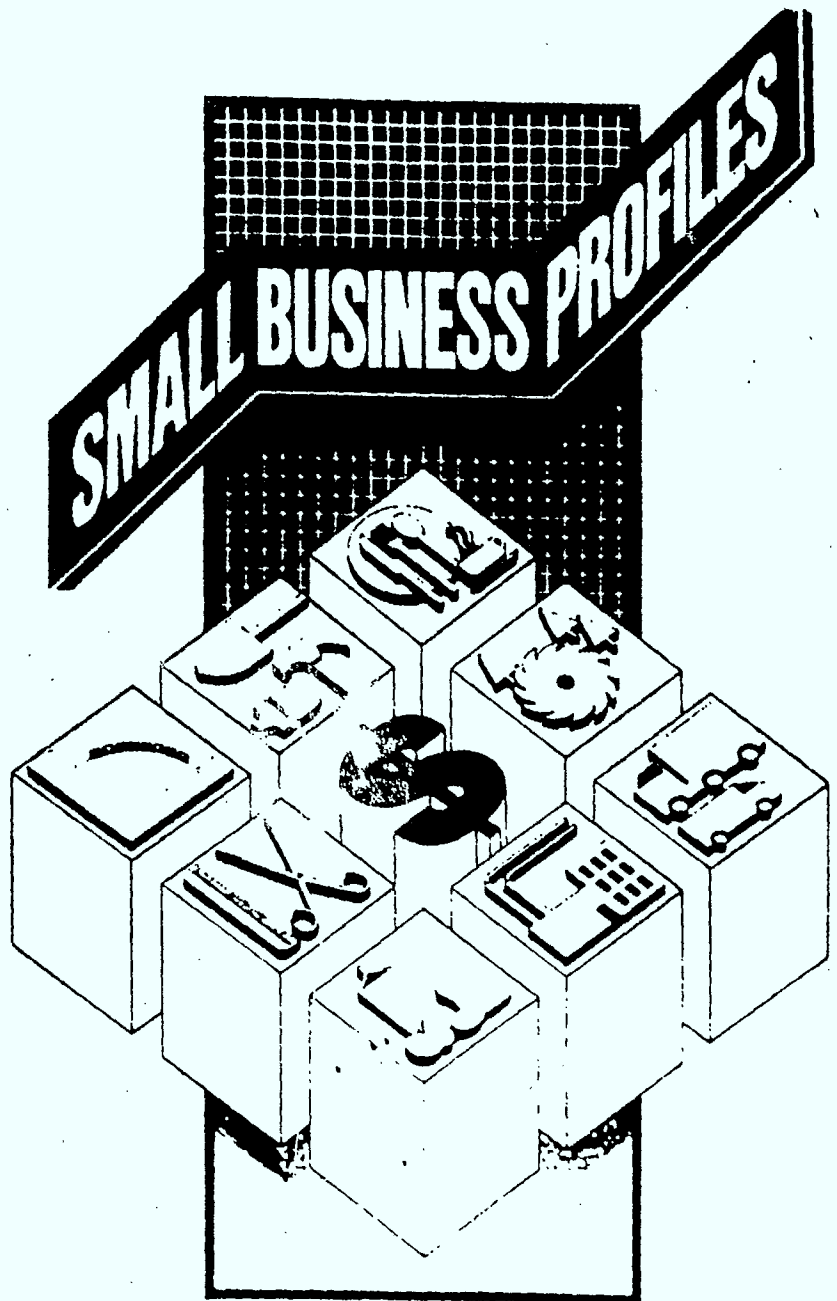
See Table 1 for symbols and notes



# PAINTING AND DECORATING WORK

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	835											
Low sales value (\$000's)	(1)	(1)	40	62	120							
High sales value (\$000's)	(1)	40	62	120	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	17.2	13.5	18.1	16.2	20.8	73.4	23.4	20.2	25.0	22.8	25.1	
Depreciation	2.7	3.9	2.5	2.5	1.9	93.5	3.2	5.0	3.3	2.9	2.0	
Repairs & maintenance	0.7	1.0	0.7	0.6	0.7	36.8	2.0	2.3	2.2	1.9	1.7	
Heat, light & telephone	1.0	1.3	1.2	0.9	0.8	81.5	1.7	2.4	2.1	1.5	1.0	
Rent	1.6	2.5	1.4	1.0	1.4	52.8	3.0	6.2	2.9	1.9	2.1	
Personnel expenses	23.5	11.8	18.7	25.5	38.0	75.6	31.1	22.5	28.2	29.4	39.1	
Financial expenses	1.7	1.6	2.0	1.6	1.6	83.3	2.0	2.4	2.5	1.8	1.6	
Interest & bank charges	1.0	1.0	1.3	1.0	0.8	65.4	1.5	2.0	2.0	1.6	0.9	
Professional fees	0.7	0.6	0.7	0.6	0.8	71.2	1.0	1.1	1.1	0.8	0.9	
Other expenses	26.4	23.9	28.2	28.2	25.2	100.0	26.4	23.9	28.2	28.2	25.2	
Profit (loss)	25.2	40.5	27.2	23.4	9.7	98.3	25.6	40.5	28.5	23.8	9.8	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.  
 Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4275 - Painting and Decorating Contractors**  
 Businesses primarily engaged in painting, paperhanging and decorating in buildings and painting of heavy (engineering) structures. Included are businesses primarily engaged in paint or paper stripping and parking lot or road surface marking. This industry includes the painting of bridges and structures, interior decorating, paint stripping (except furniture), interior and exterior painting of buildings, paper hanging (interior decorating) and wallpaper hanging and removal.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	404	(1)	83	166	327
Low sales value (\$000's)	(1)	83	166	327	(1)
High sales value (\$000's)	(1)	83	166	327	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	34	3	11	30	90
Inventory	-	-	-	-	-
Other current assets	33	8	18	22	85
Total current assets	67	10	29	53	176
Fixed assets	23	10	13	20	51
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	1	9	3	12
<b>Total assets</b>	<b>97</b>	<b>22</b>	<b>52</b>	<b>75</b>	<b>238</b>
<b>Liabilities and equity</b>					
Current loans	8	3	3	9	16
Other current liabilities	37	10	16	33	89
Total current liabilities	45	13	19	42	105
Mortgages payable	-	-	-	-	-
Long term debt	1	1	-	1	1
Other liabilities	15	7	15	13	26
<b>Total liabilities</b>	<b>61</b>	<b>21</b>	<b>34</b>	<b>55</b>	<b>132</b>
<b>Total equity</b>	<b>36</b>	<b>-</b>	<b>18</b>	<b>20</b>	<b>106</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Painting and Decorating Work (SIC 4275)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	404	(1)	83	166	327
Low sales value (\$000's)	(1)	83	166	327	(1)
High sales value (\$000's)	(1)	83	166	327	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.8	1.6	1.3	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	42.9	1.9	2.8	1.2
Interest coverage ratio (times)	8.8	...	7.1	7.6	12.0
Debt ratio (times)	0.6	1.0	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	177				
Low sales value (\$000's)	(1)	(1)	94	182	327
High sales value (\$000's)	(1)	94	182	327	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	-2	4	16	36
Depreciation	5	2	3	4	11
Other	-4	-1	-4	1	-10
<b>Dividends</b>	-5	-1	-5	-7	-7
<b>Investment activities</b>					
Disposal of fixed assets	2	-	2	1	4
Purchase of fixed assets	-10	-2	-4	-7	-25
Increase in investment	-1	-1	-	-	-1
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	4	2	1	2	9
Repayment of long term debt	-2	-1	-1	-2	-5
Loans from shareholders	3	1	3	2	4
Repayment of loans from shareholders	-2	-	-1	-2	-5
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	1	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	3	-2	-4	9	10
Cash & equivalents-Beginning of the year	15	8	16	10	25
Cash & equivalents - End of the year	18	5	12	19	35

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Painting and Decorating Work (SIC 4275)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	4,439	251,889	10,478	1,001	549
less than 20	4,347	182,931	7,510	991	539
20 - 99	87	58,715	2,482	8	4
100 - 499	5	10,243	486	2	6
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	5,305	373,000	13,945	1,226	...
less than 20	5,175	267,715	9,862	1,207	...
20 - 99	114	88,637	3,224	18	...
100 - 499	16	16,648	859	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Painting and Decorating Work (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	2,455				
Average sales \$	128,895	30,282	47,738	95,979	351,581
Average expense \$	112,657	19,652	34,672	71,797	324,508
Average net profit (loss) \$	16,238	10,630	13,066	14,182	27,073
Businesses reporting a profit (No.)	2,247				
Average sales \$	127,730	30,245	47,754	85,954	346,967
Average expense \$	108,332	18,579	32,984	69,064	312,699
Average net profit \$	19,398	11,666	14,770	16,890	34,268
Businesses reporting a loss (No.)	208				
Average sales \$	135,981	30,949	47,554	86,162	379,258
Average expense \$	144,952	39,148	53,725	91,581	395,353
Average net loss \$	-8,971	-8,199	-6,171	-5,419	-16,095
1986					
Number of observations in sample	2,611				
Average sales \$	122,514	31,177	48,063	83,226	327,591
Average expense \$	104,287	19,257	32,940	66,828	298,122
Average net profit (loss) \$	18,227	11,920	15,123	16,398	29,469
Businesses reporting a profit (No.)	2,248				
Average sales \$	124,535	31,038	47,934	82,697	336,469
Average expense \$	101,913	17,981	30,210	62,127	297,334
Average net profit \$	22,622	13,057	17,724	20,570	39,135
Businesses reporting a loss (No.)	363				
Average sales \$	113,821	32,950	49,183	85,962	287,189
Average expense \$	121,240	35,564	56,526	91,161	301,708
Average net loss \$	-7,419	-2,614	-7,343	-5,199	-14,519
1987					
Number of observations in sample	879				
Average sales \$	123,552	32,334	50,875	83,653	327,346
Average expense \$	105,393	19,813	37,224	65,119	299,417
Average net profit (loss) \$	18,159	12,521	13,651	18,534	27,929
Businesses reporting a profit (No.)	757				
Average sales \$	126,137	32,395	50,425	82,671	339,058
Average expense \$	104,047	19,280	34,586	60,873	301,447
Average net profit \$	22,090	13,115	15,839	21,798	37,611
Businesses reporting a loss (No.)	122				
Average sales \$	112,727	30,514	56,034	91,981	272,377
Average expense \$	123,576	35,824	67,475	101,115	289,890
Average net loss \$	-10,849	-5,310	-11,441	-9,134	-17,513

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

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# PHARMACIES

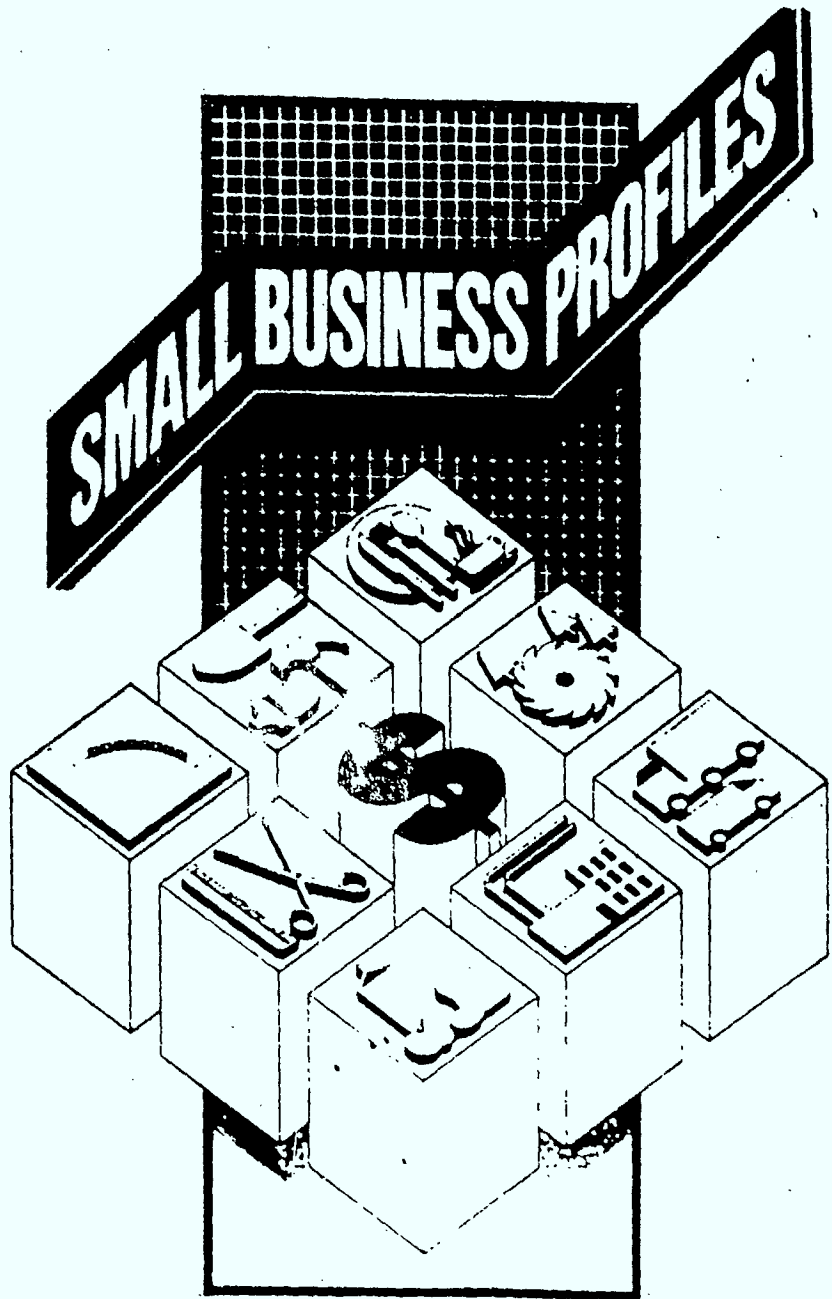
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	1,201											
Low sales value (\$000's)	(1)	(1)										984
High sales value (\$000's)	(1)	342										117
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	57.7	51.7	57.4	58.2	62.4	92.2	62.6	61.2	60.4	62.6	66.1	
Occupancy expenses	4.7	5.4	4.6	4.6	4.2	95.2	4.9	6.1	4.8	4.7	4.3	
Depreciation	1.0	1.4	1.1	0.9	0.8	85.9	1.2	1.3	1.3	1.0	0.9	
Repairs & maintenance	0.4	0.5	0.4	0.4	0.3	78.0	0.5	0.7	0.4	0.5	0.4	
Heat, light & telephone	0.8	1.0	0.8	0.7	0.6	89.5	0.9	1.2	0.9	0.8	0.6	
Rent	2.5	2.6	2.4	2.5	2.5	77.2	3.2	3.8	3.2	3.0	2.9	
Personnel expenses	15.4	16.8	15.1	15.2	14.6	95.1	16.3	19.0	15.6	15.8	14.9	
Financial expenses	1.7	2.2	1.9	1.5	1.3	94.8	1.8	2.5	1.9	1.6	1.3	
Interest & bank charges	0.8	1.0	0.8	0.8	0.7	82.5	1.0	1.5	0.9	1.0	0.8	
Professional fees	0.9	1.2	1.1	0.7	0.6	91.2	1.0	1.4	1.2	0.7	0.6	
Other expenses	12.8	12.4	13.3	13.7	12.3	99.9	12.9	12.4	13.3	13.7	12.3	
Profit (loss)	7.5	11.6	7.6	5.6	5.1	98.7	7.6	11.9	7.7	5.7	5.2	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise. This industry includes prescription drug stores, retail pharmaceuticals, prescription pharmacies and retail prescription medicines.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	750				
Low sales value (\$000's)	(1)	(1)	446	710	1,074
High sales value (\$000's)	(1)	446	710	1,074	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	34	14	27	36	57
Inventory	-	-	-	-	-
Other current assets	189	87	153	204	313
Total current assets	223	102	180	240	370
Fixed assets	49	34	40	56	55
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	37	9	31	45	63
<b>Total assets</b>	<b>309</b>	<b>145</b>	<b>251</b>	<b>342</b>	<b>497</b>
<b>Liabilities and equity</b>					
Current loans	23	7	18	29	37
Other current liabilities	99	41	78	111	165
Total current liabilities	121	48	96	140	202
Mortgages payable	-	-	-	-	-
Long term debt	5	3	2	7	6
Other liabilities	42	35	34	42	59
<b>Total liabilities</b>	<b>168</b>	<b>86</b>	<b>132</b>	<b>188</b>	<b>267</b>
<b>Total equity</b>	<b>141</b>	<b>59</b>	<b>119</b>	<b>153</b>	<b>231</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	750				
Low sales value (\$000's)	(1)	(1)	446	710	1,074
High sales value (\$000's)	(1)	446	710	1,074	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.1	1.9	1.7	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.2	1.4	1.1	1.2	1.2
Interest coverage ratio (times)	6.7	5.0	5.8	6.5	7.8
Debt ratio (times)	0.5	0.6	0.5	0.6	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	579				
Low sales value (\$000's)	(1)	(1)	468	736	1,096
High sales value (\$000's)	(1)	468	736	1,096	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	36	6	30	47	61
Depreciation	9	5	7	11	14
Other	-7	6	-4	-12	-18
<b>Dividends</b>	-16	-5	-9	-18	-31
<b>Investment activities</b>					
Disposal of fixed assets	3	3	1	5	3
Purchase of fixed assets	-16	-12	-8	-19	-26
Increase in investment	-4	-	-5	-3	-9
Decrease in investment	1	-	1	1	3
<b>Financing activities</b>					
Increase in long term debt	8	9	3	8	12
Repayment of long term debt	-8	-4	-6	-10	-10
Loans from shareholders	7	6	2	10	11
Repayment of loans from shareholders	-11	-8	-6	-13	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	1	-	7
Decrease in equity	-1	-	-	-3	-2
Other	-	-	-1	-1	-1
Increase(decrease) in cash & equivalents	3	5	6	3	-1
Cash & equivalents-Beginning of the year	18	8	18	19	28
Cash & equivalents - End of the year	21	13	24	21	26

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,196</b>	<b>678,783</b>	<b>49,698</b>	<b>373</b>	<b>307</b>
less than 20	3,536	319,673	23,295	320	247
20 - 99	608	243,014	17,861	50	58
100 - 499	42	64,201	5,061	3	1
500 and over	10	51,895	3,481	-	1
<b>1987</b>					
<b>Total</b>	<b>4,460</b>	<b>919,842</b>	<b>66,306</b>	<b>456</b>	<b>...</b>
less than 20	3,500	334,125	23,917	356	...
20 - 99	896	391,125	28,155	94	...
100 - 499	44	84,081	6,083	4	...
500 and over	20	110,511	8,151	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	980				
Average sales \$	728,864	169,401	505,403	828,981	1,411,669
Average expense \$	683,791	153,882	468,062	773,566	1,339,654
Average net profit (loss) \$	45,073	15,519	37,341	55,415	72,015
Businesses reporting a profit (No.)	901				
Average sales \$	735,231	188,288	506,253	821,899	1,424,485
Average expense \$	681,587	160,964	465,714	761,064	1,338,607
Average net profit \$	53,644	27,324	40,539	60,835	85,878
Businesses reporting a loss (No.)	79				
Average sales \$	711,957	116,184	486,182	929,583	1,315,877
Average expense \$	738,439	133,927	521,178	951,173	1,347,478
Average net loss \$	-26,482	-17,743	-34,996	-21,590	-31,601
<b>1986</b>					
Number of observations in sample	1,182				
Average sales \$	689,474	204,809	454,377	736,594	1,362,114
Average expense \$	655,375	198,231	428,308	700,223	1,294,738
Average net profit (loss) \$	34,099	6,578	26,069	36,371	67,376
Businesses reporting a profit (No.)	998				
Average sales \$	691,635	210,263	455,619	734,313	1,366,343
Average expense \$	643,888	186,807	421,780	687,487	1,279,478
Average net profit \$	47,747	23,456	33,839	46,826	86,865
Businesses reporting a loss (No.)	184				
Average sales \$	683,046	196,088	447,390	750,777	1,337,927
Average expense \$	710,738	216,499	465,016	779,421	1,382,015
Average net loss \$	-27,692	-20,411	-17,626	-28,644	-44,088
<b>1987</b>					
Number of observations in sample	1,418				
Average sales \$	709,955	205,110	496,484	791,018	1,347,207
Average expense \$	668,729	185,452	463,160	746,425	1,279,880
Average net profit (loss) \$	41,226	19,658	33,324	44,593	67,327
Businesses reporting a profit (No.)	1,216				
Average sales \$	712,791	216,554	495,119	790,554	1,348,938
Average expense \$	659,335	184,756	451,024	735,669	1,265,889
Average net profit \$	53,456	31,798	44,095	54,885	83,049
Businesses reporting a loss (No.)	202				
Average sales \$	700,490	169,803	502,664	794,494	1,334,997
Average expense \$	727,785	187,597	518,096	826,850	1,378,596
Average net loss \$	-27,295	-17,794	-15,432	-32,356	-43,599

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# PLATEMAKING, TYPESETTING & BINDERY INDUSTRY

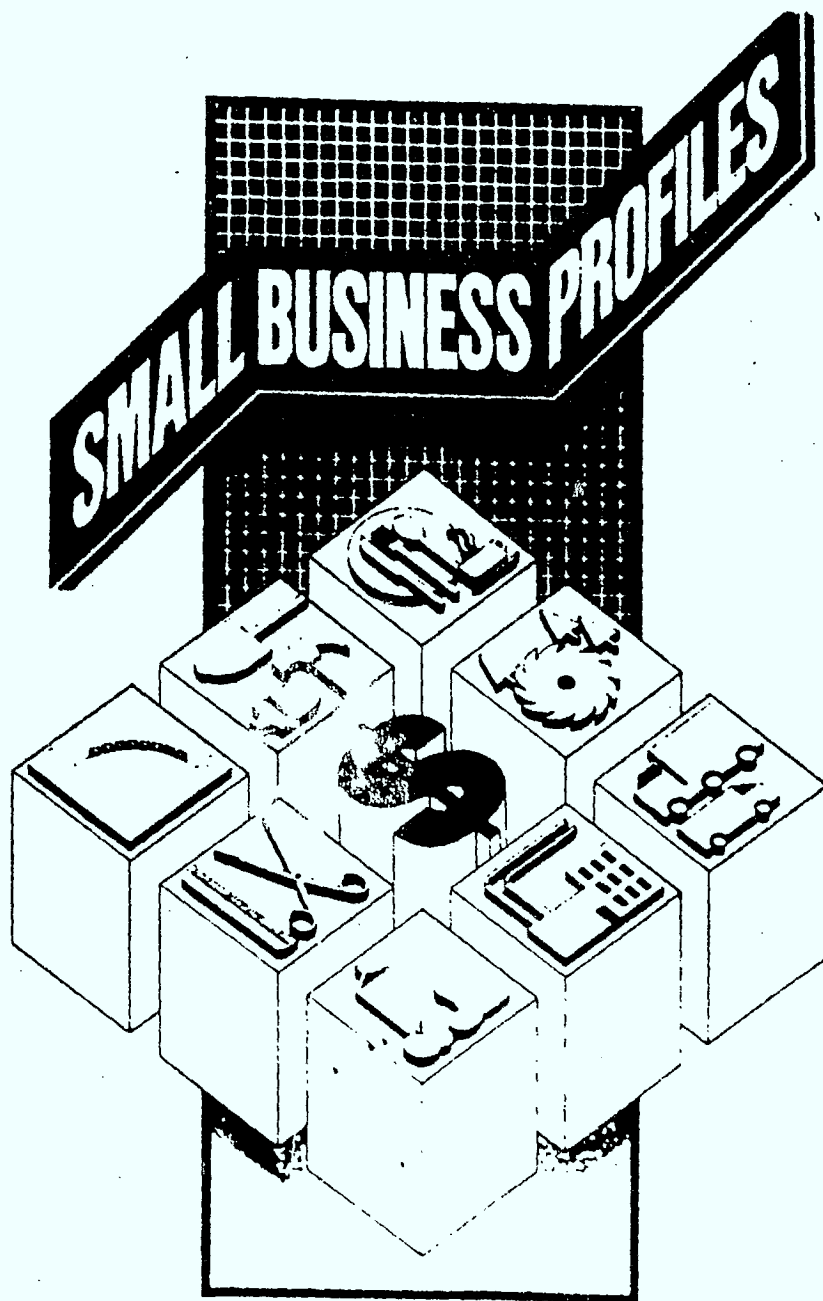
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## CANADA

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### 1987

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SMALL BUSINESS OFFICE



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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Platemaking, Typesetting &amp; Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	473					
Low sales value (\$000's)	(1)	(1)	74	182	395	
High sales value (\$000's)	(1)	74	182	395	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	19.0	12.9	21.6	20.7	20.4	71.4	26.6	28.7	35.9	23.5	22.3
Occupancy expenses	14.6	14.5	17.6	15.5	10.6	99.6	14.6	14.7	17.6	15.5	10.6
Depreciation	5.9	4.9	8.2	5.7	4.4	92.9	6.3	6.0	8.4	6.3	4.5
Repairs & maintenance	1.3	1.3	1.3	1.2	1.4	73.8	1.8	2.7	1.6	1.5	1.7
Heat, light & telephone	2.0	2.3	2.5	2.0	1.4	87.2	2.3	3.0	2.9	2.1	1.5
Rent	5.3	6.0	5.5	6.5	3.4	79.3	6.7	9.7	6.7	7.0	4.3
Personnel expenses	28.7	17.3	23.2	33.8	40.3	87.5	32.8	24.7	28.5	33.9	40.8
Financial expenses	3.4	2.8	4.3	3.7	2.7	93.3	3.7	3.6	4.6	3.7	2.7
Interest & bank charges	2.2	1.5	3.2	2.2	1.7	83.3	2.6	2.4	3.6	2.4	1.9
Professional fees	1.3	1.4	1.2	1.5	1.0	88.1	1.4	1.9	1.4	1.5	1.1
Other expenses	23.1	27.9	25.0	22.0	17.6	100.0	23.1	27.9	25.0	22.0	17.6
Profit (loss)	11.2	24.5	8.2	4.3	8.3	99.7	11.2	24.5	8.2	4.3	8.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2820 - Platemaking, Typesetting and Bindery Industry

Businesses primarily engaged in providing specialized services to the printing and publishing trades, advertising agencies or others; the making of image bearing photographic films, plates and printers' dies of all types; typesetting for the printing trade; making binders or covers; hand or machine bindery work and allied post-printing, converting or finishing operations. Included are businesses engaged in photographic film developing, printing and enlarging.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	434				
Low sales value (\$000's)	(1)	(1)	105	260	497
High sales value (\$000's)	(1)	105	260	497	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	57	6	22	43	157
Inventory	-	-	-	-	-
Other current assets	60	13	46	55	124
Total current assets	117	19	68	98	281
Fixed assets	103	36	59	91	227
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	12	13	29
<b>Total assets</b>	<b>234</b>	<b>57</b>	<b>139</b>	<b>202</b>	<b>537</b>
<b>Liabilities and equity</b>					
Current loans	18	4	12	18	39
Other current liabilities	64	14	28	60	152
Total current liabilities	82	18	39	78	191
Mortgages payable	-	-	-	-	-
Long term debt	12	2	13	11	20
Other liabilities	59	27	33	82	113
<b>Total liabilities</b>	<b>152</b>	<b>47</b>	<b>86</b>	<b>151</b>	<b>324</b>
<b>Total equity</b>	<b>82</b>	<b>10</b>	<b>53</b>	<b>51</b>	<b>213</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	434				
Low sales value (\$000's)	(1)	(1)	105	260	497
High sales value (\$000's)	(1)	105	260	497	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.0	1.7	1.3	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	4.7	1.6	3.0	1.5
Interest coverage ratio (times)	4.9	2.1	5.8	3.6	5.7
Debt ratio (times)	0.6	0.8	0.6	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	278				
Low sales value (\$000's)	(1)	(1)	166	287	523
High sales value (\$000's)	(1)	166	287	523	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	2	4	24	56
Depreciation	24	13	16	21	48
Other	1	2	-5	3	4
<b>Dividends</b>	-12	-2	-2	-10	-34
<b>Investment activities</b>					
Disposal of fixed assets	3	-	1	3	10
Purchase of fixed assets	-36	-23	-9	-28	-86
Increase in investment	-3	-	-2	-1	-10
Decrease in investment	1	-	1	-	2
<b>Financing activities</b>					
Increase in long term debt	18	3	10	15	41
Repayment of long term debt	-14	-3	-5	-18	-28
Loans from shareholders	10	2	16	9	12
Repayment of loans from shareholders	-10	-	-12	-13	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	2	9	-	1	-
Decrease in equity	-1	-	-	-1	-4
Other	-1	-1	-	-	-3
<b>Increase(decrease) in cash &amp; equivalents</b>	7	-	14	5	6
Cash & equivalents-Beginning of the year	20	4	42	16	14
Cash & equivalents - End of the year	26	4	56	21	20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,431</b>	<b>360,446</b>	<b>17,236</b>	<b>276</b>	<b>192</b>
less than 20	1,179	96,939	4,822	260	179
20 - 99	189	141,532	6,598	8	8
100 - 499	55	106,683	5,207	8	5
500 and over	8	15,292	609	-	-
<b>1987</b>					
<b>Total</b>	<b>1,678</b>	<b>489,961</b>	<b>20,835</b>	<b>270</b>	<b>...</b>
less than 20	1,386	122,891	5,414	250	...
20 - 99	216	193,546	7,851	16	...
100 - 499	71	166,296	7,052	4	...
500 and over	5	7,228	518	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

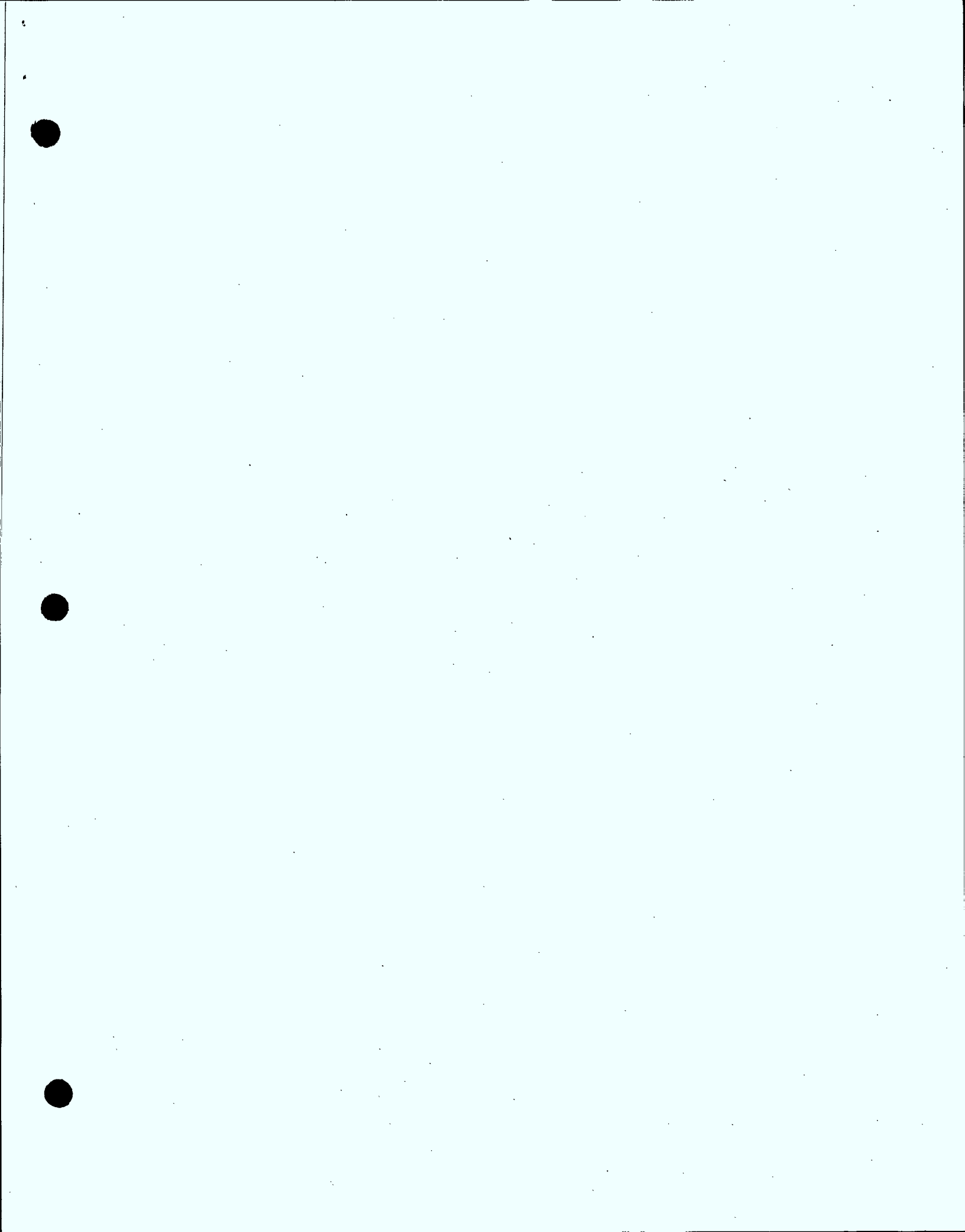
TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Platemaking, Typesetting & Bindery Industry (SIC 282)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	469				
Average sales \$	274,587	47,968	102,298	204,617	743,463
Average expense \$	263,331	49,259	98,530	208,366	697,167
Average net profit (loss) \$	11,256	-1,291	3,768	-3,749	46,296
Businesses reporting a profit (No.)	378				
Average sales \$	275,319	46,583	104,673	199,457	750,562
Average expense \$	243,205	36,906	97,941	179,071	658,900
Average net profit \$	32,114	9,677	6,732	20,386	91,662
Businesses reporting a loss (No.)	91				
Average sales \$	266,905	50,191	90,904	215,170	711,354
Average expense \$	327,245	69,083	101,355	268,276	870,265
Average net loss \$	-60,340	-18,892	-10,451	-53,106	-158,911
<b>1986</b>					
Number of observations in sample	501				
Average sales \$	278,996	52,173	110,173	220,452	733,185
Average expense \$	263,890	42,204	115,227	212,166	685,981
Average net profit (loss) \$	15,106	9,969	-5,054	8,286	47,224
Businesses reporting a profit (No.)	385				
Average sales \$	296,041	50,315	112,106	216,837	804,904
Average expense \$	266,037	31,806	98,125	200,542	733,676
Average net profit \$	30,004	18,509	13,981	16,295	71,228
Businesses reporting a loss (No.)	116				
Average sales \$	222,840	55,792	108,721	234,766	492,082
Average expense \$	243,568	62,465	128,069	258,184	525,555
Average net loss \$	-20,728	-6,673	-19,348	-23,418	-33,473
<b>1987</b>					
Number of observations in sample	528				
Average sales \$	326,814	52,135	124,918	276,806	853,397
Average expense \$	300,157	40,801	110,388	263,744	785,696
Average net profit (loss) \$	26,657	11,334	14,530	13,062	67,701
Businesses reporting a profit (No.)	410				
Average sales \$	332,099	51,403	136,259	276,764	863,971
Average expense \$	291,312	31,581	109,753	245,937	777,977
Average net profit \$	40,787	19,822	26,506	30,827	85,994
Businesses reporting a loss (No.)	118				
Average sales \$	305,780	54,117	101,770	276,892	790,339
Average expense \$	327,223	65,785	111,686	299,694	831,726
Average net loss \$	-21,443	-11,668	-9,916	-22,802	-41,387

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# PLUMBING

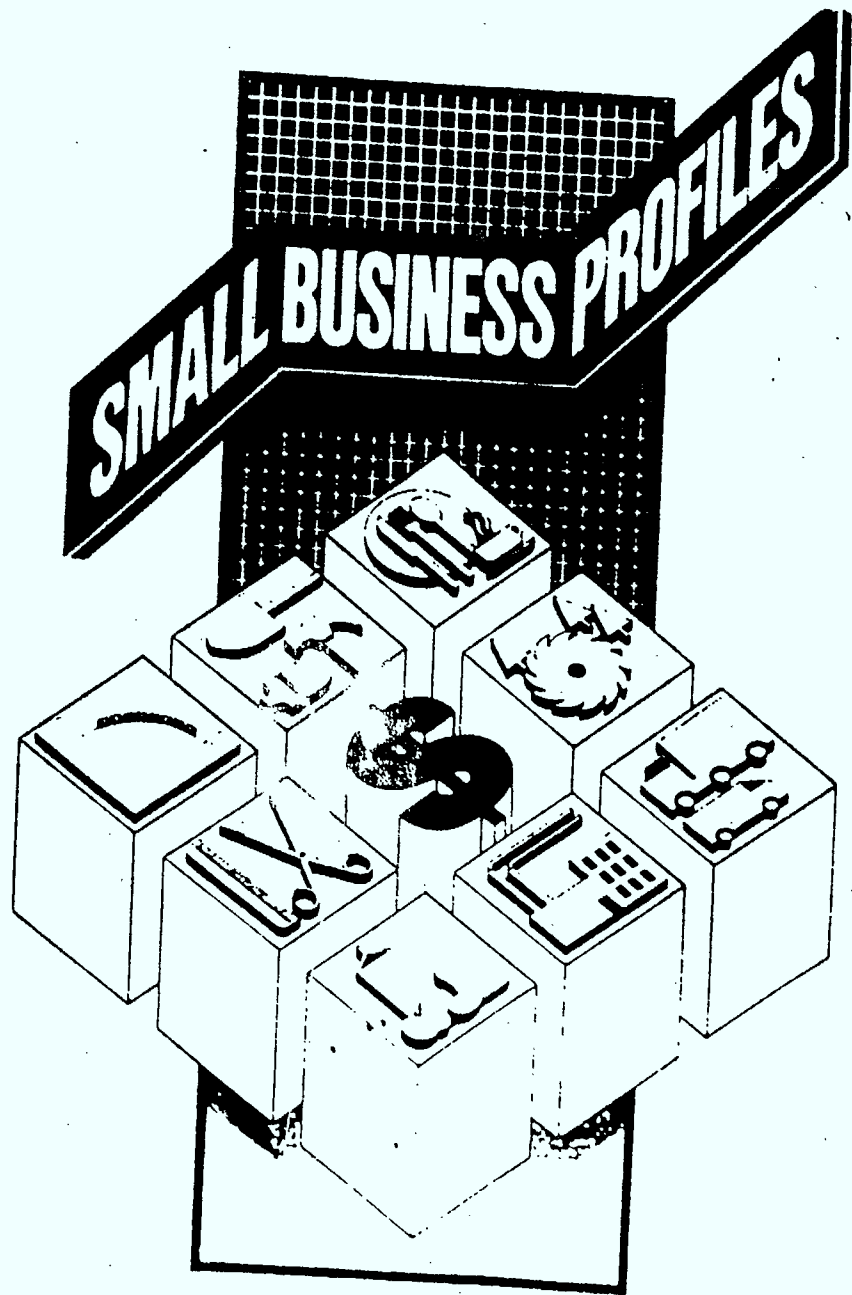
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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Plumbing (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)						
Businesses in sample (No.)	1,025												
Low sales value (\$000's)	(1)	(1)	59	113	276								276
High sales value (\$000's)	(1)												(1)
Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	37.5	32.8	37.0	42.0	38.3	82.0	45.8	49.6	43.1	47.7	43.7		
Occupancy expenses	5.8	7.2	6.0	5.3	3.9	97.4	5.7	7.4	6.4	5.3	3.9		
Depreciation	2.4	2.7	2.8	2.3	1.6	87.8	2.7	3.7	3.3	2.4	1.6		
Repairs & maintenance	0.7	0.7	0.8	0.8	0.5	41.2	1.7	2.6	2.3	1.6	0.9		
Heat, light & telephone	1.3	2.1	1.2	1.1	0.8	82.8	1.6	2.9	1.6	1.3	0.9		
Rent	1.2	1.6	1.2	1.1	1.0	57.2	2.1	3.7	2.4	1.7	1.4		
Personnel expenses	19.4	10.1	16.7	22.4	28.2	81.7	23.7	18.2	21.5	23.8	28.4		
Financial expenses	1.7	2.0	2.0	1.7	1.3	93.3	1.9	2.4	2.1	1.8	1.3		
Interest & bank charges	1.0	1.3	1.0	0.9	0.8	74.3	1.3	2.1	1.4	1.2	0.9		
Professional fees	0.8	0.7	1.0	0.8	0.5	79.9	0.9	1.3	1.2	0.9	0.6		
Other expenses	23.4	24.1	26.2	20.4	22.9	100.0	23.4	24.1	26.2	20.4	22.9		
Profit (loss)	12.3	23.7	12.1	8.3	5.4	98.6	12.5	24.1	12.3	8.4	5.4		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):****SIC 4241 - Plumbing Contractors**

Businesses primarily engaged in the installation and repair of primary hot and cold water piping systems (i.e. except space heating) such as: installation of waste and vent drain systems, installation of hot water heaters and plumbing tanks, installation of water meters, installation of piping systems, installation of plumbing fixtures, installation of primary hot water, installation of roof drainage systems (except eavestroughing) and installation of sanitary ware.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Plumbing (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	726				
Low sales value (\$000's)	(1)	(1)	106	244	445
High sales value (\$000's)	(1)	106	244	445	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	48	6	19	43	123
Inventory	-	-	-	-	-
Other current assets	51	17	36	48	105
Total current assets	99	22	55	91	228
Fixed assets	29	10	17	28	60
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	10	3	4	12
<b>Total assets</b>	<b>135</b>	<b>43</b>	<b>75</b>	<b>123</b>	<b>300</b>
<b>Liabilities and equity</b>					
Current loans	10	2	4	8	25
Other current liabilities	50	11	25	45	119
Total current liabilities	60	13	29	53	144
Mortgages payable	-	-	-	-	-
Long term debt	2	1	2	2	3
Other liabilities	21	12	11	22	38
<b>Total liabilities</b>	<b>82</b>	<b>26</b>	<b>41</b>	<b>78</b>	<b>184</b>
<b>Total equity</b>	<b>53</b>	<b>17</b>	<b>34</b>	<b>45</b>	<b>116</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Plumbing (SIC 4241)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	726				
Low sales value (\$000's)	(1)	(1)	106	244	445
High sales value (\$000's)	(1)	106	244	445	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.7	1.9	1.7	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	1.5	1.2	1.7	1.6
Interest coverage ratio (times)	7.2	1.5	5.8	6.3	8.7
Debt ratio (times)	0.6	0.6	0.5	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	386				
Low sales value (\$000's)	(1)	(1)	106	243	435
High sales value (\$000's)	(1)	106	243	435	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	-1	5	14	40
Depreciation	6	2	4	5	13
Other	-4	1	4	-4	-16
<b>Dividends</b>	-4	-1	-3	-7	-7
<b>Investment activities</b>					
Disposal of fixed assets	4	6	1	2	7
Purchase of fixed assets	-10	-2	-8	-6	-24
Increase in investment	-2	-4	-1	-	-3
Decrease in investment	2	-	-	1	6
<b>Financing activities</b>					
Increase in long term debt	4	1	3	2	9
Repayment of long term debt	-6	-3	-3	-3	-14
Loans from shareholders	4	1	5	3	6
Repayment of loans from shareholders	-4	-1	-8	-3	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-	-1	-	-1
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	4	-1	-1	5	12
Cash & equivalents-Beginning of the year	14	11	16	24	6
Cash & equivalents - End of the year	18	10	15	28	18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Plumbing (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,626</b>	<b>441,489</b>	<b>18,265</b>	<b>690</b>	<b>498</b>
less than 20	4,461	276,261	11,374	674	488
20 - 99	153	119,245	4,941	14	10
100 - 499	12	45,983	1,950	2	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>5,329</b>	<b>637,349</b>	<b>23,434</b>	<b>804</b>	<b>...</b>
less than 20	5,125	386,863	14,274	792	...
20 - 99	183	177,465	6,480	11	...
100 - 499	21	73,021	2,680	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Plumbing (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,733				
Average sales \$	211,675	38,752	82,839	160,170	564,938
Average expense \$	198,428	30,549	74,306	147,856	540,999
Average net profit (loss) \$	13,247	8,203	8,533	12,314	23,939
Businesses reporting a profit (No.)	2,281				
Average sales \$	212,243	38,857	82,988	162,134	564,994
Average expense \$	193,049	29,034	69,758	143,832	529,572
Average net profit \$	19,194	9,823	13,230	18,302	35,422
Businesses reporting a loss (No.)	452				
Average sales \$	209,463	37,557	82,147	153,452	564,696
Average expense \$	223,623	47,734	95,309	161,626	589,823
Average net loss \$	-14,160	-10,177	-13,162	-8,174	-25,127
<b>1986</b>					
Number of observations in sample	2,900				
Average sales \$	238,441	44,503	91,639	176,565	641,056
Average expense \$	224,568	36,023	79,330	165,585	617,933
Average net profit (loss) \$	13,873	8,480	12,309	10,980	23,723
Businesses reporting a profit (No.)	2,301				
Average sales \$	239,820	44,442	92,156	176,445	646,237
Average expense \$	219,292	33,730	75,775	159,679	607,986
Average net profit \$	20,528	10,712	16,381	16,767	38,251
Businesses reporting a loss (No.)	599				
Average sales \$	233,720	44,835	89,164	176,996	623,883
Average expense \$	244,968	48,541	96,327	186,689	648,316
Average net loss \$	-11,248	-3,706	-7,163	-9,693	-24,433
<b>1987</b>					
Number of observations in sample	1,140				
Average sales \$	228,340	41,337	83,212	183,650	605,160
Average expense \$	211,604	32,215	73,344	169,586	571,270
Average net profit (loss) \$	16,736	9,122	9,868	14,064	33,890
Businesses reporting a profit (No.)	921				
Average sales \$	231,400	41,713	83,615	182,570	617,703
Average expense \$	209,133	29,627	69,853	162,472	574,578
Average net profit \$	22,267	12,086	13,762	20,098	43,125
Businesses reporting a loss (No.)	219				
Average sales \$	210,951	39,659	81,471	188,213	534,461
Average expense \$	221,111	43,769	88,425	199,626	552,622
Average net loss \$	-10,160	-4,110	-6,954	-11,413	-18,161

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

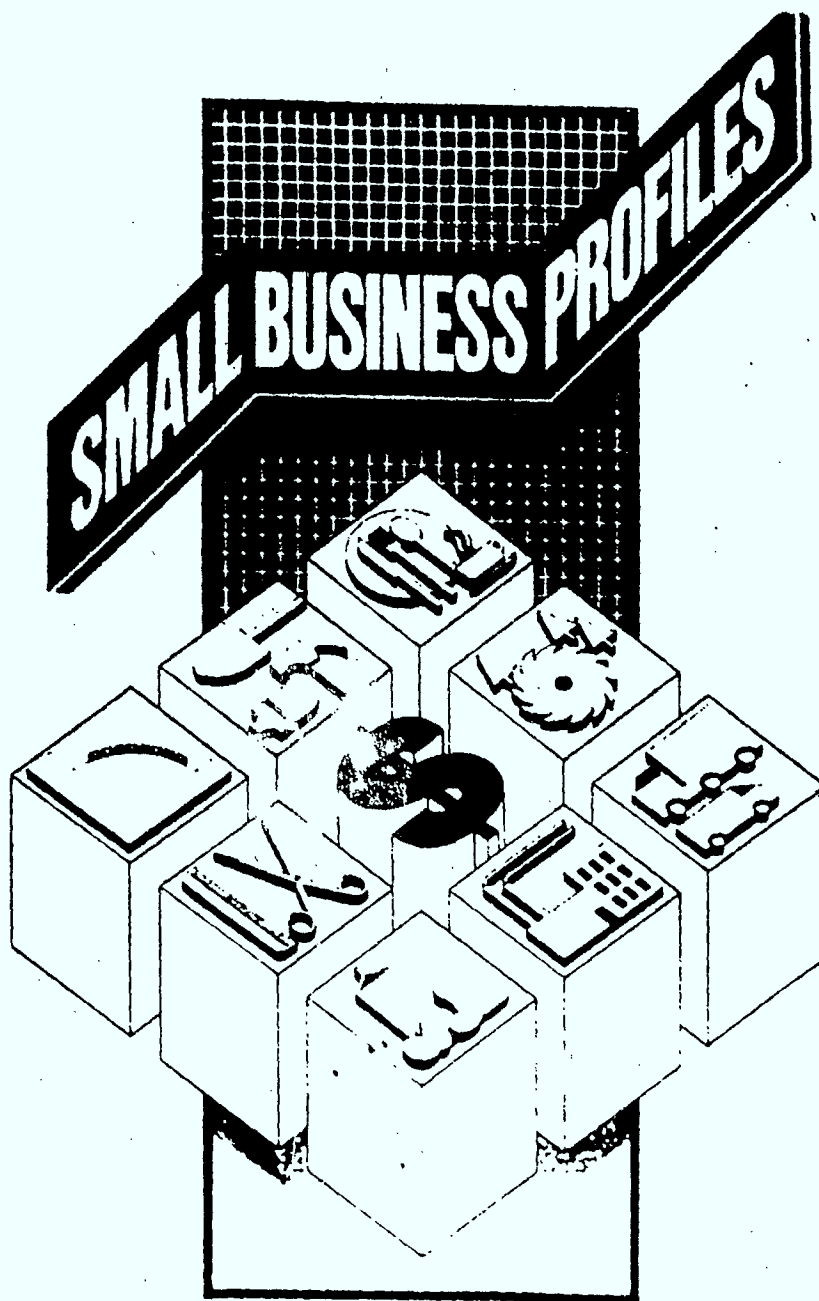
See Table 1 for symbols and notes



# POSTAL SERVICE INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Postal Service Industry (SIC 4841)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25										
Low sales value (\$000's)	(1)	--	--	--	--						
High sales value (\$000's)	(1)	--	--	--	--						
	Percent of sales						Percent of sales				
Cost of sales	0.1	--	--	--	--	6.6	0.8	--	--	--	--
Occupancy expenses	14.0	--	--	--	--	100.0	14.0	--	--	--	--
Depreciation	5.3	--	--	--	--	86.0	6.2	--	--	--	--
Repairs & maintenance	3.1	--	--	--	--	48.6	6.4	--	--	--	--
Heat, light & telephone	1.9	--	--	--	--	58.6	3.3	--	--	--	--
Rent	3.6	--	--	--	--	50.7	7.2	--	--	--	--
Personnel expenses	13.8	--	--	--	--	56.5	24.5	--	--	--	--
Financial expenses	2.2	--	--	--	--	77.0	2.8	--	--	--	--
Interest & bank charges	1.7	--	--	--	--	68.5	2.5	--	--	--	--
Professional fees	0.5	--	--	--	--	56.4	0.8	--	--	--	--
Other expenses	39.0	--	--	--	--	100.0	39.0	--	--	--	--
Profit (loss)	30.9	--	--	--	--	100.0	30.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4841 - Postal Service Industry

Businesses primarily engaged in operating a postal service. In the main, this industry contains businesses of the post office, but it also covers businesses (including individuals working on their own account) primarily engaged in carrying on one or more functions of the postal service on a contract basis, e.g. rural mail carriers or postmasters. These businesses include contract mail service, government mail service, post office box service, contract post office operations, government post office operations and rural mail carrier services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Postal Service Industry (SIC 4841)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	X	--	--	--	--
Accounts and notes receivable	X	--	--	--	--
Inventory	X	--	--	--	--
Other current assets	X	--	--	--	--
Total current assets	X	--	--	--	--
Fixed assets	X	--	--	--	--
Less: Accum. dep. on fixed assets	X	--	--	--	--
Other assets	X	--	--	--	--
<b>Total assets</b>	<b>X</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	X	--	--	--	--
Other current liabilities	X	--	--	--	--
Total current liabilities	X	--	--	--	--
Mortgages payable	X	--	--	--	--
Long term debt	X	--	--	--	--
Other liabilities	X	--	--	--	--
<b>Total liabilities</b>	<b>X</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>X</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Postal Service Industry (SIC 4841)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	--	--	--	--
Interest coverage ratio (times)	10.5	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Postal Service Industry (SIC 4841)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Postal Service Industry (SIC 4841)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>402</b>	<b>1,683,241</b>	<b>64,436</b>	<b>84</b>	<b>50</b>
less than 20	388	9,759	380	84	50
20 - 99	2	X	95	-	-
100 - 499	-	-	-	-	-
500 and over	12	X	63,961	-	-
<b>1987</b>					
<b>Total</b>	<b>427</b>	<b>2,047,534</b>	<b>72,826</b>	<b>93</b>	<b>...</b>
less than 20	413	11,275	407	93	...
20 - 99	2	X	114	-	...
100 - 499	-	-	-	-	...
500 and over	12	X	72,305	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Postal Service Industry (SIC 4841)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	63				
Average sales \$	69,121	28,213	32,921	47,974	167,375
Average expense \$	56,722	13,717	23,749	33,775	155,646
Average net profit (loss) \$	12,399	14,496	9,172	14,199	11,729
Businesses reporting a profit (No.)	59				
Average sales \$	61,737	28,213	32,805	47,974	137,957
Average expense \$	47,588	13,717	22,110	33,775	120,748
Average net profit \$	14,149	14,496	10,695	14,199	17,209
Businesses reporting a loss (No.)	4				
Average sales \$	146,771	-	33,761	-	259,780
Average expense \$	150,451	-	35,635	-	265,267
Average net loss \$	-3,680	-	-1,874	-	-5,487
<b>1986</b>					
Number of observations in sample	91				
Average sales \$	57,397	28,330	34,905	50,976	115,378
Average expense \$	44,235	16,638	22,654	32,565	105,084
Average net profit (loss) \$	13,162	11,692	12,251	18,411	10,294
Businesses reporting a profit (No.)	84				
Average sales \$	64,494	28,330	33,857	50,643	145,147
Average expense \$	47,319	16,638	16,050	31,825	124,761
Average net profit \$	17,175	11,692	17,807	18,818	20,386
Businesses reporting a loss (No.)	7				
Average sales \$	62,814	-	37,845	66,215	84,382
Average expense \$	64,063	-	41,182	66,411	84,595
Average net loss \$	-1,249	-	-3,337	-196	-213
<b>1987</b>					
Number of observations in sample	60				
Average sales \$	83,485	29,850	36,509	53,464	214,115
Average expense \$	65,134	16,140	26,850	39,745	177,801
Average net profit (loss) \$	18,351	13,710	9,659	13,719	36,314
Businesses reporting a profit (No.)	48				
Average sales \$	93,620	29,850	36,509	53,464	254,658
Average expense \$	71,918	16,140	26,850	39,745	204,937
Average net profit \$	21,702	13,710	9,659	13,719	49,721
Businesses reporting a loss (No.)	12				
Average sales \$	98,478	-	-	-	98,478
Average expense \$	100,405	-	-	-	100,405
Average net loss \$	-1,927	-	-	-	-1,927

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

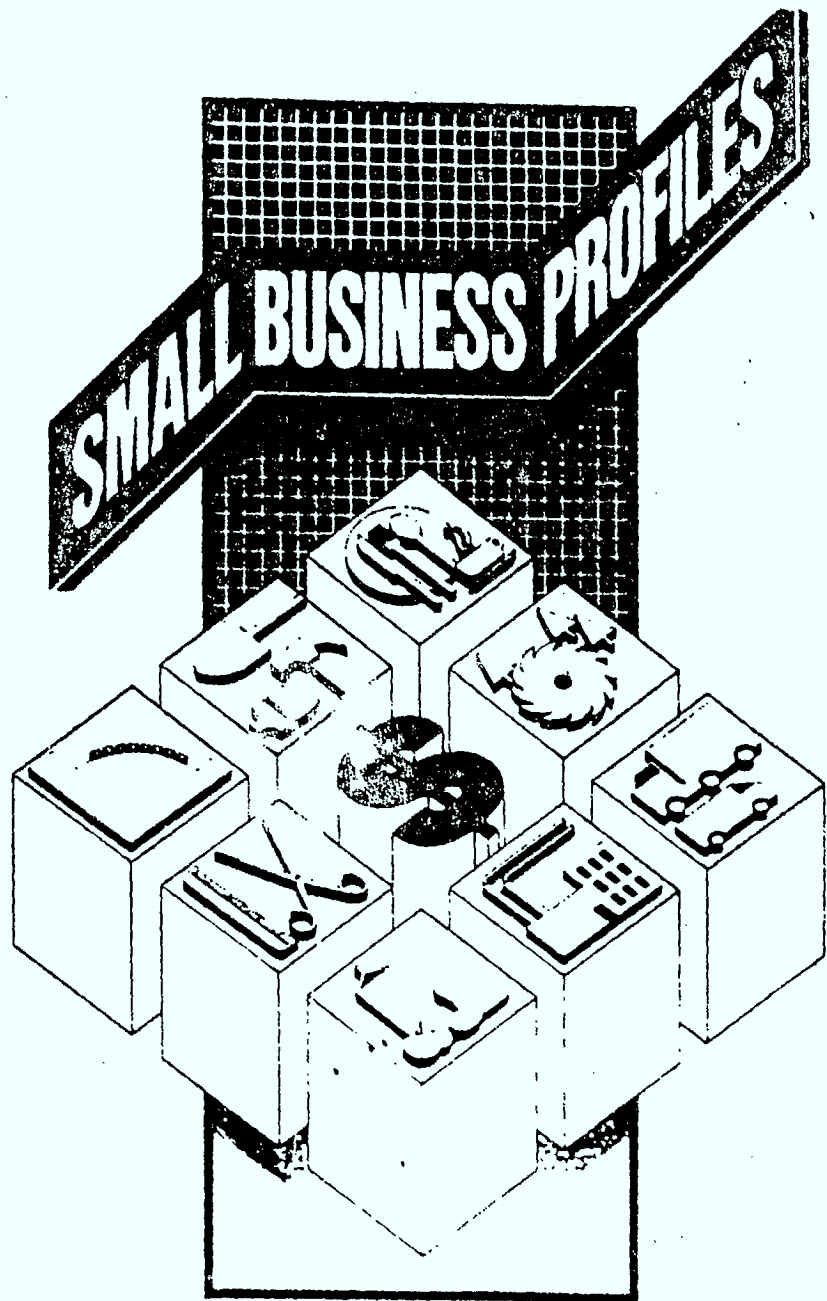
See Table 1 for symbols and notes



# POWER LAUNDRIES &/OR DRY CLEANERS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	312										
Low sales value (\$000's)	(1)	(1)	61	111	111					200	
High sales value (\$000's)	(1)	61	111	200	(1)					(1)	
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	4.6	3.3	4.1	4.9	6.2	43.7	10.7	13.8	8.4	10.0	12.0
Occupancy expenses	25.7	31.4	30.4	23.2	17.9	99.5	25.8	31.4	30.4	23.5	18.0
Depreciation	6.4	7.3	7.9	6.4	4.1	92.5	6.9	8.6	8.2	7.0	4.2
Repairs & maintenance	3.3	3.5	3.9	2.9	2.8	90.0	3.7	4.4	4.2	3.1	3.1
Heat, light & telephone	6.7	8.5	8.2	5.0	5.2	94.3	7.1	9.8	8.3	5.3	5.4
Rent	9.3	12.1	10.5	8.9	5.8	77.5	12.0	18.4	12.2	11.2	7.3
Personnel expenses	33.4	18.6	29.0	38.1	47.2	93.5	35.7	24.9	29.0	38.6	47.4
Financial expenses	4.9	5.8	6.6	4.2	3.2	96.8	5.1	6.2	6.6	4.4	3.2
Interest & bank charges	3.9	4.7	5.5	3.2	2.2	89.3	4.4	5.5	5.7	3.7	2.5
Professional fees	1.0	1.1	1.0	1.0	1.0	85.5	1.2	1.4	1.2	1.1	1.1
Other expenses	24.8	30.3	26.2	22.3	20.8	100.0	24.8	30.3	26.2	22.3	20.8
Profit (loss)	6.5	10.7	3.7	7.3	4.7	97.1	6.7	10.7	4.1	7.3	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x \* confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9721 - Power Laundries and/or Dry Cleaners

Businesses primarily engaged in operating mechanical laundries and plants which dry clean and/or dye apparel and household fabrics. These businesses include dry cleaners (except self-service), power laundry services (except self-service) and power laundry and dry cleaning plants.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	109	166	301
High sales value (\$000's)	(1)	109	166	301	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	1	2	6	21
Inventory	-	-	-	-	-
Other current assets	31	8	20	32	64
Total current assets	39	9	23	38	85
Fixed assets	79	50	61	60	146
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	26	10	24	32	39
<b>Total assets</b>	<b>145</b>	<b>69</b>	<b>108</b>	<b>130</b>	<b>270</b>
<b>Liabilities and equity</b>					
Current loans	9	4	8	6	19
Other current liabilities	31	13	20	33	59
Total current liabilities	40	17	28	39	77
Mortgages payable	-	-	-	-	-
Long term debt	14	19	14	9	13
Other liabilities	55	34	45	55	85
<b>Total liabilities</b>	<b>109</b>	<b>70</b>	<b>86</b>	<b>103</b>	<b>175</b>
<b>Total equity</b>	<b>36</b>	<b>-1</b>	<b>21</b>	<b>27</b>	<b>95</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	109	166	301
High sales value (\$000's)	(1)	109	166	301	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.0	0.5	0.8	1.0	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.1	-54.4	4.0	3.9	1.8
Interest coverage ratio (times)	2.0	...	2.1	2.7	3.0
Debt ratio (times)	0.8	1.0	0.8	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	94				
Low sales value (\$000's)	(1)	(1)	111	155	293
High sales value (\$000's)	(1)	111	155	293	(1)
Average (\$000's)					
Operating activities					
Cash from operations	7	2	5	-2	24
Depreciation	13	7	10	15	20
Other	-7	-21	5	-1	-11
Dividends	-5	-	-6	-3	-10
Investment activities					
Disposal of fixed assets	13	24	-	1	27
Purchase of fixed assets	-18	-5	-11	-9	-44
Increase in investment	-1	-	-	-2	-3
Decrease in investment	4	-	-	-	15
Financing activities					
Increase in long term debt	9	3	4	9	21
Repayment of long term debt	-17	-14	-8	-11	-33
Loans from shareholders	9	8	18	4	7
Repayment of loans from shareholders	-8	-	-17	-3	-13
Advances & loans from government	-	-	-	-	1
Increase in equity	2	-	-	-	8
Decrease in equity	-1	-	-	-	-3
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	1	3	-1	-2	6
Cash & equivalents—Beginning of the year	7	-	-1	13	14
Cash & equivalents - End of the year	8	3	-2	11	20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Laundry and Cleaners' (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,380	407,545	36,775	710	420
less than 20	4,064	148,980	13,471	674	411
20 - 99	246	99,478	9,017	22	8
100 - 499	50	77,689	6,887	10	1
500 and over	20	81,398	7,400	4	-
1987					
Total	4,802	521,124	38,533	894	...
less than 20	4,482	188,597	14,154	864	...
20 - 99	254	125,794	9,319	25	...
100 - 499	51	106,535	7,886	5	...
500 and over	15	100,198	7,174	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

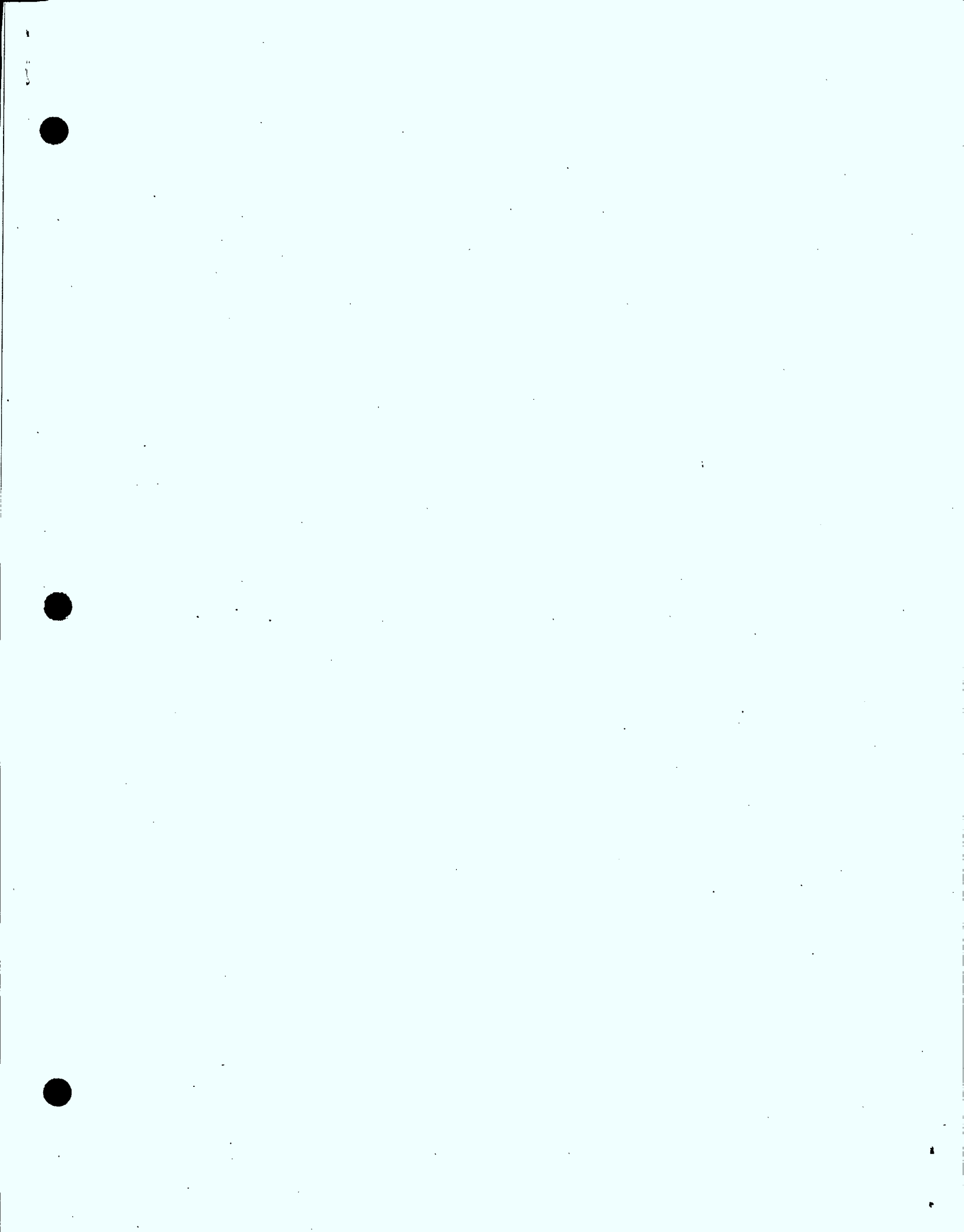
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	278				
Average sales \$	131,708	37,784	66,910	102,639	319,500
Average expense \$	118,642	33,460	58,632	93,744	288,733
Average net profit (loss) \$	13,066	4,324	8,278	8,895	30,767
Businesses reporting a profit (No.)	229				
Average sales \$	130,145	37,519	67,966	97,980	317,115
Average expense \$	111,285	27,431	53,483	83,598	280,626
Average net profit \$	18,860	10,088	14,483	14,382	36,489
Businesses reporting a loss (No.)	49				
Average sales \$	138,855	38,670	64,824	113,955	337,971
Average expense \$	148,095	53,660	68,805	118,387	351,527
Average net loss \$	-9,240	-14,990	-3,981	-4,432	-13,556
<b>1986</b>					
Number of observations in sample	285				
Average sales \$	180,715	47,287	81,029	131,323	463,219
Average expense \$	171,890	44,445	76,666	121,545	444,885
Average net profit (loss) \$	8,825	2,842	4,343	9,778	18,334
Businesses reporting a profit (No.)	239				
Average sales \$	183,585	45,485	80,089	130,847	477,920
Average expense \$	165,137	36,780	68,522	117,585	437,660
Average net profit \$	18,448	8,705	11,567	13,262	40,260
Businesses reporting a loss (No.)	46				
Average sales \$	174,555	50,607	85,266	133,263	429,084
Average expense \$	192,845	58,564	113,471	137,682	461,663
Average net loss \$	-18,290	-7,957	-28,205	-4,419	-32,579
<b>1987</b>					
Number of observations in sample	498				
Average sales \$	168,062	40,402	88,015	153,327	390,503
Average expense \$	158,954	36,197	84,930	142,252	372,435
Average net profit (loss) \$	9,108	4,205	3,085	11,075	18,068
Businesses reporting a profit (No.)	335				
Average sales \$	168,033	39,120	87,851	152,018	393,143
Average expense \$	150,130	29,309	76,116	134,930	360,164
Average net profit \$	17,903	9,811	11,735	17,088	32,979
Businesses reporting a loss (No.)	163				
Average sales \$	168,300	43,532	88,337	156,948	384,382
Average expense \$	179,625	52,995	102,119	162,509	400,876
Average net loss \$	-11,325	-9,463	-13,782	-5,561	-16,494

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# PRESCRIPTION DRUGS AND PATENT MEDICINE STORES

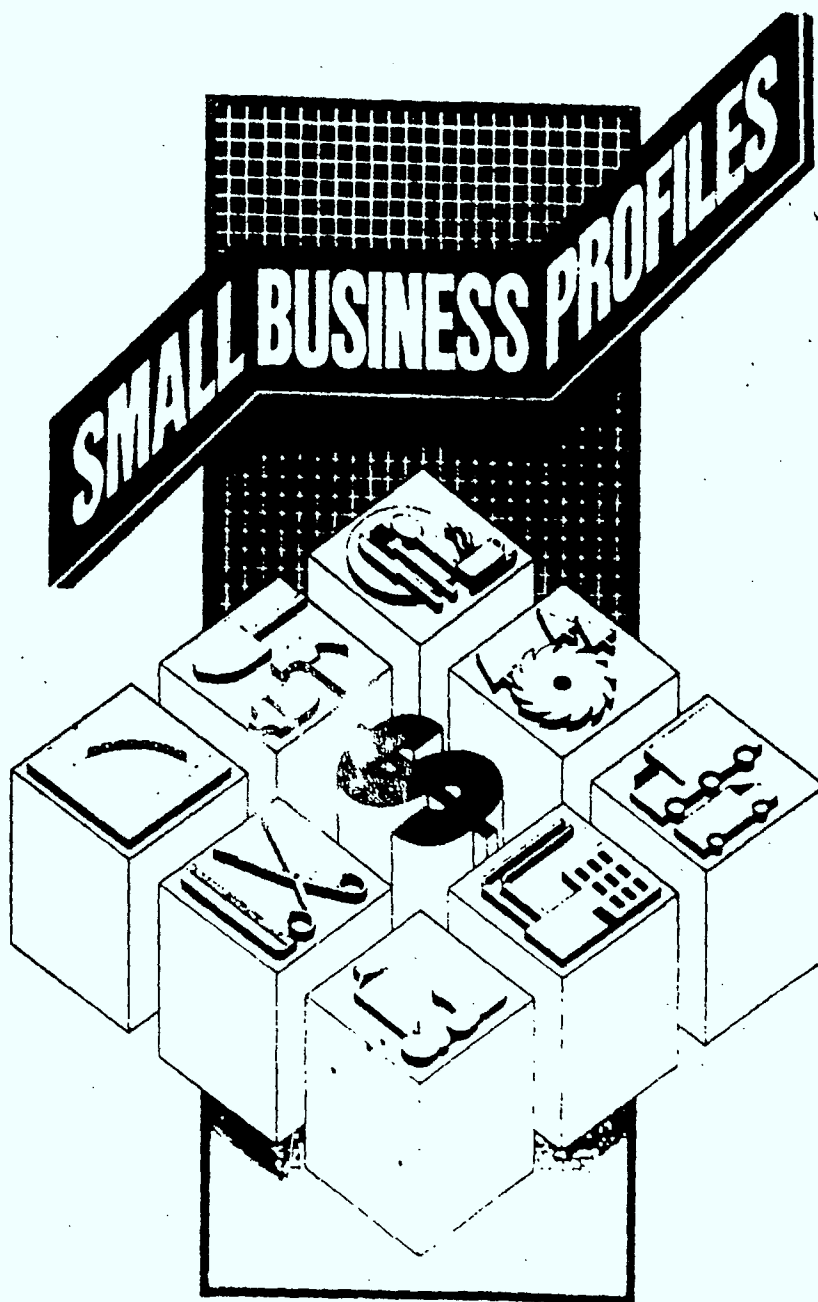
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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	1,281											
Low sales value (\$000's)	(1)	(1)	271	563	922							
High sales value (\$000's)	(1)	271	563	922	(1)							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	56.0	46.0	56.7	59.0	62.4	92.7	60.5	52.7	60.9	61.7	65.8	
Occupancy expenses	5.6	7.8	5.6	4.6	4.3	95.6	5.8	8.6	6.0	4.7	4.3	
Depreciation	1.3	2.1	1.3	1.0	0.8	86.8	1.5	2.6	1.5	1.0	0.9	
Repairs & maintenance	0.4	0.5	0.4	0.4	0.4	74.7	0.6	0.9	0.6	0.5	0.4	
Heat, light & telephone	0.8	1.1	0.8	0.8	0.6	88.7	0.9	1.5	0.9	0.8	0.6	
Rent	3.0	4.1	3.1	2.5	2.5	74.8	4.1	7.0	4.2	2.9	3.0	
Personnel expenses	15.1	14.7	15.4	15.7	14.6	94.9	15.9	16.6	16.1	16.2	14.9	
Financial expenses	1.9	2.8	2.0	1.6	1.3	95.4	2.0	3.0	2.1	1.6	1.4	
Interest & bank charges	1.0	1.3	0.9	0.8	0.7	81.8	1.2	1.8	1.2	1.0	0.8	
Professional fees	1.0	1.5	1.0	0.7	0.6	89.4	1.1	1.9	1.1	0.8	0.6	
Other expenses	13.7	16.8	12.1	13.8	12.1	99.9	13.7	16.8	12.1	13.8	12.2	
Profit (loss)	7.7	11.9	8.2	5.3	5.2	98.7	7.8	12.4	8.2	5.4	5.2	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6030 - Prescription Drugs and Patent Medicine Stores

Businesses primarily engaged in retail dealing in prescription drugs and patent or proprietary and herbal medicines, sick room supplies, cosmetics and toiletries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	809				
Low sales value (\$000's)	(1)	(1)	383	581	1,042
High sales value (\$000's)	(1)	383	681	1,042	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	10	24	35	56
Inventory	-	-	-	-	-
Other current assets	181	71	142	200	311
Total current assets	213	82	166	236	367
Fixed assets	48	31	38	57	65
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	34	6	22	49	60
<b>Total assets</b>	<b>295</b>	<b>118</b>	<b>226</b>	<b>342</b>	<b>491</b>
<b>Liabilities and equity</b>					
Current loans	22	6	14	30	38
Other current liabilities	95	36	69	111	162
Total current liabilities	117	43	83	142	200
Mortgages payable	-	-	-	-	-
Long term debt	5	3	4	6	6
Other liabilities	42	34	34	43	58
<b>Total liabilities</b>	<b>164</b>	<b>80</b>	<b>121</b>	<b>190</b>	<b>265</b>
<b>Total equity</b>	<b>131</b>	<b>38</b>	<b>105</b>	<b>152</b>	<b>227</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	809				
Low sales value (\$000's)	(1)	(1)	383	681	1,042
High sales value (\$000's)	(1)	383	681	1,042	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	1.9	2.0	1.7	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.3	2.1	1.1	1.3	1.2
Interest coverage ratio (times)	6.3	2.7	6.0	6.2	7.8
Debt ratio (times)	0.6	0.7	0.5	0.6	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	614				
Low sales value (\$000's)	(1)	(1)	421	688	1,066
High sales value (\$000's)	(1)	421	688	1,066	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	33	1	24	45	52
Depreciation	9	5	7	10	14
Other	-8	4	-5	-10	-21
<b>Dividends</b>	-14	-2	-8	-16	-32
<b>Investment activities</b>					
Disposal of fixed assets	3	3	-	5	4
Purchase of fixed assets	-16	-10	-9	-17	-26
Increase in investment	-4	-	-	-7	-9
Decrease in investment	1	-	-	2	3
<b>Financing activities</b>					
Increase in long term debt	8	8	4	7	13
Repayment of long term debt	-7	-3	-7	-9	-11
Loans from shareholders	8	11	2	9	11
Repayment of loans from shareholders	-10	-7	-6	-12	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	1	6
Decrease in equity	-1	-	-	-3	-2
Other	-	-	-1	-1	-1
Increase(decrease) in cash & equivalents	3	9	3	5	-4
Cash & equivalents-Beginning of the year	16	5	15	18	25
Cash & equivalents - End of the year	19	14	19	23	21

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,897</b>	<b>759,500</b>	<b>55,687</b>	<b>528</b>	<b>411</b>
less than 20	4,197	348,593	25,517	467	348
20 - 99	642	253,209	18,600	57	60
100 - 499	45	71,097	5,662	3	2
500 and over	13	86,601	5,908	1	1
<b>1987</b>					
<b>Total</b>	<b>5,316</b>	<b>1,041,570</b>	<b>74,687</b>	<b>601</b>	<b>...</b>
less than 20	4,314	374,955	26,850	498	...
20 - 99	930	406,279	29,260	96	...
100 - 499	49	96,877	7,038	5	...
500 and over	23	163,459	11,539	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Prescription Drugs & Patent Medicine Stores (SIC 603)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,076				
Average sales \$	676,735	124,940	431,936	771,142	1,378,320
Average expense \$	635,675	114,163	402,592	715,200	1,310,744
Average net profit (loss) \$	41,060	10,777	29,344	55,942	58,176
Businesses reporting a profit (No.)	973				
Average sales \$	683,376	129,201	438,473	768,136	1,397,693
Average expense \$	633,053	104,282	403,680	709,813	1,314,437
Average net profit \$	50,323	24,919	34,793	58,323	83,256
Businesses reporting a loss (No.)	103				
Average sales \$	652,917	116,958	376,947	862,213	1,255,550
Average expense \$	672,746	132,673	393,438	878,395	1,286,478
Average net loss \$	-19,829	-15,715	-16,491	-16,182	-30,928
<b>1986</b>					
Number of observations in sample	1,259				
Average sales \$	620,663	124,282	380,390	572,110	1,305,868
Average expense \$	590,677	120,448	358,543	642,871	1,240,846
Average net profit (loss) \$	29,986	3,834	21,847	29,239	65,022
Businesses reporting a profit (No.)	1,059				
Average sales \$	628,440	141,328	391,703	671,302	1,309,428
Average expense \$	584,937	124,180	357,662	631,874	1,226,030
Average net profit \$	43,503	17,148	34,041	39,428	83,398
Businesses reporting a loss (No.)	200				
Average sales \$	600,649	98,401	342,466	676,487	1,285,242
Average expense \$	626,355	114,783	361,499	702,469	1,326,658
Average net loss \$	-25,706	-16,382	-19,033	-25,982	-41,426
<b>1987</b>					
Number of observations in sample	1,510				
Average sales \$	643,380	131,750	407,434	729,174	1,305,163
Average expense \$	606,904	121,266	377,719	689,009	1,239,622
Average net profit (loss) \$	36,476	10,484	29,715	40,165	65,541
Businesses reporting a profit (No.)	1,282				
Average sales \$	646,864	141,121	406,828	731,943	1,307,565
Average expense \$	597,504	116,782	365,511	680,695	1,227,029
Average net profit \$	49,360	24,339	41,317	51,248	80,536
Businesses reporting a loss (No.)	228				
Average sales \$	630,172	110,490	409,892	712,026	1,288,279
Average expense \$	656,852	131,440	427,317	740,494	1,328,155
Average net loss \$	-26,680	-20,950	-17,425	-28,468	-39,876

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

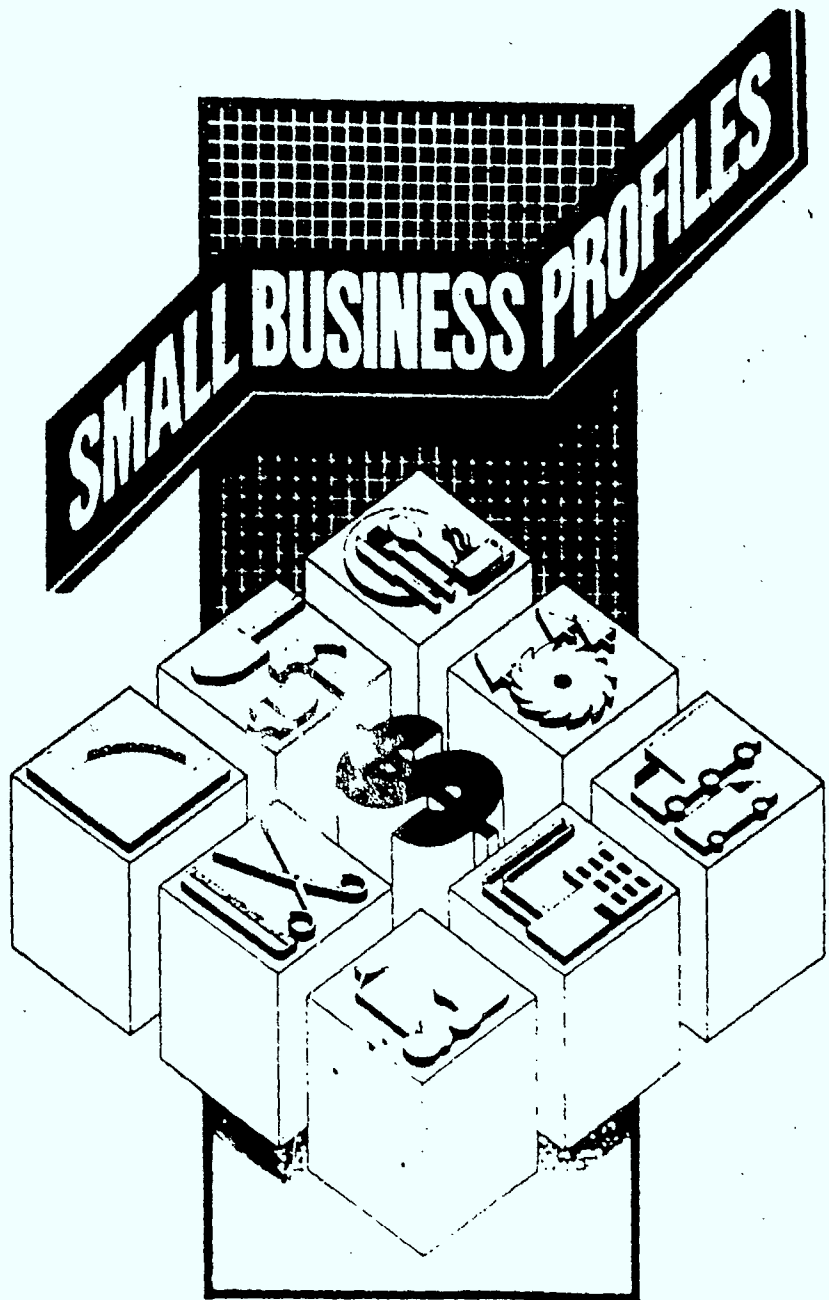




# PUBLISHING INDUSTRIES

CANADA

1987



**SMALL BUSINESS OFFICE**



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Publishing Industries (SIC 283)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	339					
Low sales value (\$000's)	(1)	(1)	74	206	485	
High sales value (\$000's)	(1)	74	206	485	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	9.9	9.3	9.8	11.5	8.8	39.3	25.2	32.6	24.7	26.1	20.0
Occupancy expenses	7.1	13.0	5.3	5.0	5.2	95.1	7.4	13.7	5.4	5.4	5.3
Depreciation	1.7	1.8	1.7	1.5	1.8	85.6	2.0	2.2	2.1	1.8	1.9
Repairs & maintenance	0.4	0.2	0.4	0.4	0.4	35.8	1.0	1.4	1.1	1.2	0.7
Heat, light & telephone	1.6	2.0	1.5	1.6	1.3	74.1	2.2	4.4	2.0	1.8	1.5
Rent	3.4	9.0	1.7	1.4	1.7	70.5	4.8	12.1	2.3	2.4	2.3
Personnel expenses	23.2	14.0	26.9	26.5	25.1	84.4	27.5	24.2	30.7	27.5	26.6
Financial expenses	3.3	4.3	3.4	3.2	2.3	95.0	3.4	4.3	3.8	3.3	2.4
Interest & bank charges	1.3	1.7	1.4	1.1	1.0	74.9	1.7	2.3	2.1	1.4	1.2
Professional fees	2.0	2.6	2.0	2.1	1.4	87.1	2.3	3.7	2.2	2.2	1.5
Other expenses	55.3	66.9	50.7	48.1	55.7	100.0	55.3	66.9	50.7	48.1	55.7
Profit (loss)	1.3	-7.6	3.8	5.7	2.8	97.9	1.3	-8.1	3.8	5.8	2.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2830 - Publishing Industries

Businesses primarily engaged in publishing and which do no printing. The term "publishing" as applied in this industry group includes the publishing of books, other reading matter, maps, guides and the like.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Publishing Industries (SIC 283)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	315				
Low sales value (\$000's)	(1)	(1)	103	224	527
High sales value (\$000's)	(1)	103	224	527	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	53	7	14	46	144
Inventory	-	-	-	-	-
Other current assets	72	16	51	73	145
Total current assets	125	22	65	120	289
Fixed assets	31	8	13	33	69
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	27	2	14	25	66
<b>Total assets</b>	<b>182</b>	<b>32</b>	<b>92</b>	<b>178</b>	<b>425</b>
<b>Liabilities and equity</b>					
Current loans	15	2	5	16	37
Other current liabilities	85	16	40	90	195
Total current liabilities	101	19	45	106	231
Mortgages payable	-	-	-	-	-
Long term debt	2	-	2	3	5
Other liabilities	39	7	33	25	91
<b>Total liabilities</b>	<b>142</b>	<b>25</b>	<b>79</b>	<b>134</b>	<b>327</b>
<b>Total equity</b>	<b>40</b>	<b>7</b>	<b>13</b>	<b>44</b>	<b>98</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Publishing Industries (SIC 283)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	315				
Low sales value (\$000's)	(1)	(1)	103	224	527
High sales value (\$000's)	(1)	103	224	527	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.2	1.5	1.1	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.5	3.8	6.2	3.0	3.4
Interest coverage ratio (times)	3.7	...	3.5	1.9	4.9
Debt ratio (times)	0.8	0.8	0.9	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Publishing Industries (SIC 283)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	189				
Low sales value (\$000's)	(1)	(1)	159	313	606
High sales value (\$000's)	(1)	159	313	606	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	-9	2	30	29
Depreciation	8	1	4	3	17
Other	-14	-2	-5	-27	-20
<b>Dividends</b>	-11	-	-2	-11	-29
<b>Investment activities</b>					
Disposal of fixed assets	5	-	3	9	8
Purchase of fixed assets	-14	-	-5	-14	-38
Increase in investment	-4	-3	-	-4	-7
Decrease in investment	3	-	3	1	7
<b>Financing activities</b>					
Increase in long term debt	9	1	2	11	21
Repayment of long term debt	-6	-2	-3	-8	-13
Loans from shareholders	18	22	7	2	40
Repayment of loans from shareholders	-8	-1	-4	-4	-22
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	1	3
Decrease in equity	-3	-	-	-2	-9
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	6	2	-7	-15
<b>Cash &amp; equivalents-Beginning of the year</b>	17	1	22	26	19
<b>Cash &amp; equivalents - End of the year</b>	14	8	24	18	4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Publishing Industries (SIC 283)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,395</b>	<b>455,809</b>	<b>23,131</b>	<b>246</b>	<b>147</b>
less than 20	1,131	75,464	3,924	224	128
20 - 99	157	80,297	4,118	15	14
100 - 499	91	110,749	5,525	7	4
500 and over	16	189,299	9,564	-	1
<b>1987</b>					
<b>Total</b>	<b>1,583</b>	<b>644,602</b>	<b>27,166</b>	<b>273</b>	<b>...</b>
less than 20	1,254	96,803	4,435	248	...
20 - 99	210	121,119	5,551	20	...
100 - 499	97	133,726	5,873	4	...
500 and over	22	292,954	11,307	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Publishing Industries (SIC 283)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	343				
Average sales \$	297,464	45,082	96,042	243,198	805,534
Average expense \$	286,121	34,972	98,335	240,262	770,916
Average net profit (loss) \$	11,343	10,110	-2,293	2,936	34,618
<b>Businesses reporting a profit (No.)</b>	<b>256</b>				
Average sales \$	287,046	44,566	103,678	222,529	777,409
Average expense \$	255,151	28,470	82,337	197,059	712,738
Average net profit \$	31,895	16,096	21,341	25,470	64,671
<b>Businesses reporting a loss (No.)</b>	<b>87</b>				
Average sales \$	337,290	46,876	88,924	296,245	917,115
Average expense \$	380,915	57,544	113,248	351,143	1,001,724
Average net loss \$	-43,625	-10,668	-24,324	-54,898	-84,609
<b>1986</b>					
Number of observations in sample	343				
Average sales \$	263,928	69,060	120,709	204,126	661,817
Average expense \$	259,410	68,532	122,341	209,525	637,243
Average net profit (loss) \$	4,518	528	-1,632	-5,399	24,574
<b>Businesses reporting a profit (No.)</b>	<b>227</b>				
Average sales \$	285,934	78,943	125,748	223,454	715,591
Average expense \$	263,853	67,794	113,772	210,804	663,042
Average net profit \$	22,081	11,149	11,976	12,650	52,549
<b>Businesses reporting a loss (No.)</b>	<b>116</b>				
Average sales \$	222,599	59,334	118,617	187,295	525,150
Average expense \$	243,811	69,259	125,899	208,411	571,674
Average net loss \$	-21,212	-9,925	-7,282	-21,116	-46,524
<b>1987</b>					
Number of observations in sample	395				
Average sales \$	338,040	40,731	132,158	307,343	871,928
Average expense \$	329,066	43,863	129,412	289,886	853,104
Average net profit (loss) \$	8,974	-3,132	2,746	17,457	18,824
<b>Businesses reporting a profit (No.)</b>	<b>275</b>				
Average sales \$	337,841	38,224	130,746	312,329	870,066
Average expense \$	301,690	34,809	109,041	276,794	786,114
Average net profit \$	36,151	3,415	21,705	35,535	83,952
<b>Businesses reporting a loss (No.)</b>	<b>120</b>				
Average sales \$	337,603	44,271	134,235	294,525	877,381
Average expense \$	397,201	56,644	159,360	323,541	1,049,258
Average net loss \$	-59,598	-12,373	-25,125	-29,016	-171,877

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Residential Renovation (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,178					
Low sales value (\$000's)	(1)	(1)	43	74	158	
High sales value (\$000's)	(1)	43	74	158	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	24.2	21.9	21.0	24.2	29.7	67.4	35.9	38.2	32.5	36.3	36.9
Occupancy expenses	6.5	10.1	7.1	5.7	3.4	96.2	6.8	10.5	7.6	5.8	3.5
Depreciation	2.7	3.3	3.8	2.3	1.3	83.3	3.2	4.4	4.7	2.7	1.4
Repairs & maintenance	1.1	1.5	1.2	1.3	0.5	41.9	2.7	3.6	2.8	3.0	1.2
Heat, light & telephone	1.0	1.8	0.9	0.6	0.5	65.4	1.5	3.2	1.4	1.0	0.7
Rent	1.8	3.5	1.2	1.4	1.0	59.6	3.0	5.9	2.4	2.3	1.5
Personnel expenses	14.4	9.0	11.8	15.4	21.5	70.8	20.4	15.7	19.8	20.3	23.7
Financial expenses	2.0	1.9	2.7	1.8	1.5	88.0	2.2	2.5	3.0	2.0	1.5
Interest & bank charges	1.1	0.8	1.9	0.9	0.8	69.8	1.6	1.4	2.8	1.3	1.0
Professional fees	0.8	1.1	0.8	0.9	0.6	72.3	1.2	2.0	1.2	1.1	0.7
Other expenses	35.9	34.1	36.4	35.4	37.7	99.8	36.0	34.1	36.6	35.4	37.7
Profit (loss)	17.0	23.0	21.1	17.6	6.2	99.2	17.1	23.1	21.5	17.6	6.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 4013 - Residential Renovation Contractors**

Businesses primarily engaged in residential additions, major improvements and repairs, renovation, rehabilitation, retro-fitting and conversions involving more than one trade such as: general contractors for residential additions, general contractors for home improvements and repairs, general contractors for house alterations and general contractors for residential renovations.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Residential Renovation (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	546				
Low sales value (\$000's)	(1)	(1)	76	174	355
High sales value (\$000's)	(1)	76	174	355	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	26	4	6	17	78
Inventory	-	-	-	-	-
Other current assets	38	17	26	34	75
Total current assets	65	21	32	51	153
Fixed assets	20	14	12	15	40
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	17	3	5	13
<b>Total assets</b>	<b>94</b>	<b>52</b>	<b>47</b>	<b>71</b>	<b>206</b>
<b>Liabilities and equity</b>					
Current loans	9	2	2	9	22
Other current liabilities	40	12	12	36	100
Total current liabilities	49	14	15	44	122
Mortgages payable	-	-	-	-	-
Long term debt	1	-	1	2	2
Other liabilities	16	20	9	9	27
<b>Total liabilities</b>	<b>67</b>	<b>34</b>	<b>25</b>	<b>55</b>	<b>151</b>
<b>Total equity</b>	<b>28</b>	<b>18</b>	<b>22</b>	<b>17</b>	<b>55</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Residential Renovation (SIC 4013)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	546				
Low sales value (\$000's)	(1)	(1)	76	174	355
High sales value (\$000's)	(1)	76	174	355	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.5	2.2	1.1	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	2.0	1.2	3.2	2.8
Interest coverage ratio (times)	6.4	2.9	11.7	4.3	7.2
Debt ratio (times)	0.7	0.7	0.5	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Residential Renovation (SIC 4013)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	246				
Low sales value (\$000's)	(1)	(1)	78	182	371
High sales value (\$000's)	(1)	78	182	371	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	4	5	9	25
Depreciation	5	3	4	4	3
Other	-1	2	-14	8	-3
<b>Dividends</b>	-3	-1	-	-5	-7
<b>Investment activities</b>					
Disposal of fixed assets	4	-	6	-	10
Purchase of fixed assets	-11	-5	-7	-6	-26
Increase in investment	-2	-	-	-5	-2
Decrease in investment	1	-	-	2	2
<b>Financing activities</b>					
Increase in long term debt	5	1	1	6	12
Repayment of long term debt	-7	-2	-3	-15	-9
Loans from shareholders	4	2	2	9	4
Repayment of loans from shareholders	-4	-4	-1	-3	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	1
Decrease in equity	-	-	-1	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	1	-9	3	6
Cash & equivalents-Beginning of the year	2	1	7	3	-2
Cash & equivalents - End of the year	3	1	-2	7	5

1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	20,783	1,144,823	49,160	5,024	2,994
less than 20	20,469	821,732	35,327	4,963	2,965
20 - 99	261	169,133	7,495	53	21
100 - 499	43	93,076	3,966	6	8
500 and over	10	60,882	2,372	2	-
<b>1987</b>					
<b>Total</b>	25,718	2,003,006	76,444	5,948	...
less than 20	25,181	1,415,770	54,198	5,859	...
20 - 99	479	393,823	15,030	76	...
100 - 499	58	193,413	7,216	13	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

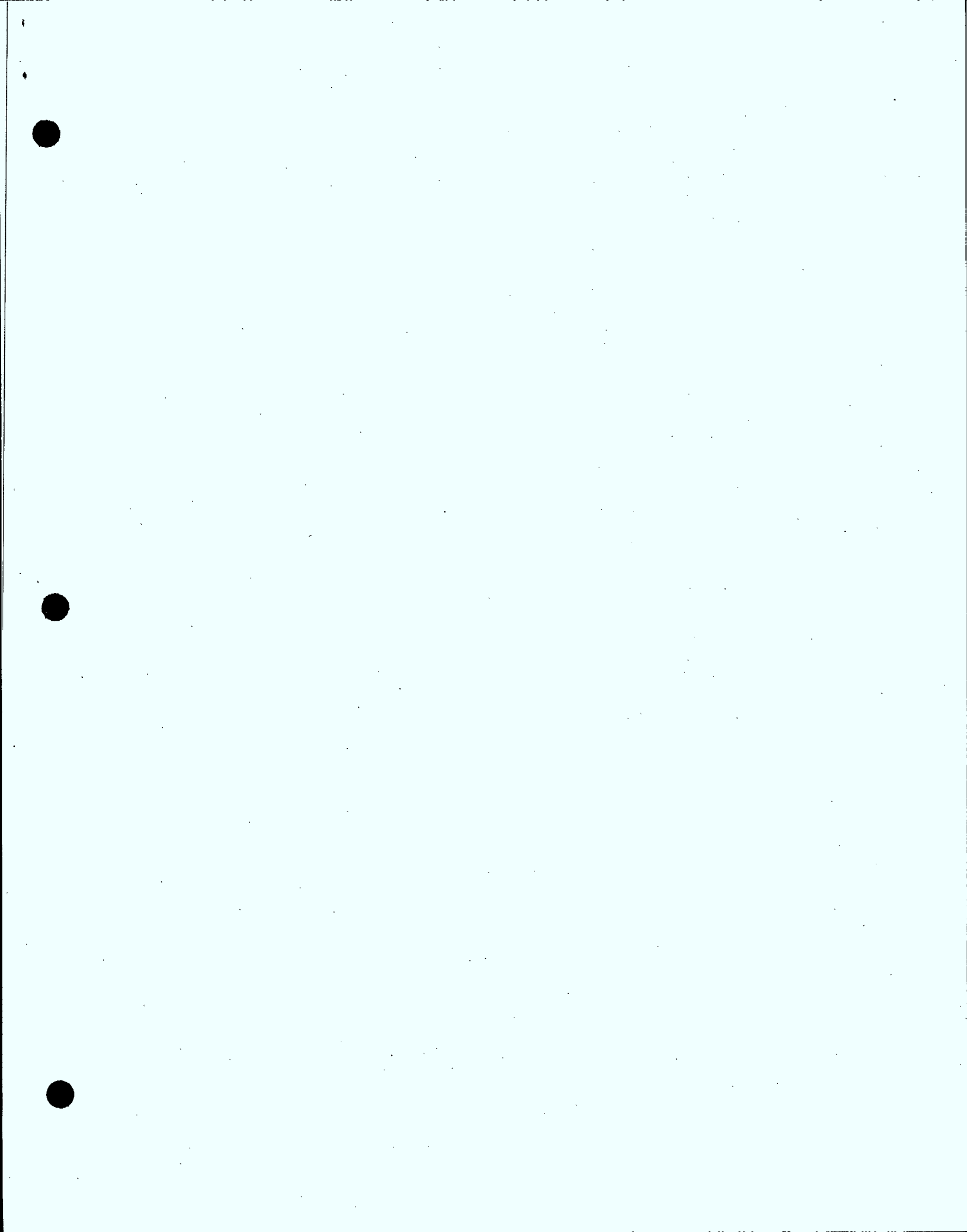
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Residential Renovation (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,299				
Average sales \$	153,994	33,982	61,631	110,373	409,928
Average expense \$	140,612	22,764	52,750	99,545	387,290
Average net profit (loss) \$	13,382	11,218	8,941	10,728	22,638
Businesses reporting a profit (No.)	1,621				
Average sales \$	158,000	34,209	62,011	109,369	425,810
Average expense \$	139,955	19,809	50,151	96,799	393,062
Average net profit \$	18,045	14,400	11,860	13,170	32,748
Businesses reporting a loss (No.)	278				
Average sales \$	137,893	32,779	60,220	113,366	345,206
Average expense \$	146,905	38,407	64,720	120,725	363,766
Average net loss \$	-9,012	-5,628	-4,500	-7,359	-18,560
<b>1986</b>					
Number of observations in sample	2,401				
Average sales \$	151,615	34,756	59,264	112,364	400,074
Average expense \$	140,055	28,608	50,477	102,637	378,496
Average net profit (loss) \$	11,560	6,148	8,787	9,727	21,578
Businesses reporting a profit (No.)	1,893				
Average sales \$	152,397	35,116	58,984	109,104	406,384
Average expense \$	134,918	25,419	46,199	92,915	375,137
Average net profit \$	17,479	9,697	12,785	16,189	31,247
Businesses reporting a loss (No.)	508				
Average sales \$	147,865	33,614	60,206	123,856	373,784
Average expense \$	158,250	38,721	64,886	136,903	392,488
Average net loss \$	-10,385	-5,107	-4,680	-13,047	-18,704
<b>1987</b>					
Number of observations in sample	1,260				
Average sales \$	148,206	33,260	56,642	109,164	393,757
Average expense \$	133,311	25,638	45,181	90,737	371,688
Average net profit (loss) \$	14,895	7,622	11,461	18,427	22,069
Businesses reporting a profit (No.)	1,041				
Average sales \$	150,258	33,685	56,413	109,080	401,853
Average expense \$	130,358	22,407	42,948	87,512	368,563
Average net profit \$	19,900	11,278	13,465	21,568	33,290
Businesses reporting a loss (No.)	219				
Average sales \$	141,618	31,675	58,661	109,870	366,265
Average expense \$	150,686	37,701	64,806	117,934	382,302
Average net loss \$	-9,068	-6,026	-6,145	-8,064	-16,037

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# SAWMILL, PLANNING MILL & SHINGLE MILL PRODUCTS INDUSTRIES

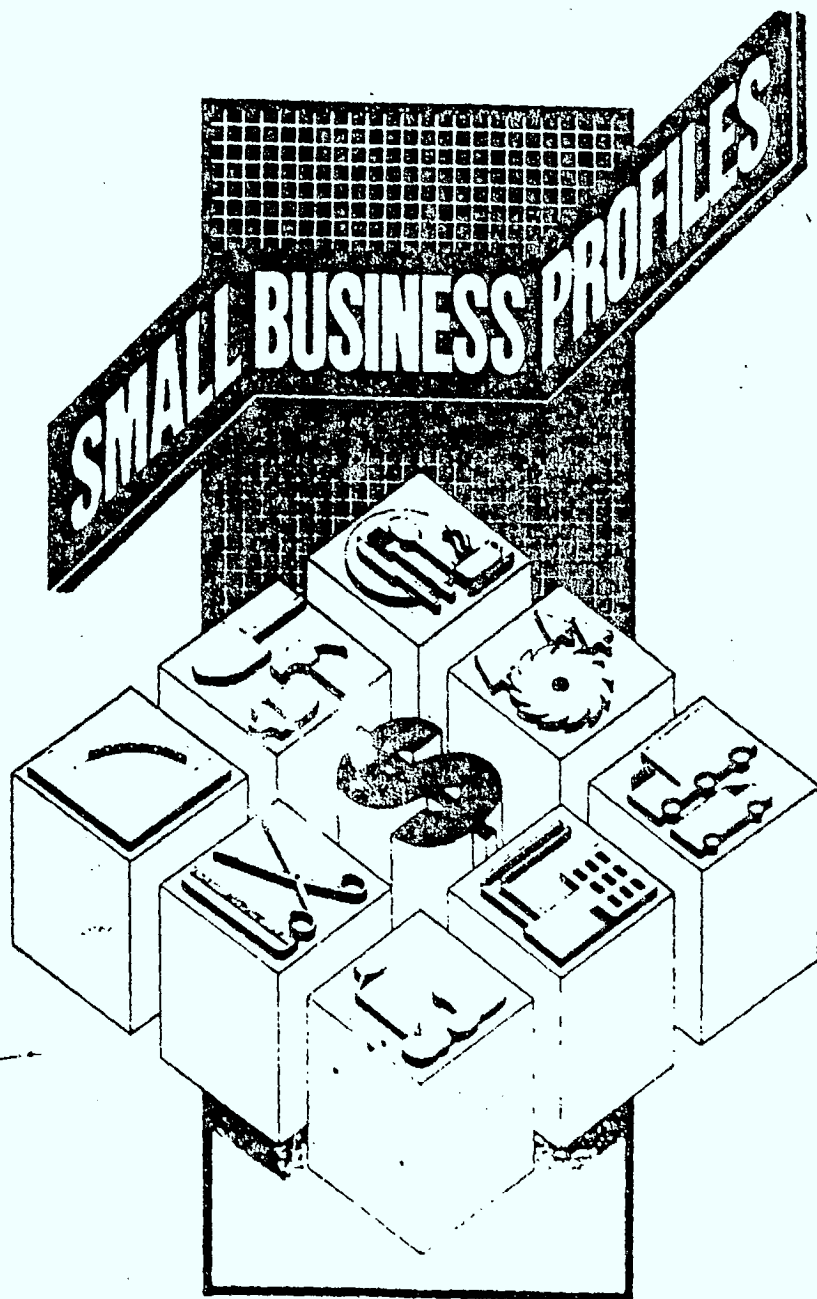
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CANADA

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1987

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**SMALL BUSINESS OFFICE**



Industry, Science and  
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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Sawmill, Planing Mill &amp; Shingle Mill Products Industries (SIC 251)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	509										
Low sales value (\$000's)	(1)										
High sales value (\$000's)	(1)										
		Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Cost of sales	24.0	5.6	22.6	31.5	35.7	74.2	32.3	12.4	30.9	36.4	39.0
Occupancy expenses	13.7	14.1	16.7	13.2	10.9	99.3	13.8	14.3	16.7	13.3	10.9
Depreciation	5.8	6.5	7.8	5.0	4.0	86.6	6.7	10.5	8.4	5.4	4.1
Repairs & maintenance	4.6	4.6	5.1	4.7	3.7	73.0	6.2	7.4	6.9	6.0	4.9
Heat, light & telephone	1.9	1.1	2.1	1.9	2.2	88.5	2.1	1.3	2.8	2.1	2.4
Rent	1.5	1.8	1.6	1.5	1.0	44.5	3.3	4.2	3.6	3.3	2.1
Personnel expenses	24.5	17.6	22.8	29.4	27.9	94.0	26.0	21.1	23.5	30.4	28.2
Financial expenses	3.3	4.7	2.9	3.2	2.5	93.3	3.6	5.9	3.0	3.3	2.6
Interest & bank charges	2.5	3.9	1.7	2.4	1.9	81.7	3.0	5.8	2.3	2.7	2.1
Professional fees	0.8	0.7	1.2	0.8	0.6	83.7	1.0	1.1	1.5	0.9	0.6
Other expenses	23.1	31.5	23.6	19.2	18.4	100.0	23.1	31.5	23.6	19.2	18.4
Profit (loss)	11.4	26.6	11.3	3.6	4.7	98.8	11.6	26.6	11.8	3.6	4.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 2510 - Sawmill, Planing Mill and Shingle Mill Products Industries

Businesses primarily engaged in manufacturing lumber, both rough and dressed, shingles and other sawmill or other planing mill products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	366				
Low sales value (\$000's)	(1)	(1)	202	500	908
High sales value (\$000's)	(1)	202	500	908	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	51	8	22	50	122
Inventory	-	-	-	-	-
Other current assets	152	37	81	169	317
Total current assets	203	44	103	220	439
Fixed assets	194	64	128	176	402
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	26	10	13	28	53
<b>Total assets</b>	<b>423</b>	<b>118</b>	<b>244</b>	<b>424</b>	<b>895</b>
<b>Liabilities and equity</b>					
Current loans	37	6	20	48	73
Other current liabilities	95	23	67	101	187
Total current liabilities	132	29	87	148	259
Mortgages payable	-	-	-	-	-
Long term debt	10	2	6	3	29
Other liabilities	132	56	98	135	236
<b>Total liabilities</b>	<b>274</b>	<b>87</b>	<b>192</b>	<b>286</b>	<b>524</b>
<b>Total equity</b>	<b>149</b>	<b>32</b>	<b>52</b>	<b>137</b>	<b>371</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	366				
Low sales value (\$000's)	(1)	(1)	202	500	908
High sales value (\$000's)	(1)	202	500	908	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.5	1.2	1.5	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	2.7	3.7	2.1	1.4
Interest coverage ratio (times)	3.1	2.5	2.2	2.8	3.7
Debt ratio (times)	0.6	0.7	0.8	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	238				
Low sales value (\$000's)	(1)	(1)	291	547	935
High sales value (\$000's)	(1)	291	547	935	
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	37	12	29	35	72
Depreciation	31	14	20	31	59
Other	-13	-2	-12	-27	-10
<b>Dividends</b>	-7	-4	-6	-13	-5
<b>Investment activities</b>					
Disposal of fixed assets	18	19	9	27	17
Purchase of fixed assets	-69	-13	-54	-61	-146
Increase in investment	-7	-9	-3	-3	-13
Decrease in investment	3	-	3	-	8
<b>Financing activities</b>					
Increase in long term debt	35	8	22	30	79
Repayment of long term debt	-21	-12	-12	-25	-36
Loans from shareholders	12	9	6	14	20
Repayment of loans from shareholders	-15	-14	-11	-7	-26
Advances & loans from government	5	-	-	4	14
Increase in equity	6	-	7	5	9
Decrease in equity	-5	-	-6	-5	-7
Other	-	-1	2	3	-3
<b>Increase(decrease) in cash &amp; equivalents</b>	10	7	-6	8	33
<b>Cash &amp; equivalents-Beginning of the year</b>	7	20	31	-6	-19
<b>Cash &amp; equivalents - End of the year</b>	17	27	26	2	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	1,975	1,647,434	61,953	308	138
less than 20	1,606	123,676	5,377	281	127
20 - 99	230	219,666	9,280	13	8
100 - 499	104	528,337	20,153	9	3
500 and over	35	775,755	27,143	5	-
<b>1987</b>					
<b>Total</b>	1,959	2,107,399	71,335	266	...
less than 20	1,557	142,803	5,405	232	...
20 - 99	254	269,677	10,162	18	...
100 - 499	100	581,591	20,167	13	...
500 and over	48	1,113,328	35,601	3	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

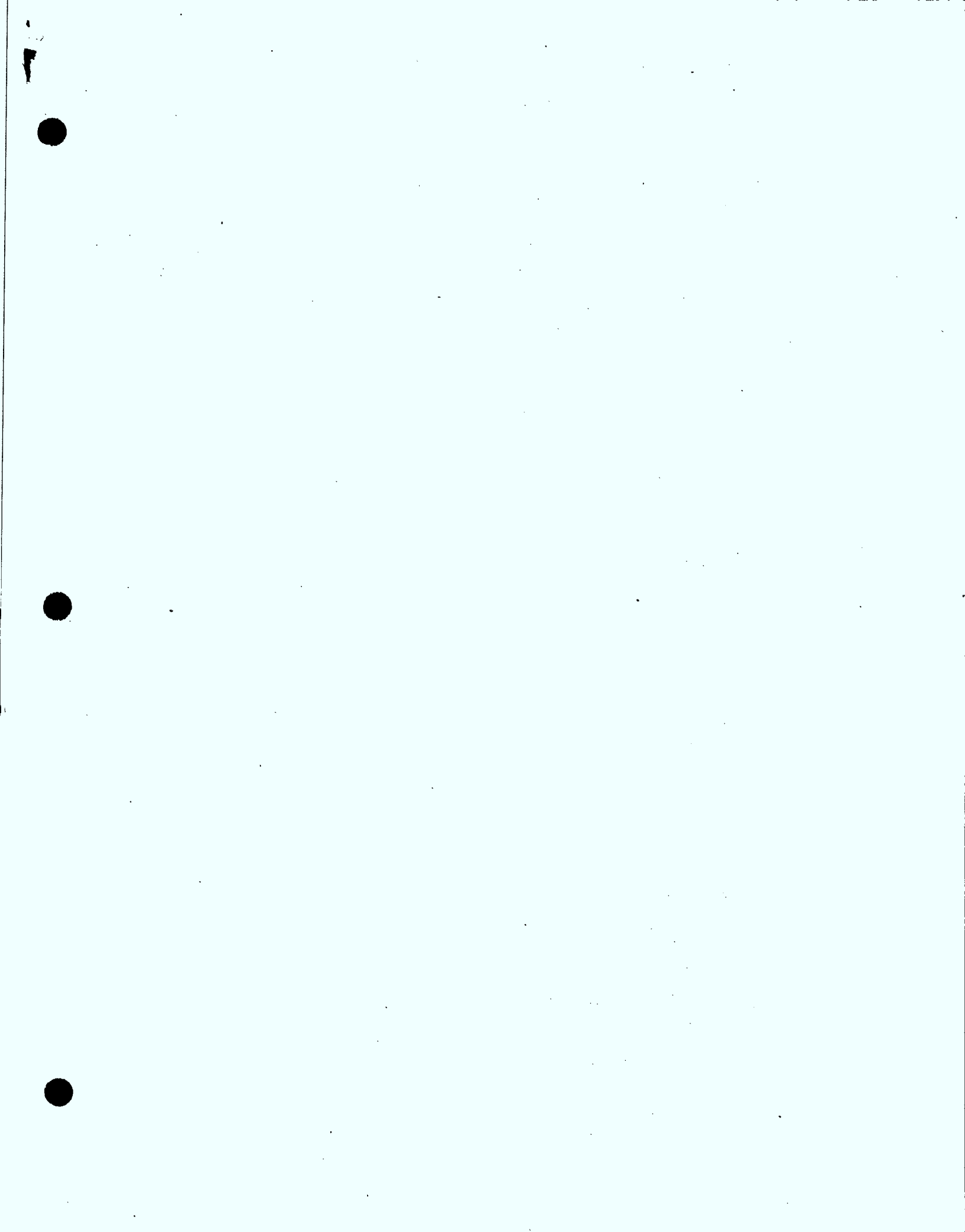
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Sawmill, Planning Mill & Shingle Mill Products Industries (SIC 251)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	685				
Average sales \$	320,462	33,698	72,713	217,968	357,469
Average expense \$	312,382	27,827	63,139	213,834	344,727
Average net profit (loss) \$	8,080	5,869	9,574	4,134	12,742
Businesses reporting a profit (No.)	539				
Average sales \$	328,650	33,290	71,846	219,136	390,326
Average expense \$	298,078	22,973	57,738	193,227	318,372
Average net profit \$	30,572	10,317	14,108	25,909	71,954
Businesses reporting a loss (No.)	146				
Average sales \$	289,560	34,799	77,601	214,830	331,009
Average expense \$	362,487	41,017	93,579	269,193	1,046,160
Average net loss \$	-72,927	-6,218	-15,978	-54,363	-215,151
<b>1986</b>					
Number of observations in sample	691				
Average sales \$	322,794	33,203	77,440	202,830	377,701
Average expense \$	311,737	27,823	71,319	194,783	353,023
Average net profit (loss) \$	11,057	5,380	6,121	8,047	24,678
Businesses reporting a profit (No.)	529				
Average sales \$	322,427	32,958	73,790	205,483	377,475
Average expense \$	296,802	26,589	62,545	185,125	312,949
Average net profit \$	25,625	6,369	11,245	20,358	64,526
Businesses reporting a loss (No.)	162				
Average sales \$	325,052	35,972	89,876	196,053	378,306
Average expense \$	355,739	41,789	101,212	219,455	1,060,498
Average net loss \$	-30,687	-5,817	-11,336	-23,402	-82,192
<b>1987</b>					
Number of observations in sample	573				
Average sales \$	395,354	38,794	102,501	359,023	1,081,097
Average expense \$	374,320	28,658	91,596	347,608	1,029,418
Average net profit (loss) \$	21,034	10,136	10,905	11,415	51,679
Businesses reporting a profit (No.)	435				
Average sales \$	398,481	37,817	102,222	360,776	1,093,107
Average expense \$	361,598	25,154	88,111	326,445	1,006,681
Average net profit \$	36,883	12,663	14,111	34,331	86,426
Businesses reporting a loss (No.)	138				
Average sales \$	385,895	43,672	104,558	354,781	1,040,567
Average expense \$	417,122	46,170	117,353	398,817	1,106,147
Average net loss \$	-31,227	-2,498	-12,795	-44,036	-65,580

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# SCHOOL BUS OPERATIONS INDUSTRY

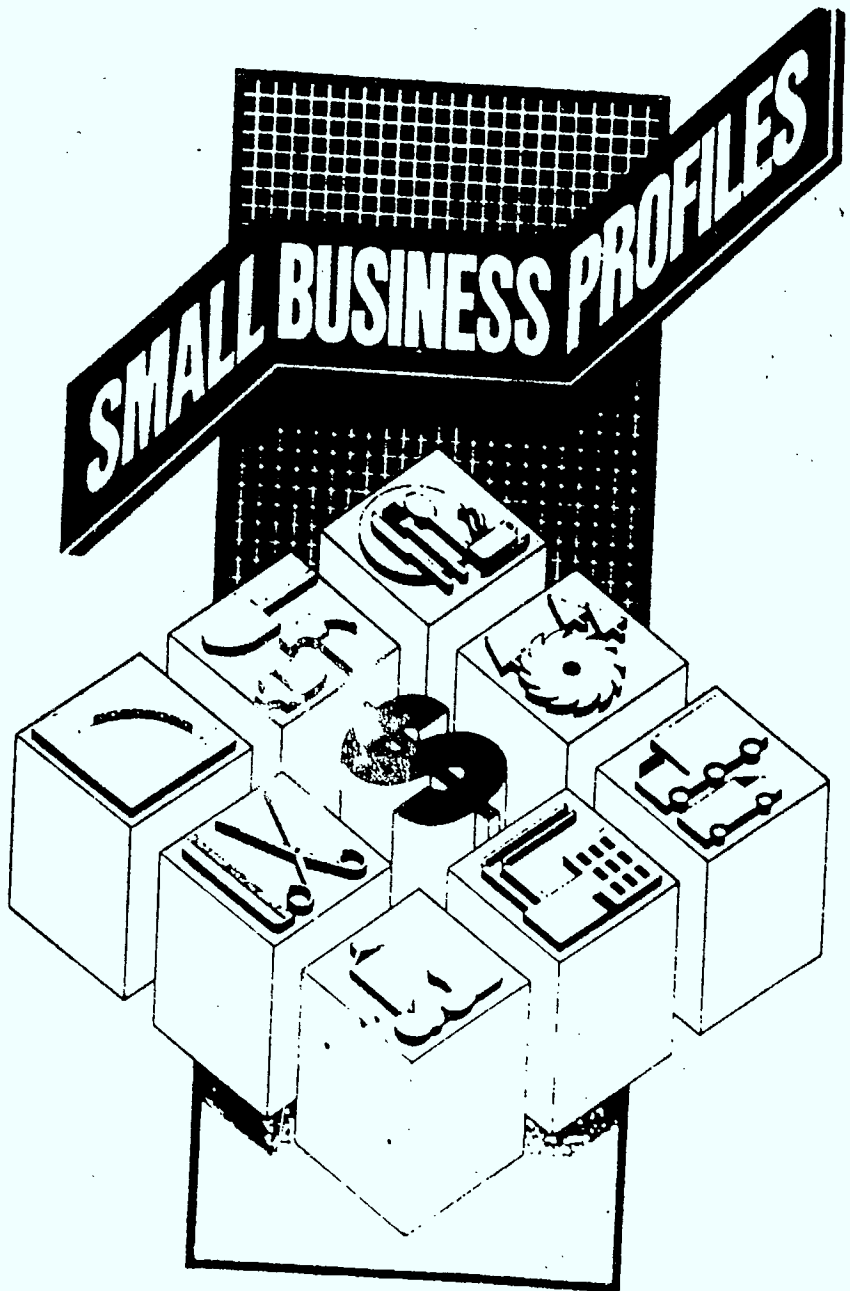
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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, School Bus Operations Industry (SIC 4573)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	331					
Low sales value (\$000's)	(1)	(1)	35	64	239	
High sales value (\$000's)	(1)	35	64	239	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.5	-	0.1	0.1	1.9	6.5	8.1	-	1.6	1.8	15.3
Occupancy expenses	18.4	18.2	18.0	19.4	18.1	100.0	18.4	18.2	18.0	19.4	18.1
Depreciation	10.9	10.4	10.8	12.0	10.4	98.4	11.1	10.7	11.2	12.0	10.4
Repairs & maintenance	5.6	6.8	5.7	5.2	4.9	72.3	7.8	10.6	9.0	6.8	5.8
Heat, light & telephone	0.8	0.6	1.0	0.8	0.8	68.0	1.2	1.3	1.7	1.0	0.9
Rent	1.1	0.3	0.5	1.4	2.1	42.8	2.5	1.4	2.1	2.9	2.8
Personnel expenses	26.7	15.4	12.7	38.2	40.2	84.2	31.7	24.0	17.6	38.2	40.6
Financial expenses	3.1	2.0	3.6	3.3	3.3	92.4	3.4	2.3	4.3	3.3	3.3
Interest & bank charges	2.1	1.4	2.7	2.0	2.4	70.8	3.0	3.4	4.4	2.4	2.5
Professional fees	1.0	0.6	1.0	1.3	0.9	82.7	1.2	1.0	1.3	1.3	1.0
Other expenses	26.9	23.2	30.3	27.1	26.2	100.0	26.9	23.2	30.3	27.1	26.2
Profit (loss)	24.4	41.1	35.2	12.0	10.3	100.0	24.4	41.1	35.2	12.0	10.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4573 - School Bus Operations Industry

Businesses primarily engaged in operating buses and other motor vehicles to transport pupils to and from school such as school bus services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	265				
Low sales value (\$000's)	(1)	(1)	105	243	546
High sales value (\$000's)	(1)	105	243	546	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	2	4	13	32
Inventory	-	-	-	-	-
Other current assets	71	31	35	75	141
Total current assets	84	32	39	88	174
Fixed assets	203	36	80	184	508
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	40	6	25	43	84
<b>Total assets</b>	<b>328</b>	<b>75</b>	<b>144</b>	<b>315</b>	<b>765</b>
<b>Liabilities and equity</b>					
Current loans	16	1	3	13	46
Other current liabilities	63	13	32	54	153
Total current liabilities	79	15	35	68	198
Mortgages payable	-	-	-	-	-
Long term debt	17	1	-	15	51
Other liabilities	66	16	26	56	165
<b>Total liabilities</b>	<b>162</b>	<b>32</b>	<b>61</b>	<b>139</b>	<b>415</b>
<b>Total equity</b>	<b>164</b>	<b>43</b>	<b>83</b>	<b>177</b>	<b>351</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	265				
Low sales value (\$000's)	(1)	(1)	105	243	546
High sales value (\$000's)	(1)	105	243	546	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	2.2	1.1	1.3	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.0	0.7	0.7	0.8	1.2
Interest coverage ratio (times)	5.4	5.1	5.7	5.8	5.2
Debt ratio (times)	0.5	0.4	0.4	0.4	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	212				
Low sales value (\$000's)	(1)	(1)	126	265	557
High sales value (\$000's)	(1)	126	265	557	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	40	13	19	38	38
Depreciation	47	9	23	44	111
Other	-7	-13	-4	-8	-3
<b>Dividends</b>	-8	-1	-8	-6	-15
<b>Investment activities</b>					
Disposal of fixed assets	18	17	15	13	28
Purchase of fixed assets	-83	-13	-29	-75	-212
Increase in investment	-3	-1	-	-5	-7
Decrease in investment	3	1	-	-	10
<b>Financing activities</b>					
Increase in long term debt	44	9	9	38	119
Repayment of long term debt	-39	-15	-10	-32	-98
Loans from shareholders	4	-	4	4	5
Repayment of loans from shareholders	-12	-	-19	-6	-22
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	2	2
Decrease in equity	-2	-	-3	-4	-2
Other	-1	-	-2	-	-1
Increase(decrease) in cash & equivalents	1	6	-5	3	2
Cash & equivalents-Beginning of the year	48	23	39	53	76
Cash & equivalents - End of the year	49	29	34	55	78

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, School Bus Operations Industry (SIC 4573)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,852</b>	<b>295,831</b>	<b>24,596</b>	<b>152</b>	<b>93</b>
less than 20	1,621	82,750	6,621	141	83
20 - 99	194	88,232	7,433	9	8
100 - 499	27	55,316	4,848	1	2
500 and over	10	69,533	5,694	1	-
<b>1987</b>					
<b>Total</b>	<b>1,809</b>	<b>375,938</b>	<b>25,170</b>	<b>128</b>	<b>...</b>
less than 20	1,566	96,648	6,581	118	...
20 - 99	206	115,839	8,110	4	...
100 - 499	27	64,744	4,402	4	...
500 and over	10	98,707	6,077	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, School Bus Operations Industry (SIC 4573)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	298				
Average sales \$	182,779	28,717	44,727	127,444	530,228
Average expense \$	158,043	17,302	28,814	104,160	481,895
Average net profit (loss) \$	24,736	11,415	15,913	23,284	48,333
Businesses reporting a profit (No.)	286				
Average sales \$	176,889	28,728	44,596	129,036	505,195
Average expense \$	150,759	17,020	27,511	104,892	453,612
Average net profit \$	26,130	11,708	17,085	24,144	51,583
Businesses reporting a loss (No.)	12				
Average sales \$	303,312	28,039	47,023	73,644	1,064,541
Average expense \$	312,710	34,267	51,521	79,454	1,085,597
Average net loss \$	-9,398	-6,228	-4,498	-5,810	-21,056
<b>1986</b>					
Number of observations in sample	220				
Average sales \$	183,158	29,740	43,978	125,031	533,882
Average expense \$	156,741	17,120	27,360	104,218	478,264
Average net profit (loss) \$	26,417	12,620	16,618	20,813	55,618
Businesses reporting a profit (No.)	207				
Average sales \$	180,896	29,746	43,885	125,284	524,668
Average expense \$	152,219	16,969	26,420	104,236	461,249
Average net profit \$	28,677	12,777	17,465	21,048	63,419
Businesses reporting a loss (No.)	13				
Average sales \$	200,122	28,750	45,980	97,824	627,933
Average expense \$	211,154	42,814	47,639	102,224	651,940
Average net loss \$	-11,032	-14,064	-1,659	-4,400	-24,007
<b>1987</b>					
Number of observations in sample	352				
Average sales \$	223,401	30,388	46,770	131,663	684,782
Average expense \$	195,193	17,420	30,929	116,159	616,264
Average net profit (loss) \$	28,208	12,968	15,841	15,504	68,518
Businesses reporting a profit (No.)	322				
Average sales \$	223,721	30,230	46,252	133,814	684,589
Average expense \$	192,597	16,095	29,859	115,136	609,298
Average net profit \$	31,124	14,135	16,393	18,678	75,291
Businesses reporting a loss (No.)	30				
Average sales \$	223,900	32,824	62,140	113,164	687,470
Average expense \$	234,717	37,901	62,636	124,958	713,371
Average net loss \$	-10,817	-5,077	-496	-11,794	-25,901

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# SECOND-HAND MERCHANDISE STORES, N.E.C.

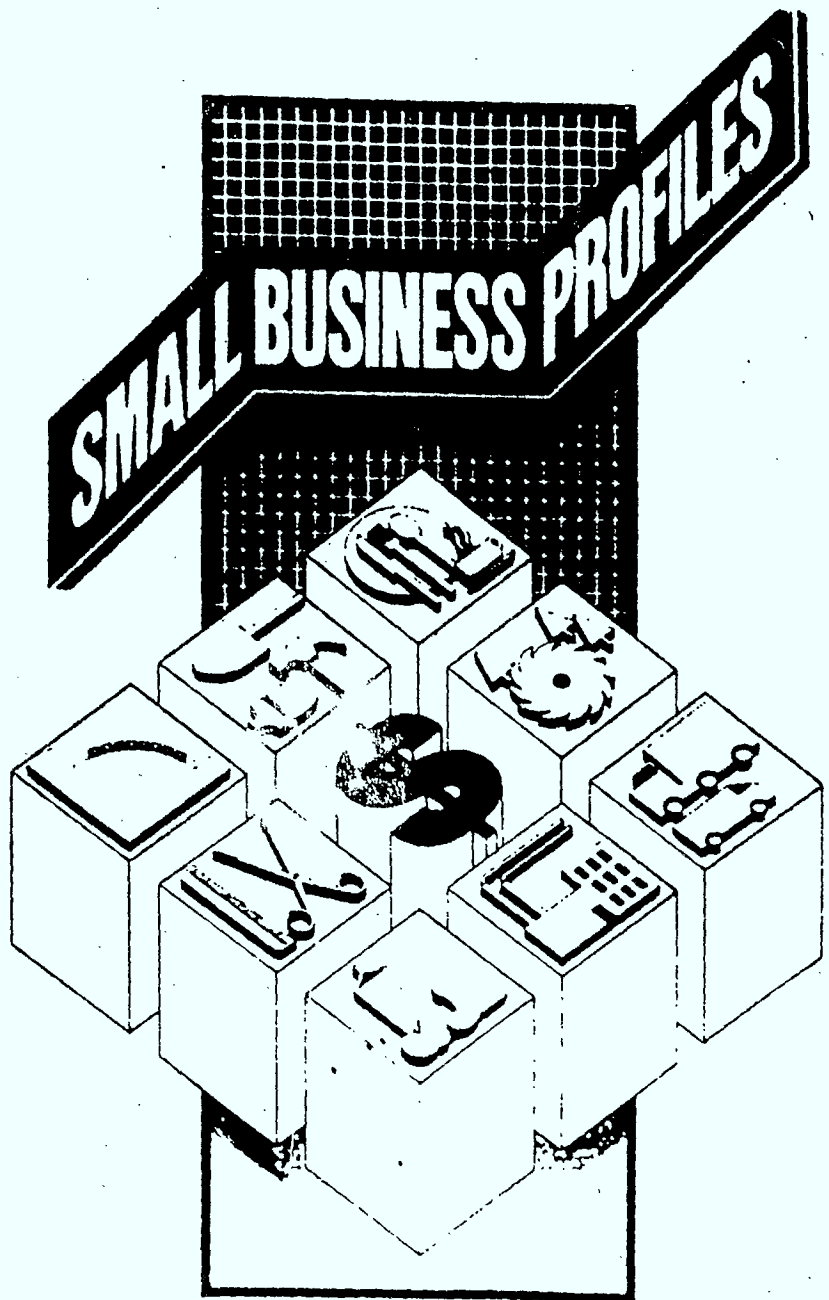
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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



Industry, Science and  
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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3 )					
Businesses in sample (No.)	204											
Low sales value (\$000's)	(1)	(1)	41									104
High sales value (\$000's)	(1)	41	37					104				(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3 )					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	47.2	43.2	49.5	45.2	50.7	93.0	50.8	46.5	51.1	51.2	54.1	
Occupancy expenses	13.7	22.9	12.2	11.4	8.4	98.3	13.9	22.9	12.6	11.4	8.7	
Depreciation	1.9	2.2	1.7	2.0	1.9	75.3	2.6	3.0	2.4	2.7	2.2	
Repairs & maintenance	1.2	1.7	1.0	1.4	0.6	61.1	1.9	4.0	1.5	2.1	0.9	
Heat, light & telephone	2.2	2.7	2.2	2.1	1.7	85.3	2.5	4.3	2.4	2.4	1.8	
Rent	8.4	16.4	7.4	5.8	4.3	71.1	11.8	19.3	10.3	10.6	5.9	
Personnel expenses	7.1	6.6	3.6	7.6	10.4	86.3	10.7	9.8	7.0	12.4	12.4	
Financial expenses	2.3	2.1	2.6	1.2	3.1	87.3	2.6	2.9	2.8	1.4	3.3	
Interest & bank charges	1.6	1.6	1.7	0.8	2.3	69.5	2.3	2.6	2.0	1.7	2.7	
Professional fees	0.7	0.6	0.9	0.4	0.7	72.0	0.9	1.0	1.3	0.5	0.9	
Other expenses	21.7	21.0	19.7	24.6	21.5	100.0	21.7	21.0	19.7	24.6	21.5	
Profit (loss)	8.1	4.1	12.3	9.9	5.9	99.8	8.1	4.1	12.3	9.9	5.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  
Total weighted expenditure on a given item

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

SIC 6591 - Second-Hand Merchandise Stores n.e.c.  
Businesses primarily engaged in retail dealing in used merchandise, not elsewhere classified. Pawnshops are included in this industry. This industry includes retail antiques, retail used appliances, retail used books, retail used clothing, retail used crockery, retail used furniture, retail used glassware and china, retail used jewellery, retail used musical instruments, pawnshops and retail second-hand merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	75	160	293
High sales value (\$000's)	(1)	75	160	293	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	9	-	2	9	26
Inventory	-	-	-	-	-
Other current assets	87	25	47	52	221
Total current assets	96	25	49	61	247
Fixed assets	34	9	31	12	84
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	3	4	-	24
<b>Total assets</b>	<b>138</b>	<b>38</b>	<b>84</b>	<b>73</b>	<b>355</b>
<b>Liabilities and equity</b>					
Current loans	10	-	1	12	25
Other current liabilities	33	7	11	46	91
Total current liabilities	43	7	12	58	116
Mortgages payable	-	-	-	-	-
Long term debt	4	3	5	5	1
Other liabilities	48	22	61	11	99
<b>Total liabilities</b>	<b>101</b>	<b>32</b>	<b>79</b>	<b>74</b>	<b>216</b>
<b>Total equity</b>	<b>37</b>	<b>5</b>	<b>6</b>	<b>-1</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	75	160	293
High sales value (\$000's)	(1)	75	160	293	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.0	3.2	4.0	1.1	2.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.7	5.9	14.2	-67.3	1.6
Interest coverage ratio (times)	3.6	3.0	1.4	0.3	5.5
Debt ratio (times)	0.7	0.9	0.9	1.0	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	(1)	56	250	474
High sales value (\$000's)	(1)	56	250	474	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	18	-1	3	15	48
Depreciation	7	3	3	10	10
Other	-9	-3	1	-47	19
<b>Dividends</b>	-12	-	-12	-2	-32
<b>Investment activities</b>					
Disposal of fixed assets	3	1	1	1	11
Purchase of fixed assets	-52	-1	-2	-141	-37
Increase in investment	-5	-	-	-	-19
Decrease in investment	2	-	5	-	-
<b>Financing activities</b>					
Increase in long term debt	31	-	-	90	16
Repayment of long term debt	-9	-2	-9	-5	-16
Loans from shareholders	28	-	17	71	6
Repayment of loans from shareholders	-7	-	-7	-	-17
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-5	-3	-	-6	-10
Cash & equivalents-Beginning of the year	11	-1	11	1	28
Cash & equivalents - End of the year	6	-4	11	-5	18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,191</b>	<b>39,771</b>	<b>3,271</b>	<b>302</b>	<b>154</b>
less than 20	1,171	23,067	1,787	301	151
20 - 99	16	6,685	544	1	2
100 - 499	3	X	371	-	1
500 and over	1	X	569	-	-
<b>1987</b>					
<b>Total</b>	<b>1,382</b>	<b>56,474</b>	<b>3,954</b>	<b>363</b>	<b>...</b>
less than 20	1,357	32,999	2,210	362	...
20 - 99	20	9,116	660	1	...
100 - 499	4	X	522	-	...
500 and over	1	X	562	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Second-Hand Merchandise Stores, n.e.c. (SIC 6591)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	332				
Average sales \$	112,683	30,787	50,843	89,886	279,215
Average expense \$	105,289	29,297	47,049	85,878	258,932
Average net profit (loss) \$	7,394	1,490	3,794	4,008	20,283
Businesses reporting a profit (No.)	267				
Average sales \$	112,406	31,237	50,212	90,060	278,113
Average expense \$	100,149	25,926	42,676	79,387	252,606
Average net profit \$	12,257	5,311	7,536	10,673	25,507
Businesses reporting a loss (No.)	65				
Average sales \$	114,168	29,919	52,187	89,415	285,150
Average expense \$	122,135	35,799	56,367	103,374	292,999
Average net loss \$	-7,967	-5,880	-4,180	-13,959	-7,849
1986					
Number of observations in sample	255				
Average sales \$	104,538	29,244	47,707	79,116	262,085
Average expense \$	96,599	25,354	45,651	74,224	241,167
Average net profit (loss) \$	7,939	3,890	2,056	4,892	20,918
Businesses reporting a profit (No.)	208				
Average sales \$	107,968	29,602	45,663	78,360	278,246
Average expense \$	94,657	23,214	37,341	66,731	251,340
Average net profit \$	13,311	6,388	8,322	11,629	26,906
Businesses reporting a loss (No.)	47				
Average sales \$	86,771	28,123	50,520	80,922	187,520
Average expense \$	93,880	32,073	57,087	92,128	194,233
Average net loss \$	-7,109	-3,950	-6,567	-11,206	-6,713
1987					
Number of observations in sample	233				
Average sales \$	112,910	33,490	58,539	82,312	277,299
Average expense \$	104,338	32,827	51,399	74,708	258,416
Average net profit (loss) \$	8,572	663	7,140	7,604	18,883
Businesses reporting a profit (No.)	178				
Average sales \$	113,181	35,073	58,360	83,048	276,244
Average expense \$	99,985	27,564	48,964	72,581	250,832
Average net profit \$	13,196	7,509	9,396	10,467	25,412
Businesses reporting a loss (No.)	55				
Average sales \$	113,471	31,925	59,301	79,508	283,149
Average expense \$	120,756	38,027	61,716	82,805	300,476
Average net loss \$	-7,285	-6,102	-2,415	-3,297	-17,327

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

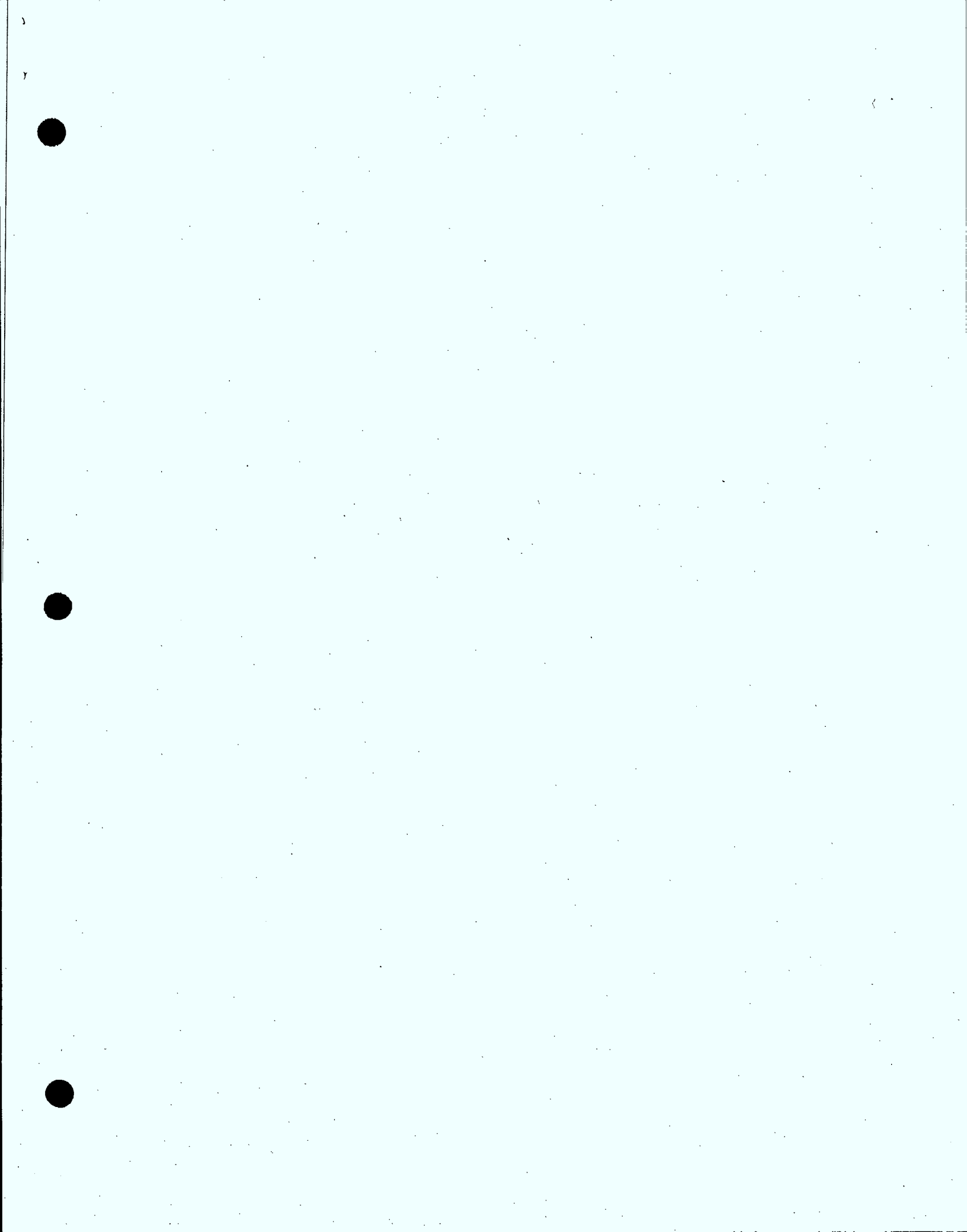






TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	85					
Low sales value (\$000's)	(1)	(1)	33	43	81	
High sales value (\$000's)	(1)	33	43	81	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.7	-	0.2	5.9	4.9	18.1	15.0	-	4.1	36.2	10.5
Occupancy expenses	40.2	51.2	45.4	33.1	31.6	100.0	40.2	51.2	45.4	33.1	31.6
Depreciation	9.5	11.3	12.8	9.3	5.2	93.6	10.2	11.3	13.5	11.1	5.5
Repairs & maintenance	4.5	3.5	6.7	5.3	2.9	92.4	4.9	4.0	6.7	5.9	3.1
Heat, light & telephone	13.7	20.0	13.9	10.0	10.8	92.8	14.7	20.0	18.3	10.3	10.9
Rent	12.5	16.4	11.9	8.6	12.7	71.0	17.6	26.0	20.3	11.1	15.1
Personnel expenses	14.7	6.3	14.1	13.7	23.2	71.8	20.4	8.2	26.1	17.7	29.2
Financial expenses	8.0	5.4	13.3	9.2	4.3	95.1	8.3	6.1	13.3	9.6	4.3
Interest & bank charges	6.9	4.7	12.5	7.3	3.2	89.9	7.6	5.4	14.1	7.9	3.5
Professional fees	1.1	0.7	0.8	2.0	1.0	73.8	1.5	1.7	0.9	2.6	1.2
Other expenses	24.5	18.6	22.4	32.8	24.9	100.0	24.5	18.6	22.4	32.8	24.9
Profit (loss)	9.9	18.4	4.6	5.2	11.2	100.0	9.9	18.4	4.6	5.2	11.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9723 - Self-Serve Laundries and/or Dry Cleaners

Businesses primarily engaged in providing coin-operated automatic laundry and/or dry cleaning facilities for the use of the public. Included in this industry are businesses engaged in coin-operated dry cleaners, coin-operated laundries, self-serve dry cleaners and self-serve laundries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	12	--	--	--	--
Total current assets	17	--	--	--	--
Fixed assets	59	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	21	--	--	--	--
<b>Total assets</b>	<b>97</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	4	--	--	--	--
Other current liabilities	21	--	--	--	--
Total current liabilities	25	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	50	--	--	--	--
<b>Total liabilities</b>	<b>81</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>15</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.3	--	--	--	--
Interest coverage ratio (times)	1.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723).

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	2	--	--	--	--
Depreciation	10	--	--	--	--
Other	8	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-35	--	--	--	--
Increase in investment	-43	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	65	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	1	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-2	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	4	--	--	--	--
Cash & equivalents-Beginning of the year	4	--	--	--	--
Cash & equivalents - End of the year	7	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,380</b>	<b>407,545</b>	<b>36,775</b>	<b>710</b>	<b>420</b>
less than 20	4,064	148,980	13,471	674	411
20 - 99	246	99,478	9,017	22	8
100 - 499	50	77,689	6,887	10	1
500 and over	20	81,398	7,400	4	-
<b>1987</b>					
<b>Total</b>	<b>4,802</b>	<b>521,124</b>	<b>38,533</b>	<b>894</b>	<b>...</b>
less than 20	4,482	188,597	14,154	864	...
20 - 99	254	125,794	9,319	25	...
100 - 499	51	106,535	7,886	5	...
500 and over	15	100,198	7,174	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	119				
Average sales \$	85,900	27,409	43,180	65,676	207,334
Average expense \$	78,480	20,602	41,212	58,199	193,905
Average net profit (loss) \$	7,420	6,807	1,968	7,477	13,429
Businesses reporting a profit (No.)	99				
Average sales \$	82,060	27,450	42,691	63,484	194,616
Average expense \$	71,543	20,400	35,756	50,049	179,956
Average net profit \$	10,517	7,050	6,935	13,435	14,650
Businesses reporting a loss (No.)	20				
Average sales \$	153,091	26,246	44,454	69,685	472,000
Average expense \$	159,690	26,330	55,405	73,026	484,000
Average net loss \$	-6,599	-84	-10,951	-3,361	-12,000
<b>1986</b>					
Number of observations in sample	101				
Average sales \$	81,057	27,917	38,280	71,928	186,102
Average expense \$	74,740	26,605	32,501	63,020	176,833
Average net profit (loss) \$	6,317	1,312	5,779	8,908	9,269
Businesses reporting a profit (No.)	86				
Average sales \$	80,748	27,521	38,506	70,727	186,237
Average expense \$	72,276	21,484	32,001	59,373	176,246
Average net profit \$	8,472	6,037	6,505	11,354	9,991
Businesses reporting a loss (No.)	15				
Average sales \$	81,709	28,764	35,864	80,849	181,357
Average expense \$	90,717	37,558	37,820	90,112	197,379
Average net loss \$	-9,008	-8,794	-1,956	-9,263	-16,022
<b>1987</b>					
Number of observations in sample	94				
Average sales \$	81,439	29,606	39,037	59,338	197,773
Average expense \$	76,382	24,202	38,248	57,341	185,736
Average net profit (loss) \$	5,057	5,404	789	1,997	12,037
Businesses reporting a profit (No.)	68				
Average sales \$	80,284	29,430	38,820	61,604	191,283
Average expense \$	68,901	23,109	31,082	48,173	173,239
Average net profit \$	11,383	6,321	7,738	13,431	18,044
Businesses reporting a loss (No.)	26				
Average sales \$	89,962	30,721	39,302	57,440	232,383
Average expense \$	98,877	31,122	46,988	65,021	252,375
Average net loss \$	-8,915	-401	-7,686	-7,581	-19,992

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# SERVICE INDUSTRIES INCIDENTAL TO CRUDE PETROLEUM AND NATURAL GAS

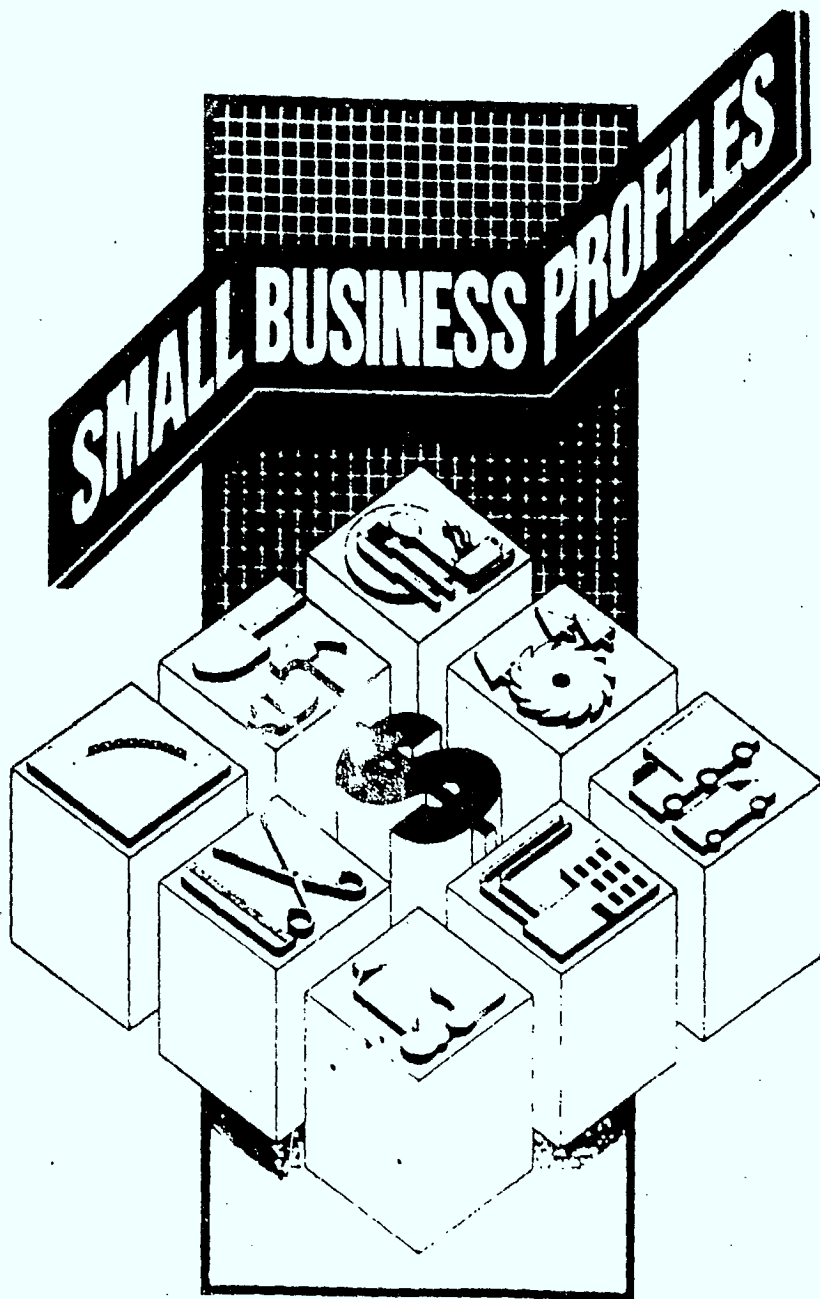
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## CANADA

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1987

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SMALL BUSINESS OFFICE



Industry, Science and  
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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	164											
Low sales value (\$000's)	(1)	(1)	58					37				267
High sales value (\$000's)	(1)	(1)	58					267				(1)
	Percent of sales						Percent of sales					
Cost of sales	1.6	0.4	0.6	1.3	4.1	10.5	15.1	12.2	17.2	26.8	13.4	
Occupancy expenses	19.2	19.2	19.7	18.3	19.7	94.8	20.3	21.4	19.7	20.4	19.7	
Depreciation	10.9	12.7	13.5	7.7	9.8	89.4	12.2	15.6	13.9	8.8	10.6	
Repairs & maintenance	3.8	1.8	2.8	6.5	4.0	53.2	7.1	5.5	5.8	9.0	6.9	
Heat, light & telephone	1.8	1.7	2.3	1.6	1.6	69.4	2.6	3.4	3.3	2.1	2.0	
Rent	2.7	3.1	1.2	2.4	4.2	54.4	5.0	7.4	2.4	4.2	6.0	
Personnel expenses	31.5	24.6	30.0	33.9	37.2	85.9	36.6	31.0	36.3	40.9	37.5	
Financial expenses	5.3	5.2	6.9	3.2	5.9	98.4	5.4	5.3	7.0	3.3	5.9	
Interest & bank charges	2.5	2.8	2.0	2.1	3.1	85.5	2.9	3.5	2.6	2.4	3.1	
Professional fees	2.8	2.4	4.9	1.0	2.8	87.9	3.2	2.8	5.3	1.1	3.6	
Other expenses	33.7	31.9	35.9	31.3	35.6	100.0	33.7	31.9	35.9	31.3	35.6	
Profit (loss)	8.8	18.8	6.9	12.1	-2.5	98.1	9.0	18.8	7.2	12.4	-2.5	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

SIC 0910 - Service Industries Incidental to Crude Petroleum and Natural Gas

Businesses primarily engaged in providing contract drilling and other services to petroleum and natural gas industries.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	140				
Low sales value (\$000's)	(1)	(1)	69	120	307
High sales value (\$000's)	(1)	69	120	307	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	53	8	10	32	157
Inventory	-	-	-	-	-
Other current assets	56	28	46	56	94
Total current assets	109	37	55	88	251
Fixed assets	196	118	51	135	470
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	57	2	7	182	29
<b>Total assets</b>	<b>361</b>	<b>157</b>	<b>113</b>	<b>405</b>	<b>750</b>
<b>Liabilities and equity</b>					
Current loans	31	4	6	11	103
Other current liabilities	65	18	15	64	160
Total current liabilities	97	22	21	75	263
Mortgages payable	-	-	-	-	-
Long term debt	35	3	3	4	126
Other liabilities	89	12	40	59	241
<b>Total liabilities</b>	<b>220</b>	<b>38</b>	<b>64</b>	<b>138</b>	<b>630</b>
<b>Total equity</b>	<b>141</b>	<b>119</b>	<b>49</b>	<b>267</b>	<b>120</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	140				
Low sales value (\$000's)	(1)	(1)	69	120	307
High sales value (\$000's)	(1)	69	120	307	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.7	2.7	1.2	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.6	0.3	1.3	0.5	5.3
Interest coverage ratio (times)	0.4	...	3.8	4.5	-
Debt ratio (times)	0.6	0.2	0.6	0.3	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	78				
Low sales value (\$000's)	(1)	(1)	75	120	276
High sales value (\$000's)	(1)	75	120	276	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	-6	-	-9	18	-31
Depreciation	27	4	18	12	74
Other	-24	-6	-8	-2	-78
<b>Dividends</b>	-5	-2	-3	-	-13
<b>Investment activities</b>					
Disposal of fixed assets	6	7	2	7	6
Purchase of fixed assets	-9	-3	-6	-12	-14
Increase in investment	-11	-2	-34	-7	-1
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	2	7	-	15
Repayment of long term debt	-23	-4	-30	-4	-54
Loans from shareholders	32	5	3	2	115
Repayment of loans from shareholders	-3	-5	-3	-1	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	6	-	23	-	2
Decrease in equity	-	-	-	-	-
Other	-9	-	-	-1	-33
<b>Increase(decrease) in cash &amp; equivalents</b>	-11	-3	-40	12	-15
Cash & equivalents-Beginning of the year	23	7	73	-2	20
Cash & equivalents - End of the year	12	4	32	10	5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,429</b>	<b>1,012,389</b>	<b>34,474</b>	<b>354</b>	<b>249</b>
less than 20	1,105	106,508	3,063	305	229
20 - 99	164	161,832	5,227	20	10
100 - 499	104	254,589	8,303	24	8
500 and over	56	489,460	17,881	5	2
<b>1987</b>					
<b>Total</b>	<b>1,681</b>	<b>939,363</b>	<b>31,381</b>	<b>296</b>	<b>...</b>
less than 20	1,383	124,686	4,016	259	...
20 - 99	166	162,075	5,112	31	...
100 - 499	76	177,067	5,477	3	...
500 and over	56	475,535	16,776	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

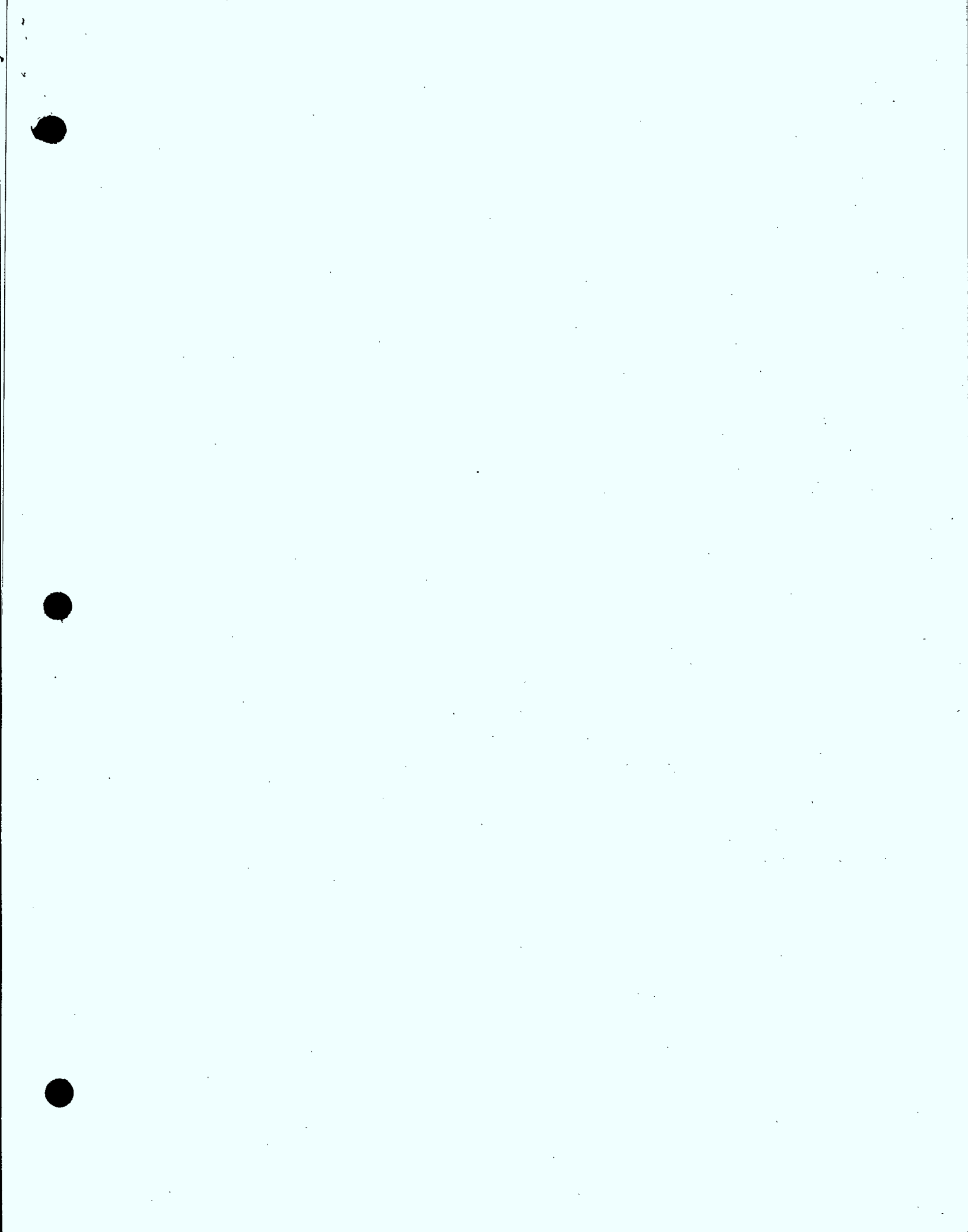
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Service Industries Incidental to Crude Petroleum and Natural Gas (SIC 091)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	190				
Average sales \$	283,593	42,395	115,915	235,179	740,882
Average expense \$	257,054	30,328	101,150	210,893	586,046
Average net profit (loss) \$	26,539	12,067	14,765	24,486	54,836
Businesses reporting a profit (No.)	166				
Average sales \$	293,297	42,020	112,969	230,899	787,298
Average expense \$	248,716	26,797	87,942	194,604	685,519
Average net profit \$	44,581	15,223	25,027	36,295	101,779
Businesses reporting a loss (No.)	24				
Average sales \$	252,697	44,156	137,759	254,029	574,843
Average expense \$	303,879	46,913	199,112	281,561	687,931
Average net loss \$	-51,182	-2,757	-61,353	-27,532	-113,088
<b>1986</b>					
Number of observations in sample	247				
Average sales \$	359,588	41,800	102,865	326,441	967,247
Average expense \$	329,357	32,043	96,283	284,798	904,304
Average net profit (loss) \$	30,231	9,757	6,582	41,643	62,943
Businesses reporting a profit (No.)	200				
Average sales \$	364,333	42,118	113,076	323,666	978,472
Average expense \$	313,565	20,044	91,839	264,186	878,189
Average net profit \$	50,768	22,074	21,237	59,480	100,283
Businesses reporting a loss (No.)	47				
Average sales \$	351,378	41,437	83,147	349,159	931,767
Average expense \$	397,754	45,709	104,864	453,588	986,856
Average net loss \$	-46,376	-4,272	-21,717	-104,429	-55,089
<b>1987</b>					
Number of observations in sample	190				
Average sales \$	248,163	41,820	76,613	151,086	723,134
Average expense \$	255,036	59,482	69,054	135,915	755,693
Average net profit (loss) \$	-6,873	-17,662	7,559	15,171	-32,559
Businesses reporting a profit (No.)	125				
Average sales \$	173,571	39,130	76,022	147,852	431,280
Average expense \$	147,875	21,022	59,505	116,689	394,282
Average net profit \$	25,696	18,108	16,517	31,163	36,998
Businesses reporting a loss (No.)	65				
Average sales \$	334,821	45,291	77,959	158,691	1,057,344
Average expense \$	387,646	109,109	90,791	181,127	1,169,555
Average net loss \$	-52,825	-63,818	-12,832	-22,436	-112,211

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

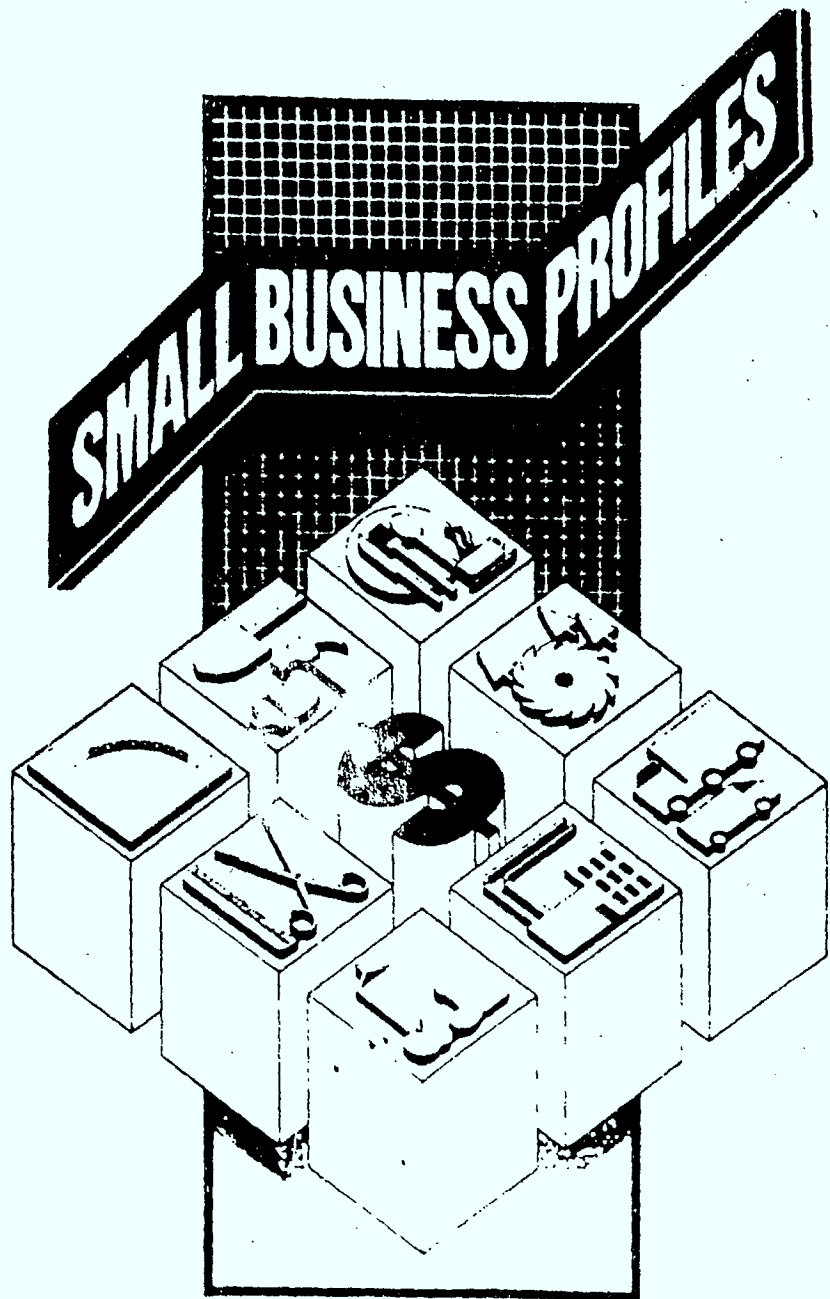
See Table 1 for symbols and notes



# SERVICES INDUSTRIES INCIDENTAL TO MINING

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Services Industries Incidental to Mining (SIC 092)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	57											
Low sales value (\$000's)	{1}	{1}										
High sales value (\$000's)	{1}	44	44	171	171			261	261			{1}
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	1.5	...	...	...	...	9.7	15.8	...	...	...	...	...
Occupancy expenses	19.2	29.6	10.3	27.1	13.5	88.5	21.7	29.9	13.3	32.0	13.9	13.9
Depreciation	7.7	13.2	6.5	6.9	5.5	84.7	9.1	13.3	8.5	8.9	6.2	6.2
Repairs & maintenance	4.0	4.0	1.9	4.9	5.5	60.3	6.6	6.9	3.9	6.8	8.5	8.5
Heat, light & telephone	1.9	3.6	0.6	3.1	1.1	75.1	2.6	3.6	1.6	3.8	1.2	1.2
Rent	5.6	8.9	1.3	12.1	1.5	68.0	8.2	16.3	2.9	15.1	1.6	1.6
Personnel expenses	37.0	35.1	41.2	41.9	28.7	95.1	38.9	36.3	41.2	42.0	34.4	34.4
Financial expenses	4.8	7.2	5.8	3.2	3.3	95.8	5.0	7.2	5.8	3.9	3.3	3.3
Interest & bank charges	1.9	3.9	0.2	2.2	1.8	82.2	2.3	4.0	0.4	2.8	1.9	1.9
Professional fees	2.9	3.2	5.6	1.1	1.4	93.6	3.1	3.7	5.6	1.3	1.4	1.4
Other expenses	38.9	63.7	23.7	24.7	51.4	100.0	38.9	63.7	23.7	24.7	51.4	51.4
Profit (loss)	-1.4	-38.4	19.0	1.0	1.1	97.7	-1.5	-42.6	19.0	1.0	1.1	1.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$$
 for each quartile.
- (2) Value in each cell = 
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$$
 for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 0920 - Service Industries Incidental to Mining

Businesses primarily engaged in contract drilling and other services incidental to mining establishments.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Services Industries Incidental to Mining (SIC 092)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	54	191	261
High sales value (\$000's)	(1)	54	131	261	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	31	4	13	41	50
Inventory	-	-	-	-	-
Other current assets	87	11	102	148	36
Total current assets	118	15	115	189	146
Fixed assets	60	18	18	92	104
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	214	6	114	331	374
<b>Total assets</b>	<b>392</b>	<b>39</b>	<b>247</b>	<b>612</b>	<b>624</b>
<b>Liabilities and equity</b>					
Current loans	14	1	1	26	25
Other current liabilities	65	11	75	74	97
Total current liabilities	79	12	76	99	123
Mortgages payable	-	-	-	-	-
Long term debt	12	1	-	12	34
Other liabilities	30	7	18	54	39
<b>Total liabilities</b>	<b>122</b>	<b>20</b>	<b>94</b>	<b>165</b>	<b>196</b>
<b>Total equity</b>	<b>271</b>	<b>19</b>	<b>154</b>	<b>447</b>	<b>428</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Services Industries Incidental to Mining (SIC 092)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	54	191	261
High sales value (\$000's)	(1)	54	191	261	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.2	1.5	1.9	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.4	1.0	0.6	0.4	0.5
Interest coverage ratio (times)	2.5	...	40.9	1.8	2.3
Debt ratio (times)	0.3	0.5	0.4	0.3	0.3

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Services Industries Incidental to Mining (SIC 092)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	24				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	--	--	--	--
Depreciation	21	--	--	--	--
Other	8	--	--	--	--
<b>Dividends</b>	-5	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-29	--	--	--	--
Increase in investment	-3	--	--	--	--
Decrease in investment	1	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	23	--	--	--	--
Repayment of long term debt	-20	--	--	--	--
Loans from shareholders	6	--	--	--	--
Repayment of loans from shareholders	-8	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	13	--	--	--	--
Cash & equivalents-Beginning of the year	25	--	--	--	--
Cash & equivalents - End of the year	38	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Services Industries Incidental to Mining (SIC 092)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,879</b>	<b>568,418</b>	<b>18,299</b>	<b>346</b>	<b>132</b>
less than 20	1,588	139,566	4,369	299	117
20 - 99	171	138,551	4,446	19	9
100 - 499	108	223,408	7,352	23	3
500 and over	12	66,893	2,132	5	3
<b>1987</b>					
<b>Total</b>	<b>1,951</b>	<b>809,455</b>	<b>24,168</b>	<b>374</b>	<b>...</b>
less than 20	1,585	170,509	5,046	327	...
20 - 99	208	205,603	6,090	26	...
100 - 499	142	325,962	9,743	20	...
500 and over	16	107,381	3,289	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Services Industries Incidental to Mining (SIC 092)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	47	--	--	--	--
Average sales \$	253,476	--	--	--	--
Average expense \$	347,976	--	--	--	--
Average net profit (loss) \$	-94,500	--	--	--	--
Businesses reporting a profit (No.)	40	--	--	--	--
Average sales \$	241,623	--	--	--	--
Average expense \$	172,662	--	--	--	--
Average net profit \$	68,961	--	--	--	--
Businesses reporting a loss (No.)	7	--	--	--	--
Average sales \$	404,779	--	--	--	--
Average expense \$	812,256	--	--	--	--
Average net loss \$	-407,477	--	--	--	--
<b>1986</b>					
Number of observations in sample	67				
Average sales \$	304,319	34,830	69,403	180,487	932,555
Average expense \$	255,529	35,808	73,414	144,222	768,673
Average net profit (loss) \$	48,790	-978	-4,011	36,265	163,882
Businesses reporting a profit (No.)	53				
Average sales \$	330,093	33,197	86,726	191,457	1,008,993
Average expense \$	256,219	31,715	62,114	136,876	794,172
Average net profit \$	73,874	1,482	24,612	54,581	214,821
Businesses reporting a loss (No.)	14				
Average sales \$	206,882	35,881	63,868	137,969	589,810
Average expense \$	235,623	38,440	77,024	172,694	654,333
Average net loss \$	-28,741	-2,559	-13,156	-34,725	-64,523
<b>1987</b>					
Number of observations in sample	69				
Average sales \$	229,436	43,805	78,093	210,465	585,381
Average expense \$	247,128	40,710	60,707	194,551	692,545
Average net profit (loss) \$	-17,692	3,095	17,386	15,914	-107,164
Businesses reporting a profit (No.)	43				
Average sales \$	243,540	45,586	67,527	200,803	660,233
Average expense \$	208,546	33,780	46,491	154,361	599,551
Average net profit \$	34,994	11,816	21,036	46,442	60,682
Businesses reporting a loss (No.)	26				
Average sales \$	219,509	39,517	137,178	228,272	473,067
Average expense \$	324,549	57,299	140,205	268,613	832,080
Average net loss \$	-105,040	-17,782	-3,027	-40,341	-359,013

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

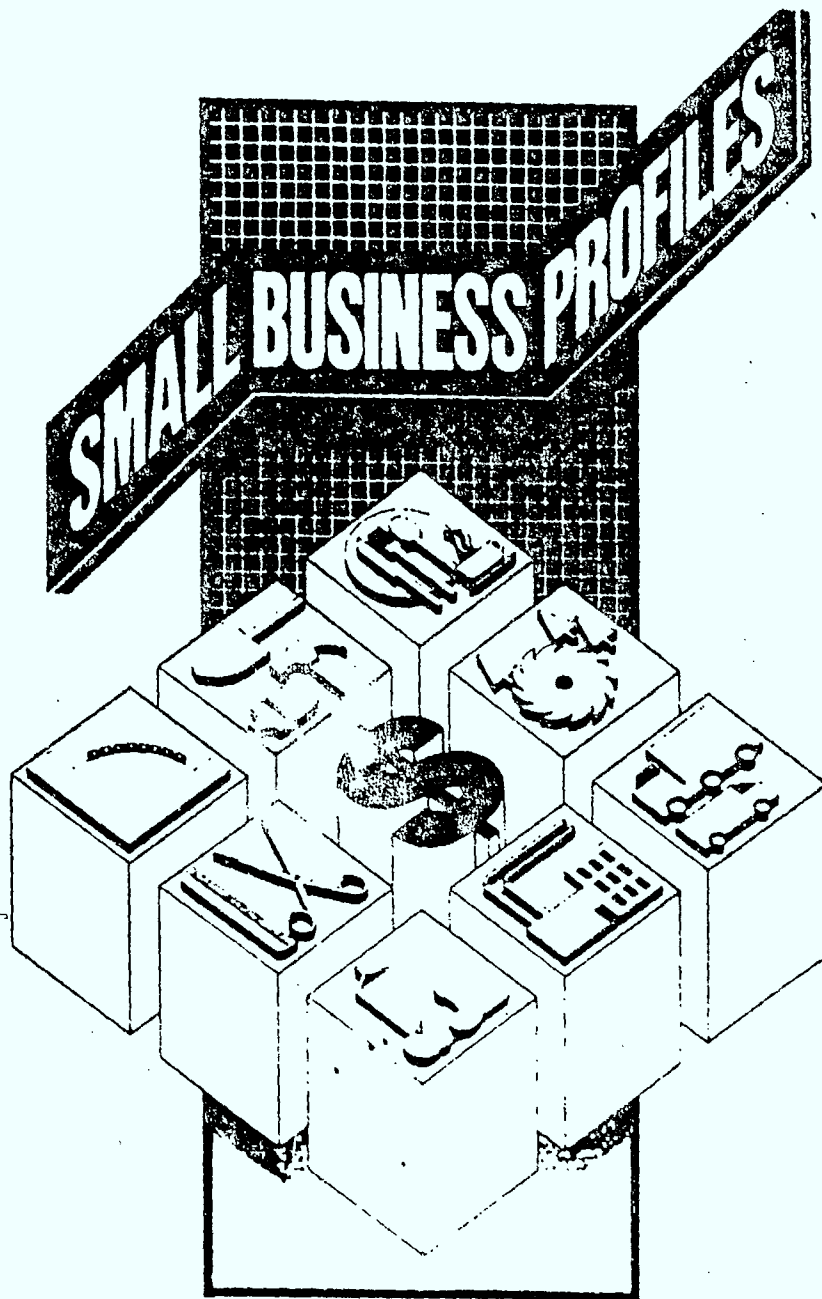




# SERVICES TO BUILDINGS & DWELLINGS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	932											
Low sales value (\$000's)	(1)	(1)	36	54	102							
High sales value (\$000's)	(1)	36	54	102	102							
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Occupancy expenses	8.8	10.2	8.5	9.1	7.3	97.2	9.0	10.8	8.7	9.2	7.4	
Depreciation	4.2	5.9	3.6	4.4	2.9	84.0	5.0	7.7	4.6	4.8	3.2	
Repairs & maintenance	1.2	1.5	1.1	1.0	1.2	52.1	2.3	2.8	2.2	2.1	2.1	
Heat, light & telephone	1.3	1.0	1.3	1.6	1.2	65.4	1.9	2.0	1.8	2.5	1.5	
Rent	2.1	1.9	2.4	2.1	1.9	57.3	3.7	4.4	4.5	3.3	2.8	
Personnel expenses	29.1	13.2	24.7	33.3	44.9	82.9	35.0	20.2	31.0	36.5	47.2	
Financial expenses	2.5	3.2	2.0	2.4	2.5	90.1	2.8	3.9	2.3	2.6	2.5	
Interest & bank charges	1.3	1.0	1.2	1.6	1.5	71.1	1.9	1.8	2.0	2.0	1.8	
Professional fees	1.2	2.2	0.8	0.7	0.9	73.1	1.6	3.8	1.1	1.0	1.1	
Other expenses	35.2	35.2	32.9	35.5	37.2	100.0	35.2	35.2	32.9	35.5	37.2	
Profit (loss)	24.5	38.2	31.9	19.7	8.2	98.1	24.9	38.7	32.9	20.1	8.3	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 9950 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	499				
Low sales value (\$000's)	(1)	(1)	63	112	233
High sales value (\$000's)	(1)	63	112	233	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	17	2	7	11	49
Inventory	-	-	-	-	-
Other current assets	20	3	10	20	47
Total current assets	37	4	16	31	96
Fixed assets	26	9	13	22	51
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	4	3	8	21
<b>Total assets</b>	<b>72</b>	<b>17</b>	<b>31</b>	<b>61</b>	<b>178</b>
<b>Liabilities and equity</b>					
Current loans	6	-	2	6	17
Other current liabilities	24	7	13	21	55
Total current liabilities	30	7	16	26	72
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	2	3
Other liabilities	17	9	7	17	36
<b>Total liabilities</b>	<b>49</b>	<b>16</b>	<b>23</b>	<b>45</b>	<b>111</b>
<b>Total equity</b>	<b>23</b>	<b>1</b>	<b>8</b>	<b>16</b>	<b>68</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	499				
Low sales value (\$000's)	(1)	(1)	63	112	233
High sales value (\$000's)	(1)	63	112	233	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	0.6	1.0	1.2	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	17.6	2.9	2.9	1.6
Interest coverage ratio (times)	4.2	0.9	2.2	4.2	5.1
Debt ratio (times)	0.7	0.9	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	220				
Low sales value (\$000's)	(1)	(1)	75	112	244
High sales value (\$000's)	(1)	75	112	244	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	6	-3	-	3	25
Depreciation	7	2	6	8	13
Other	-1	-	5	-2	-6
<b>Dividends</b>	-3	-	-1	-2	-8
<b>Investment activities</b>					
Disposal of fixed assets	3	-	3	1	5
Purchase of fixed assets	-12	-1	-9	-8	-27
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	4	-	-	5	9
Repayment of long term debt	-3	-	-3	-2	-6
Loans from shareholders	4	8	-	2	6
Repayment of loans from shareholders	-4	-5	-4	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	1	-3	3	2
Cash & equivalents-Beginning of the year	7	1	8	6	12
Cash & equivalents - End of the year	8	2	4	9	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	7,647	601,455	56,878	1,671	1,036
less than 20	7,130	205,323	18,857	1,621	1,007
20 - 99	370	131,605	12,382	33	22
100 - 499	104	138,146	13,568	14	6
500 and over	43	126,381	12,071	3	1
<b>1987</b>					
<b>Total</b>	9,465	843,511	67,848	2,209	...
less than 20	8,851	288,821	22,141	2,157	...
20 - 99	454	191,595	15,600	37	...
100 - 499	111	170,935	13,860	12	...
500 and over	49	192,160	16,247	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

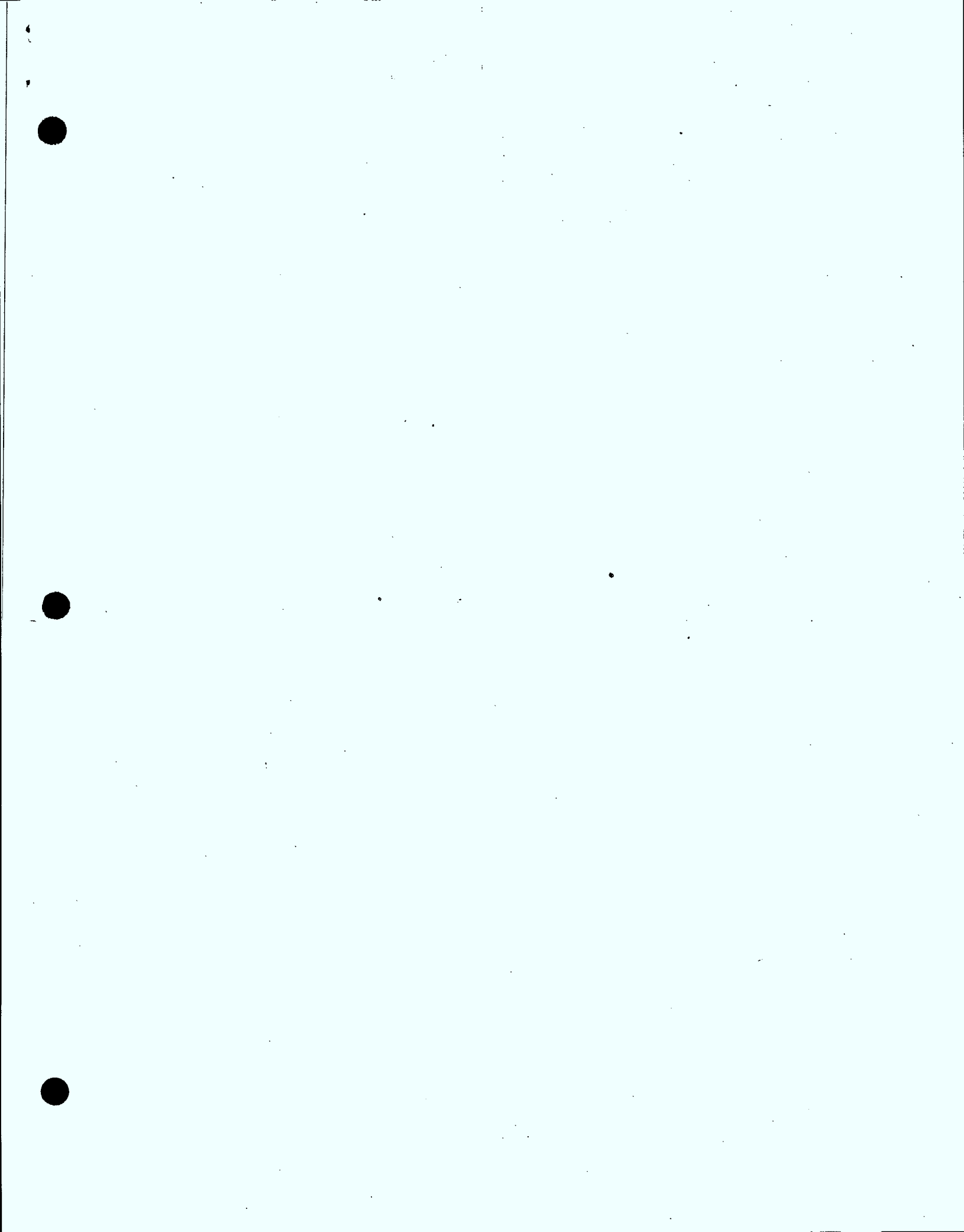
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,029				
Average sales \$	109,627	29,620	42,815	71,035	295,037
Average expense \$	96,570	18,244	30,895	58,710	278,432
Average net profit (loss) \$	13,057	11,376	11,920	12,325	16,505
Businesses reporting a profit (No.)	957				
Average sales \$	112,255	29,642	42,856	70,613	306,110
Average expense \$	95,376	17,467	27,575	54,753	281,707
Average net profit \$	16,879	12,175	15,081	15,860	24,403
Businesses reporting a loss (No.)	72				
Average sales \$	100,131	29,189	43,820	73,348	254,366
Average expense \$	107,041	33,660	47,714	80,384	266,404
Average net loss \$	-6,910	-4,471	-4,094	-7,036	-12,038
<b>1986</b>					
Number of observations in sample	1,322				
Average sales \$	118,308	31,045	45,783	76,273	320,131
Average expense \$	105,055	20,575	33,583	61,384	304,677
Average net profit (loss) \$	13,253	10,470	12,200	14,889	15,454
Businesses reporting a profit (No.)	1,091				
Average sales \$	118,650	30,954	45,989	75,287	322,369
Average expense \$	101,523	19,229	31,379	57,186	298,297
Average net profit \$	17,127	11,725	14,610	18,101	24,072
Businesses reporting a loss (No.)	231				
Average sales \$	118,099	31,948	44,563	82,075	313,808
Average expense \$	122,347	33,938	46,671	86,073	322,704
Average net loss \$	-4,248	-1,990	-2,108	-3,998	-8,896
<b>1987</b>					
Number of observations in sample	999				
Average sales \$	108,038	29,941	43,906	75,302	283,003
Average expense \$	93,543	18,603	30,213	60,887	264,467
Average net profit (loss) \$	14,495	11,338	13,693	14,415	18,536
Businesses reporting a profit (No.)	826				
Average sales \$	109,441	30,116	43,635	74,316	289,696
Average expense \$	90,727	17,714	27,576	56,637	260,981
Average net profit \$	18,714	12,402	16,059	17,679	28,715
Businesses reporting a loss (No.)	173				
Average sales \$	103,687	27,753	46,068	80,725	260,202
Average expense \$	110,388	29,684	51,264	84,261	276,342
Average net loss \$	-6,701	-1,931	-5,196	-3,536	-16,140

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

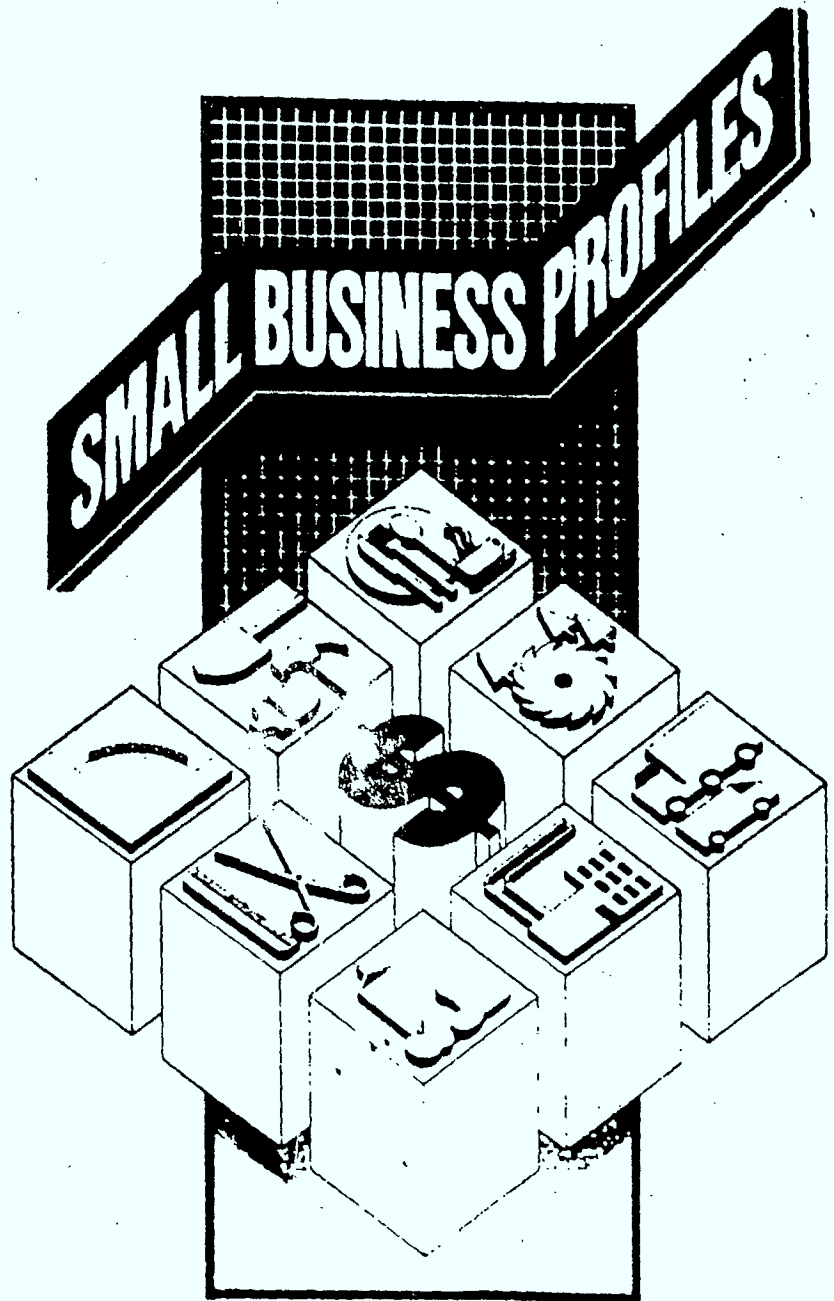
See Table 1 for symbols and notes



# SIDING WORK

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	390					
Low sales value (\$000's)	(1)	(1)	37	69	174	
High sales value (\$000's)	(1)	37	69	174	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	28.4	4.8	19.3	42.4	46.9	58.3	48.8	31.6	39.4	54.8	51.7
Occupancy expenses	4.9	5.9	5.8	4.3	3.5	96.3	5.1	6.9	5.8	4.3	3.6
Depreciation	2.2	3.0	2.8	1.8	1.3	87.6	2.5	4.6	2.9	1.9	1.3
Repairs & maintenance	1.0	1.4	1.3	0.7	0.5	41.9	2.3	3.8	3.3	1.6	1.0
Heat, light & telephone	0.6	0.3	0.6	0.8	0.7	61.9	1.0	1.0	1.0	1.1	0.8
Rent	1.1	1.2	1.1	1.0	1.1	46.9	2.3	5.3	2.4	2.1	1.5
Personnel expenses	15.3	10.4	13.5	16.2	21.1	79.7	19.2	14.6	19.6	20.1	21.6
Financial expenses	1.1	0.8	1.3	1.1	1.0	84.2	1.3	1.2	1.5	1.3	1.1
Interest & bank charges	0.6	0.5	0.6	0.6	0.5	56.7	1.0	1.4	1.3	0.9	0.7
Professional fees	0.5	0.3	0.8	0.5	0.5	65.5	0.8	0.7	1.1	0.8	0.6
Other expenses	24.4	30.5	24.9	21.6	20.9	100.0	24.4	30.5	24.9	21.6	20.9
Profit (loss)	25.9	47.6	35.2	14.4	6.6	99.4	26.0	47.6	36.1	14.4	6.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4232 - Siding Contractors

Businesses primarily engaged in the installation and repair of siding, cladding, metal doors and window frames and related work. Included are businesses dealing in the installation of metal awnings, canopies and shutters; installation of cladding (excluding glass); installation of curtain walls; installation of metal doors and window frames; installation of metal, hardboard and vinyl exterior siding; installation of metal and plastic fascia and soffit and the installation of aluminum, steel, asbestos, cement, plastic and hardboard siding.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	203				
Low sales value (\$000's)	(1)	(1)	97	228	463
High sales value (\$000's)	(1)	97	228	463	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	36	5	10	25	103
Inventory	-	-	-	-	-
Other current assets	41	9	20	35	99
Total current assets	77	14	29	60	202
Fixed assets	21	7	12	15	50
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	-	3	10	13
<b>Total assets</b>	<b>104</b>	<b>22</b>	<b>44</b>	<b>85</b>	<b>264</b>
<b>Liabilities and equity</b>					
Current loans	9	1	3	6	24
Other current liabilities	47	10	20	39	117
Total current liabilities	55	12	23	45	141
Mortgages payable	-	-	-	-	-
Long term debt	1	1	-	2	1
Other liabilities	16	4	15	9	36
<b>Total liabilities</b>	<b>72</b>	<b>16</b>	<b>38</b>	<b>56</b>	<b>178</b>
<b>Total equity</b>	<b>32</b>	<b>5</b>	<b>5</b>	<b>29</b>	<b>87</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Siding Work (SIC 4232)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	203				
Low sales value (\$000's)	(1)	(1)	97	228	463
High sales value (\$000's)	(1)	97	228	463	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.2	1.3	1.3	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	3.1	7.1	1.9	2.1
Interest coverage ratio (times)	10.4	35.0	7.1	12.6	9.6
Debt ratio (times)	0.7	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Too 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)	178	286	537
High sales value (\$000's)	(1)	178	286	537	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	-	8	31	56
Depreciation	5	1	4	5	10
Other	-4	-7	1	-	-11
<b>Dividends</b>	-6	-	-8	-8	-7
<b>Investment activities</b>					
Disposal of fixed assets	2	1	3	1	3
Purchase of fixed assets	-15	-	-3	-9	-47
Increase in investment	-28	-	-	-106	-2
Decrease in investment	12	-	-	46	-
<b>Financing activities</b>					
Increase in long term debt	7	1	1	8	19
Repayment of long term debt	-2	-	-1	-3	-5
Loans from shareholders	3	4	-	2	6
Repayment of loans from shareholders	-3	-	-2	-1	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-1	-	-1	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-2	3	-34	14
<b>Cash &amp; equivalents-Beginning of the year</b>	14	9	7	22	17
<b>Cash &amp; equivalents - End of the year</b>	9	7	10	-11	32

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Siding Work (SIC 4232)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,542</b>	<b>107,559</b>	<b>4,481</b>	<b>295</b>	<b>171</b>
less than 20	1,512	73,846	3,071	292	169
20 - 99	20	12,643	547	2	2
100 - 499	-	-	-	-	-
500 and over	10	21,070	863	1	-
<b>1987</b>					
<b>Total</b>	<b>1,901</b>	<b>167,113</b>	<b>6,041</b>	<b>396</b>	<b>...</b>
less than 20	1,845	114,022	4,138	382	...
20 - 99	47	30,884	1,136	13	...
100 - 499	-	-	-	-	...
500 and over	9	22,207	767	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Siding Work (SIC 4232)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,017				
Average sales \$	195,406	32,452	64,992	137,917	546,261
Average expense \$	180,532	19,542	54,547	125,660	522,377
Average net profit (loss) \$	14,874	12,910	10,445	12,257	23,884
Businesses reporting a profit (No.)	910				
Average sales \$	201,481	32,233	65,873	138,110	569,706
Average expense \$	181,847	18,439	52,362	120,553	536,035
Average net profit \$	19,634	13,794	13,511	17,557	33,671
Businesses reporting a loss (No.)	107				
Average sales \$	173,448	36,433	60,363	136,845	460,151
Average expense \$	182,941	39,605	66,038	153,308	472,212
Average net loss \$	-9,493	-3,172	-5,675	-17,063	-12,061
<b>1986</b>					
Number of observations in sample	993				
Average sales \$	193,333	32,817	65,889	154,928	519,697
Average expense \$	176,814	18,119	52,184	142,496	494,458
Average net profit (loss) \$	16,519	14,698	13,705	12,432	25,239
Businesses reporting a profit (No.)	880				
Average sales \$	192,579	32,623	65,415	151,113	521,165
Average expense \$	172,850	17,269	50,590	134,137	489,403
Average net profit \$	19,729	15,354	14,825	16,976	31,762
Businesses reporting a loss (No.)	113				
Average sales \$	198,872	38,413	74,390	170,915	511,769
Average expense \$	205,680	42,641	80,804	177,525	521,749
Average net loss \$	-6,808	-4,228	-6,414	-6,610	-9,980
<b>1987</b>					
Number of observations in sample	430				
Average sales \$	172,830	31,025	50,622	120,538	489,136
Average expense \$	153,144	16,123	33,464	103,353	459,637
Average net profit (loss) \$	19,686	14,902	17,158	17,185	29,499
Businesses reporting a profit (No.)	366				
Average sales \$	176,216	31,166	50,621	121,798	501,280
Average expense \$	152,534	15,831	31,823	101,743	460,740
Average net profit \$	23,682	15,335	18,798	20,055	40,540
Businesses reporting a loss (No.)	64				
Average sales \$	154,675	25,843	50,635	109,757	432,465
Average expense \$	164,132	26,817	58,088	117,130	454,491
Average net loss \$	-9,457	-974	-7,453	-7,373	-22,026

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# SINGLE FAMILY HOUSING

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Single Family Housing (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)					
Businesses in sample (No.)	2,876											
Low sales value (\$000's)	(1)	(1)	34	208	468							468
High sales value (\$000's)	(1)	94	208	468	(1)							(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	27.3	21.7	27.8	31.6	28.3	70.7	38.7	36.2	41.5	40.8	36.0	
Occupancy expenses	4.1	6.2	4.4	3.5	2.5	92.3	4.5	6.3	5.0	3.7	2.6	
Depreciation	1.9	3.2	2.0	1.5	0.9	79.0	2.4	4.6	2.7	1.8	1.1	
Repairs & maintenance	0.8	1.1	0.7	0.8	0.5	38.7	2.0	2.9	2.0	2.0	1.1	
Heat, light & telephone	0.6	1.0	0.7	0.4	0.4	68.5	0.9	1.6	1.1	0.6	0.5	
Rent	0.8	1.0	0.9	0.7	0.7	49.3	1.7	2.6	1.9	1.3	1.3	
Personnel expenses	17.9	21.4	19.4	17.3	13.7	83.6	21.4	29.8	24.5	19.1	14.7	
Financial expenses	2.5	3.3	2.6	2.1	1.9	95.6	2.6	3.6	2.8	2.2	1.9	
Interest & bank charges	1.5	1.8	1.7	1.4	1.3	79.5	1.9	2.5	2.2	1.7	1.5	
Professional fees	1.0	1.5	0.9	0.7	0.7	86.4	1.1	1.9	1.1	0.8	0.7	
Other expenses	40.8	37.2	37.8	39.2	48.9	99.9	40.8	37.3	37.9	39.2	48.9	
Profit (loss)	7.3	10.2	8.0	6.4	4.8	98.1	7.5	10.4	8.3	6.4	4.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4011 - Single Family Housing Contractors

Businesses primarily engaged in the development and construction of single detached and single attached dwellings such as: cottages, single duplexes, garden homes, semi-detached houses, single attached houses, single detached houses, erecting prefabricated homes, row houses (except row duplexes), single residences and summer homes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Single Family Housing (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,140				
Low sales value (\$000's)	(1)	(1)	125	277	573
High sales value (\$000's)	(1)	125	277	573	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	33	6	13	30	81
Inventory	-	-	-	-	-
Other current assets	107	31	54	134	210
Total current assets	140	37	67	164	292
Fixed assets	43	21	33	59	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	21	23	11	17	33
<b>Total assets</b>	<b>204</b>	<b>81</b>	<b>111</b>	<b>240</b>	<b>384</b>
<b>Liabilities and equity</b>					
Current loans	17	5	9	21	32
Other current liabilities	90	28	35	112	185
Total current liabilities	107	33	44	133	217
Mortgages payable	-	-	-	-	-
Long term debt	2	1	1	3	3
Other liabilities	48	26	41	57	70
<b>Total liabilities</b>	<b>157</b>	<b>59</b>	<b>86</b>	<b>193</b>	<b>290</b>
<b>Total equity</b>	<b>47</b>	<b>21</b>	<b>26</b>	<b>47</b>	<b>94</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Single Family Housing (SIC 4011)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,140				
Low sales value (\$000's)	(1)	(1)	125	277	573
High sales value (\$000's)	(1)	125	277	573	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.1	1.5	1.2	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.3	2.8	3.4	4.1	3.1
Interest coverage ratio (times)	4.5	1.1	4.1	3.3	6.3
Debt ratio (times)	0.8	0.7	0.8	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,171				
Low sales value (\$000's)	(1)	(1)	136	290	593
High sales value (\$000's)	(1)	136	290	593	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	17	4	6	12	46
Depreciation	6	4	5	8	9
Other	-14	-15	-8	-13	-19
<b>Dividends</b>	-5	-3	-2	-5	-9
<b>Investment activities</b>					
Disposal of fixed assets	7	15	1	4	9
Purchase of fixed assets	-17	-15	-6	-19	-28
Increase in investment	-14	-6	-3	-36	-11
Decrease in investment	4	1	4	4	7
<b>Financing activities</b>					
Increase in long term debt	24	12	5	50	28
Repayment of long term debt	-13	-15	-3	-13	-20
Loans from shareholders	10	15	7	7	12
Repayment of loans from shareholders	-10	-8	-5	-9	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	1	1
Decrease in equity	-	-	-	-1	-1
Other	-	-1	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	-13	1	-8	4
Cash & equivalents-Beginning of the year	9	10	16	8	2
Cash & equivalents - End of the year	5	-2	17	-	6

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>20,783</b>	<b>1,144,823</b>	<b>49,160</b>	<b>5,024</b>	<b>2,994</b>
less than 20	20,469	821,732	35,327	4,963	2,965
20 - 99	261	169,133	7,495	53	21
100 - 499	43	93,076	3,966	6	8
500 and over	10	60,882	2,372	2	-
<b>1987</b>					
<b>Total</b>	<b>25,718</b>	<b>2,003,006</b>	<b>76,444</b>	<b>5,948</b>	<b>...</b>
less than 20	25,181	1,415,770	54,198	5,859	...
20 - 99	479	393,823	15,030	76	...
100 - 499	58	193,413	7,216	13	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

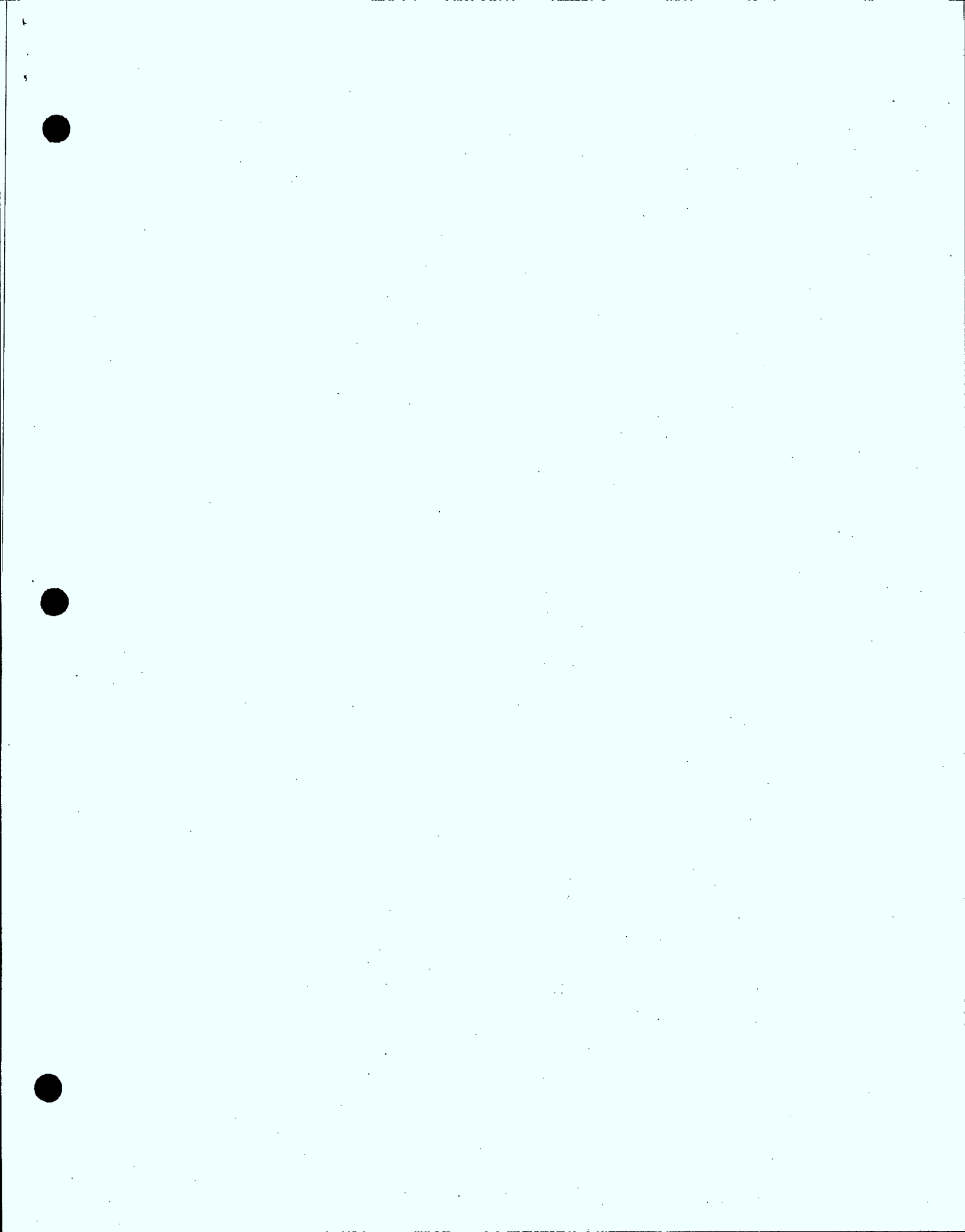
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,816				
Average sales \$	332,636	53,362	123,571	276,994	876,618
Average expense \$	320,676	72,028	116,891	262,785	831,001
Average net profit (loss) \$	11,960	-18,666	6,680	14,209	45,617
Businesses reporting a profit (No.)	2,966				
Average sales \$	337,966	53,198	119,323	283,932	895,411
Average expense \$	306,890	37,860	102,119	257,775	829,807
Average net profit \$	31,076	15,338	17,204	26,157	65,604
Businesses reporting a loss (No.)	850				
Average sales \$	311,751	53,799	133,232	257,660	802,313
Average expense \$	356,521	163,126	150,490	276,747	835,721
Average net loss \$	-44,770	-109,327	-17,258	-19,087	-33,408
<b>1986</b>					
Number of observations in sample	4,380				
Average sales \$	378,556	55,506	142,551	332,434	983,731
Average expense \$	361,980	52,723	133,810	318,105	943,281
Average net profit (loss) \$	16,576	2,783	8,741	14,329	40,450
Businesses reporting a profit (No.)	3,410				
Average sales \$	380,302	54,093	142,993	332,342	991,781
Average expense \$	352,425	41,738	127,335	308,779	931,849
Average net profit \$	27,877	12,355	15,658	23,563	59,932
Businesses reporting a loss (No.)	970				
Average sales \$	370,508	58,592	141,367	332,732	949,340
Average expense \$	392,100	76,709	151,155	348,411	992,123
Average net loss \$	-21,592	-18,117	-9,788	-15,679	-42,783
<b>1987</b>					
Number of observations in sample	3,490				
Average sales \$	348,615	57,216	144,823	316,873	875,548
Average expense \$	328,737	52,879	133,678	297,436	830,953
Average net profit (loss) \$	19,878	4,337	11,145	19,437	44,595
Businesses reporting a profit (No.)	2,726				
Average sales \$	352,457	57,666	143,849	318,183	890,128
Average expense \$	321,451	45,949	123,575	289,103	827,178
Average net profit \$	31,006	11,717	20,274	29,080	62,950
Businesses reporting a loss (No.)	764				
Average sales \$	332,032	56,346	147,386	312,268	812,128
Average expense \$	350,151	66,261	160,254	326,714	847,374
Average net loss \$	-18,119	-9,915	-12,868	-14,446	-35,246

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

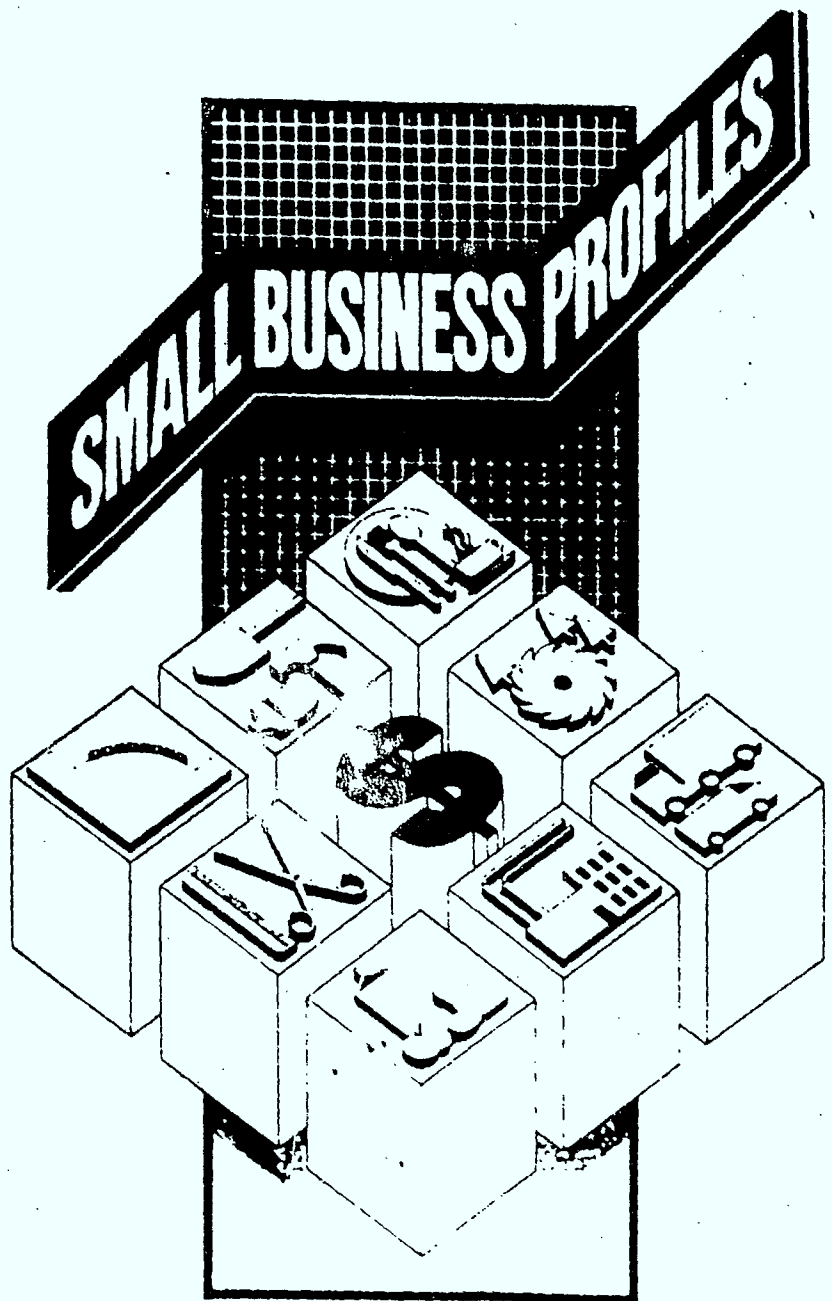
See Table 1 for symbols and notes



# SPORTING GOODS STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3 )					
Businesses in sample (No.)	610											
Low sales value (\$000's)	(1)	(1)										470
High sales value (\$000's)	(1)	87										470
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3 )					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	60.3	59.9	61.3	58.4	61.7	94.8	63.6	68.3	64.4	59.7	62.6	
Occupancy expenses	7.6	8.5	9.3	7.3	5.5	98.5	7.8	9.1	9.3	7.3	5.5	
Depreciation	1.8	3.1	1.5	1.5	1.2	84.3	2.1	4.8	1.8	1.6	1.2	
Repairs & maintenance	0.7	0.7	0.5	0.9	0.5	68.2	1.0	1.3	0.9	1.1	0.7	
Heat, light & telephone	1.6	2.6	1.7	1.2	0.9	89.3	1.8	3.2	1.9	1.2	1.0	
Rent	3.6	2.0	5.6	3.8	2.9	68.3	5.3	5.8	7.2	4.9	3.6	
Personnel expenses	11.4	6.9	10.5	14.1	13.7	88.9	12.8	10.3	11.7	14.4	13.8	
Financial expenses	2.6	3.3	2.3	2.6	2.2	96.7	2.7	3.5	2.4	2.6	2.2	
Interest & bank charges	1.9	2.5	1.5	1.9	1.6	83.6	2.2	3.3	1.8	2.1	1.9	
Professional fees	0.7	0.8	0.8	0.7	0.5	85.3	0.8	1.2	0.9	0.8	0.6	
Other expenses	15.5	20.7	13.1	14.8	13.5	100.0	15.5	20.7	13.1	14.8	13.5	
Profit (loss)	2.6	0.7	3.5	2.8	3.4	98.0	2.7	0.8	3.6	2.9	3.4	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (including uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (except tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	148	321	624
High sales value (\$000's)	(1)	148	321	624	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	2	3	10	39
Inventory	-	-	-	-	-
Other current assets	157	37	77	166	344
Total current assets	170	40	81	176	383
Fixed assets	32	5	18	34	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	23	21	4	5	62
<b>Total assets</b>	<b>226</b>	<b>65</b>	<b>103</b>	<b>215</b>	<b>516</b>
<b>Liabilities and equity</b>					
Current loans	30	6	15	29	69
Other current liabilities	80	42	33	74	173
Total current liabilities	110	48	48	102	242
Mortgages payable	-	-	-	-	-
Long term debt	5	2	3	4	10
Other liabilities	52	13	26	54	113
<b>Total liabilities</b>	<b>167</b>	<b>63</b>	<b>77</b>	<b>160</b>	<b>365</b>
<b>Total equity</b>	<b>59</b>	<b>2</b>	<b>26</b>	<b>56</b>	<b>150</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Sporting Goods Stores (SIC 6541)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	148	321	624
High sales value (\$000's)	(1)	148	321	624	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.8	1.7	1.7	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	31.4	2.9	2.9	2.4
Interest coverage ratio (times)	2.9	1.5	2.2	2.6	3.4
Debt ratio (times)	0.7	1.0	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	342				
Low sales value (\$000's)	(1)	(1)	168	354	672
High sales value (\$000's)	(1)	168	354	572	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	16	8	9	11	35
Depreciation	7	4	5	5	14
Other	-15	-2	-	-22	-37
<b>Dividends</b>	-4	-	-4	-3	-10
<b>Investment activities</b>					
Disposal of fixed assets	3	1	1	5	4
Purchase of fixed assets	-13	-3	-7	-15	-26
Increase in investment	-9	-28	-	-1	-8
Decrease in investment	5	19	-	1	1
<b>Financing activities</b>					
Increase in long term debt	10	7	2	15	15
Repayment of long term debt	-6	-3	-1	-7	-11
Loans from shareholders	8	2	1	13	16
Repayment of loans from shareholders	-6	-5	-4	-6	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	3	-	1	-	13
Decrease in equity	-1	-	-	-1	-2
Other	-	-	-	2	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	1	2	-2	-6
Cash & equivalents-Beginning of the year	-10	-3	-6	-12	-18
Cash & equivalents - End of the year	-11	-3	-4	-14	-24

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,542</b>	<b>149,763</b>	<b>13,045</b>	<b>444</b>	<b>311</b>
less than 20	2,434	95,535	8,272	429	304
20 - 99	93	32,782	2,850	9	7
100 - 499	8	8,011	723	1	-
500 and over	7	13,435	1,200	5	-
<b>1987</b>					
<b>Total</b>	<b>2,936</b>	<b>210,949</b>	<b>15,733</b>	<b>518</b>	<b>...</b>
less than 20	2,871	133,510	9,919	507	...
20 - 99	100	45,268	3,381	6	...
100 - 499	18	22,271	1,694	3	...
500 and over	7	9,900	739	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	658				
Average sales \$	272,719	48,925	120,331	249,395	672,226
Average expense \$	265,831	47,927	115,533	241,154	558,710
Average net profit (loss) \$	6,888	998	4,798	8,241	13,516
Businesses reporting a profit (No.)	519				
Average sales \$	280,420	48,580	117,860	257,159	698,082
Average expense \$	264,656	42,407	109,192	238,803	668,223
Average net profit \$	15,764	6,173	8,668	18,356	29,859
Businesses reporting a loss (No.)	139				
Average sales \$	251,889	49,523	126,907	232,451	598,675
Average expense \$	266,958	57,492	132,405	246,284	631,652
Average net loss \$	-15,069	-7,969	-5,498	-13,833	-32,977
<b>1986</b>					
Number of observations in sample	770				
Average sales \$	275,271	43,164	110,897	256,074	690,950
Average expense \$	268,475	45,573	110,820	248,611	668,896
Average net profit (loss) \$	6,796	-2,409	77	7,463	22,054
Businesses reporting a profit (No.)	534				
Average sales \$	284,268	44,251	104,507	259,717	728,598
Average expense \$	266,796	38,662	95,363	242,274	690,884
Average net profit \$	17,472	5,589	9,144	17,443	37,714
Businesses reporting a loss (No.)	236				
Average sales \$	248,490	42,271	120,261	247,020	584,408
Average expense \$	263,935	51,245	133,467	264,357	606,672
Average net loss \$	-15,445	-8,974	-13,206	-17,337	-22,264
<b>1987</b>					
Number of observations in sample	705				
Average sales \$	346,538	53,655	142,065	319,233	871,437
Average expense \$	335,256	56,245	136,175	309,844	838,759
Average net profit (loss) \$	11,342	-2,590	5,890	9,389	32,678
Businesses reporting a profit (No.)	517				
Average sales \$	349,848	56,589	139,625	315,733	887,443
Average expense \$	328,680	50,953	126,276	298,421	839,070
Average net profit \$	21,168	5,636	13,349	17,312	48,373
Businesses reporting a loss (No.)	188				
Average sales \$	334,152	50,524	148,991	327,758	809,335
Average expense \$	350,349	61,893	164,277	337,674	837,553
Average net loss \$	-16,197	-11,369	-15,286	-9,916	-28,218

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

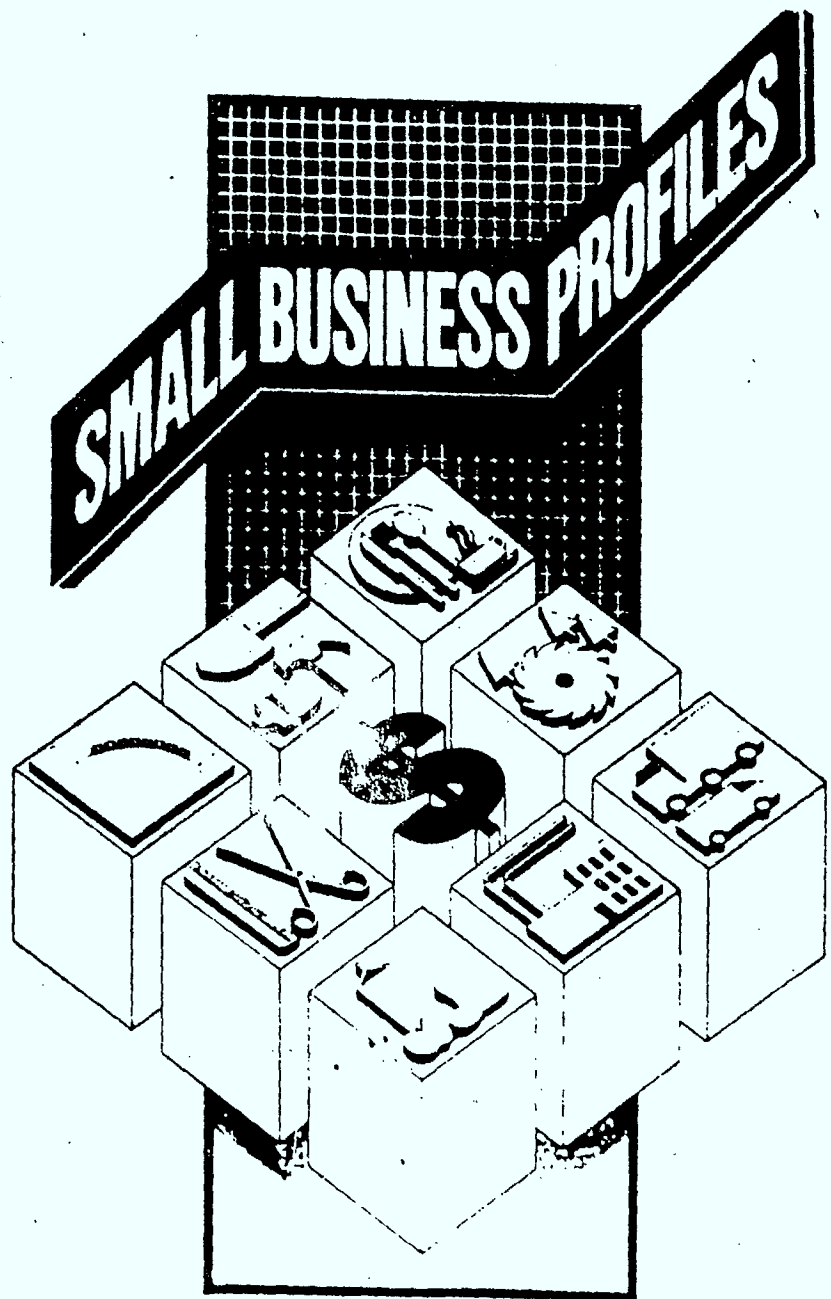




# SPORTS AND RECREATION CLUBS & SERVICES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)						
Businesses in sample (No.)	368												
Low sales value (\$000's)	(1)	(1)	54	115	115								294
High sales value (\$000's)	(1)	54	115	294	115								115
Selected expense item	Industry average (2)					% busi- nesses reporting	Reporting businesses only (3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	11.1	5.0	6.8	15.6	16.6	46.9	23.6	34.5	17.6	24.4	23.8		
Occupancy expenses	26.5	32.1	30.2	23.8	20.0	99.2	26.7	32.8	30.3	23.8	20.2		
Depreciation	7.6	10.0	7.3	6.8	6.3	83.8	9.1	12.7	10.2	7.4	6.9		
Repairs & maintenance	6.5	6.5	6.1	7.6	5.9	79.8	8.2	9.0	8.1	8.9	6.9		
Heat, light & telephone	4.7	6.2	5.1	3.8	3.6	91.0	5.1	7.3	5.5	4.1	3.9		
Rent	7.7	9.5	11.7	5.5	4.2	54.6	14.1	20.8	19.5	9.8	7.4		
Personnel expenses	25.3	22.9	23.8	28.1	26.4	88.9	28.5	30.0	29.1	28.1	27.2		
Financial expenses	6.2	7.1	4.2	6.7	6.6	93.9	6.6	8.3	4.5	6.7	6.8		
Interest & bank charges	4.3	4.6	2.7	4.8	5.2	73.9	5.9	7.8	4.6	5.4	5.9		
Professional fees	1.8	2.5	1.5	2.0	1.4	83.5	2.2	4.0	1.7	2.2	1.5		
Other expenses	29.4	36.9	28.1	23.9	29.0	100.0	29.4	36.9	28.1	23.9	29.0		
Profit (loss)	1.5	-4.1	6.9	1.9	1.4	98.1	1.6	-4.1	7.3	1.9	1.4		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9650 - Sports and Recreation Clubs and Services

Businesses primarily engaged in operating golf courses, curling clubs, skiing facilities, boat rentals, marinas and other sports and recreation clubs and services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	291				
Low sales value (\$000's)	(1)	(1)	59	152	358
High sales value (\$000's)	(1)	59	152	358	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	1	1	6	23
Inventory	-	-	-	-	-
Other current assets	54	11	26	38	140
Total current assets	62	12	27	45	163
Fixed assets	227	47	77	244	536
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	27	2	6	23	77
<b>Total assets</b>	<b>316</b>	<b>60</b>	<b>110</b>	<b>312</b>	<b>776</b>
<b>Liabilities and equity</b>					
Current loans	15	2	2	24	32
Other current liabilities	68	7	32	61	170
Total current liabilities	83	9	34	85	201
Mortgages payable	-	-	-	-	-
Long term debt	13	2	6	8	38
Other liabilities	136	45	46	162	289
<b>Total liabilities</b>	<b>232</b>	<b>57</b>	<b>87</b>	<b>255</b>	<b>526</b>
<b>Total equity</b>	<b>84</b>	<b>3</b>	<b>23</b>	<b>57</b>	<b>250</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	291				
Low sales value (\$000's)	(1)	(1)	59	152	358
High sales value (\$000's)	(1)	59	152	358	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	1.2	0.8	0.5	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	17.1	3.7	4.5	2.1
Interest coverage ratio (times)	1.7	1.4	1.3	0.8	2.2
Debt ratio (times)	0.7	0.9	0.8	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	154				
Low sales value (\$000's)	(1)	(1)			407
High sales value (\$000's)	(1)	111	111	182	407
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-1	-1	-1	27
Depreciation	22	8	13	23	43
Other	-7	-5	2	-25	-2
<b>Dividends</b>	-4	-	-1	-2	-13
<b>Investment activities</b>					
Disposal of fixed assets	20	21	1	31	29
Purchase of fixed assets	-35	-23	-9	-31	-76
Increase in investment	-6	-	-	-21	-5
Decrease in investment	3	-	-	-	11
<b>Financing activities</b>					
Increase in long term debt	36	15	9	39	81
Repayment of long term debt	-26	-5	-7	-20	-72
Loans from shareholders	10	5	3	8	23
Repayment of loans from shareholders	-12	-13	-11	-4	-20
Advances & loans from government	4	-	-	14	1
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-	-	-	-3
Other	-1	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	10	3	-	12	25
Cash & equivalents-Beginning of the year	3	4	5	-6	10
Cash & equivalents - End of the year	13	7	5	6	34

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,878</b>	<b>378,808</b>	<b>30,440</b>	<b>692</b>	<b>419</b>
less than 20	4,528	169,851	13,701	674	403
20 - 99	316	149,701	12,043	15	12
100 - 499	34	59,256	4,696	3	3
500 and over	-	-	-	-	1
<b>1987</b>					
<b>Total</b>	<b>5,252</b>	<b>534,404</b>	<b>38,023</b>	<b>806</b>	<b>...</b>
less than 20	4,834	212,911	15,240	776	...
20 - 99	369	201,463	14,327	24	...
100 - 499	42	68,501	4,835	6	...
500 and over	7	51,529	3,621	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Sports and Recreation Clubs and Services (SIC 965)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	277				
Average sales \$	249,763	36,805	83,677	205,096	673,472
Average expense \$	230,568	33,375	77,212	167,253	644,433
Average net profit (loss) \$	19,195	3,430	6,465	37,843	29,039
Businesses reporting a profit (No.)	203				
Average sales \$	260,249	37,051	86,194	201,705	716,044
Average expense \$	218,549	30,028	71,346	130,749	642,071
Average net profit \$	41,700	7,023	14,848	70,956	73,973
Businesses reporting a loss (No.)	74				
Average sales \$	228,793	35,376	78,487	216,990	584,320
Average expense \$	271,703	52,842	89,305	295,285	649,378
Average net loss \$	-42,910	-17,466	-10,819	-78,295	-65,058
<b>1986</b>					
Number of observations in sample	297				
Average sales \$	295,309	47,426	138,257	254,036	741,517
Average expense \$	284,588	50,341	148,886	235,289	703,837
Average net profit (loss) \$	10,721	-2,915	-10,629	18,747	37,680
Businesses reporting a profit (No.)	216				
Average sales \$	302,814	50,203	127,155	255,767	778,131
Average expense \$	269,052	38,460	110,903	231,999	694,846
Average net profit \$	33,762	11,743	16,252	23,768	83,285
Businesses reporting a loss (No.)	81				
Average sales \$	273,427	46,057	145,446	242,743	659,460
Average expense \$	302,607	56,201	173,483	256,757	723,985
Average net loss \$	-29,180	-10,144	-28,037	-14,014	-64,525
<b>1987</b>					
Number of observations in sample	476				
Average sales \$	222,150	39,227	76,896	184,181	588,295
Average expense \$	217,152	39,656	72,560	182,051	574,340
Average net profit (loss) \$	4,998	-429	4,336	2,130	13,955
Businesses reporting a profit (No.)	321				
Average sales \$	230,346	39,150	74,282	180,543	627,407
Average expense \$	203,726	29,577	62,983	160,470	561,872
Average net profit \$	26,620	9,573	11,299	20,073	65,535
Businesses reporting a loss (No.)	155				
Average sales \$	205,719	39,308	84,512	191,708	507,349
Average expense \$	244,361	50,135	100,465	226,700	600,142
Average net loss \$	-38,642	-10,827	-15,953	-34,992	-92,793

1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# STAMPED, PRESSED AND COATED METAL PRODUCTS INDUSTRIES

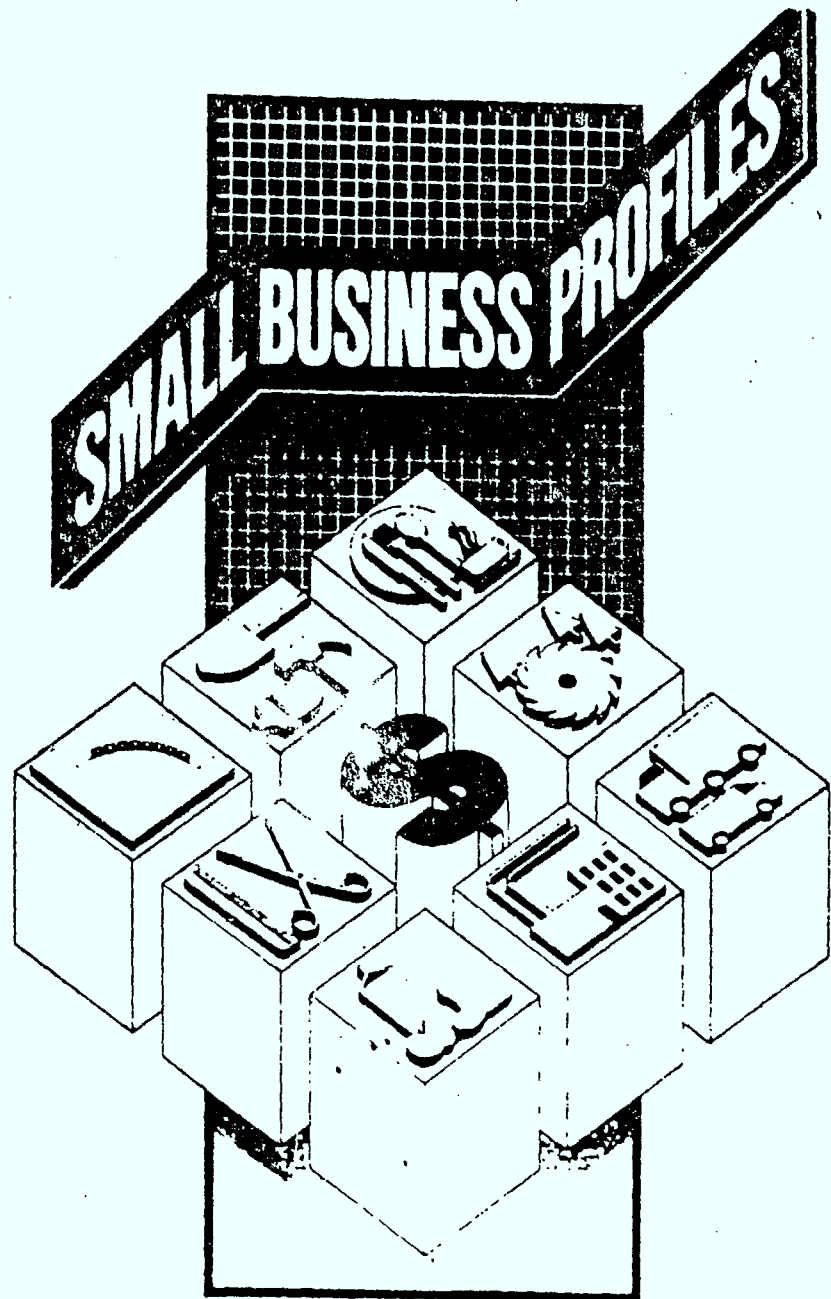
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## CANADA

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### 1987

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SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Stamped, Pressed &amp; Coated Metal Products Industries (SIC 304)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	403										
Low sales value (\$000's)	(1)	(1)	183	425	331						
High sales value (\$000's)	(1)	183	425	831	11						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	28.8	23.5	29.9	25.8	31.7	96.0	30.0	26.0	31.1	30.2	32.1
Occupancy expenses	10.6	13.5	10.5	9.8	8.8	99.8	10.6	13.5	10.5	9.8	8.9
Depreciation	3.6	4.7	3.2	3.4	3.2	94.9	3.8	5.0	3.6	3.5	3.3
Repairs & maintenance	1.1	0.8	1.2	1.1	1.3	64.2	1.7	1.8	1.9	1.6	1.7
Heat, light & telephone	2.7	3.1	2.5	2.6	2.5	93.8	2.8	3.6	2.6	2.7	2.5
Rent	3.2	4.9	3.5	2.7	1.8	70.7	4.6	7.4	4.3	3.9	2.8
Personnel expenses	34.9	34.8	35.3	34.6	35.1	96.3	36.3	39.9	35.8	34.8	35.1
Financial expenses	2.6	2.8	2.7	2.9	2.1	98.6	2.6	2.9	2.7	2.9	2.1
Interest & bank charges	1.5	1.1	1.6	1.8	1.4	80.9	1.8	1.9	1.8	2.1	1.5
Professional fees	1.1	1.7	1.1	1.0	0.7	95.1	1.2	1.8	1.2	1.0	0.7
Other expenses	15.3	17.0	14.1	14.8	15.2	100.0	15.3	17.0	14.1	14.8	15.2
Profit (loss)	7.8	8.4	7.5	8.2	7.1	98.9	7.9	8.8	7.5	8.2	7.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 3040 - Stamped, Pressed and Coated Metal Products Industries

Businesses primarily engaged in custom metal coating, manufacturing metal closures and containers and other stamped and pressed metal products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	385				
Low sales value (\$000's)	(1)	(1)	223	471	881
High sales value (\$000's)	(1)	223	471	881	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	97	26	47	97	219
Inventory	-	-	-	-	-
Other current assets	123	50	65	108	267
Total current assets	220	76	112	205	485
Fixed assets	144	58	77	169	270
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	36	12	22	46	64
<b>Total assets</b>	<b>400</b>	<b>146</b>	<b>210</b>	<b>421</b>	<b>819</b>
<b>Liabilities and equity</b>					
Current loans	28	7	12	31	61
Other current liabilities	110	59	58	98	226
Total current liabilities	138	66	70	129	287
Mortgages payable	-	-	-	-	-
Long term debt	13	4	6	18	22
Other liabilities	72	30	40	89	131
<b>Total liabilities</b>	<b>224</b>	<b>100</b>	<b>116</b>	<b>235</b>	<b>441</b>
<b>Total equity</b>	<b>176</b>	<b>45</b>	<b>94</b>	<b>186</b>	<b>378</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987.  
Canada, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	385				
Low sales value (\$000's)	(1)	(1)	223	471	881
High sales value (\$000's)	(1)	223	471	881	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.2	1.6	1.6	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.3	2.2	1.2	1.3	1.2
Interest coverage ratio (times)	5.6	3.0	7.8	4.9	5.8
Debt ratio (times)	0.6	0.7	0.6	0.6	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	221				
Low sales value (\$000's)	(1)	(1)	239	488	908
High sales value (\$000's)	(1)	239	488	908	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	38	9	40	27	75
Depreciation	24	5	15	31	45
Other	-17	-5	-11	8	-58
<b>Dividends</b>	-13	-1	-21	-16	-14
<b>Investment activities</b>					
Disposal of fixed assets	10	1	9	15	13
Purchase of fixed assets	-49	-9	-19	-90	-75
Increase in investment	-5	-	-2	-5	-13
Decrease in investment	2	-	1	1	7
<b>Financing activities</b>					
Increase in long term debt	26	2	8	48	44
Repayment of long term debt	-18	-3	-5	-31	-33
Loans from shareholders	10	3	3	19	14
Repayment of loans from shareholders	-16	-4	-7	-22	-29
Advances & loans from government	-	-	-	-	1
Increase in equity	4	-	1	5	10
Decrease in equity	-2	-1	-6	-	-3
Other	-1	-	-2	-2	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-6	-3	4	-12	-15
Cash & equivalents-Beginning of the year	22	7	32	12	36
Cash & equivalents - End of the year	16	4	36	-	22

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,310</b>	<b>892,319</b>	<b>37,698</b>	<b>160</b>	<b>89</b>
less than 20	870	107,484	4,413	123	77
20 - 99	270	219,381	9,219	26	7
100 - 499	101	189,459	8,035	9	4
500 and over	69	375,995	16,031	2	1
<b>1987</b>					
<b>Total</b>	<b>1,397</b>	<b>1,173,137</b>	<b>45,435</b>	<b>145</b>	<b>...</b>
less than 20	906	124,762	4,864	121	...
20 - 99	313	287,447	11,153	15	...
100 - 499	108	277,468	10,747	8	...
500 and over	70	483,460	18,671	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Stamped, Pressed & Coated Metal Products Industries (SIC 304)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	417				
Average sales \$	437,270	52,285	128,805	352,088	1,215,900
Average expense \$	333,022	36,713	115,007	319,382	860,386
Average net profit (loss) \$	104,248	15,572	13,798	32,706	354,914
Businesses reporting a profit (No.)	351				
Average sales \$	452,550	51,823	127,363	352,964	1,278,051
Average expense \$	332,011	33,722	111,184	314,282	868,856
Average net profit \$	120,539	18,101	16,179	38,682	409,195
Businesses reporting a loss (No.)	66				
Average sales \$	333,830	56,357	146,888	343,526	788,549
Average expense \$	350,536	63,093	162,944	369,234	806,873
Average net loss \$	-16,706	-6,736	-16,056	-25,708	-18,324
<b>1986</b>					
Number of observations in sample	422				
Average sales \$	405,434	64,773	162,268	349,377	1,045,318
Average expense \$	386,024	58,816	154,974	325,961	1,004,345
Average net profit (loss) \$	19,410	5,957	7,294	23,416	40,973
Businesses reporting a profit (No.)	333				
Average sales \$	406,876	73,949	165,395	370,518	1,017,643
Average expense \$	366,703	62,398	150,499	328,606	925,310
Average net profit \$	40,173	11,551	14,896	41,912	92,333
Businesses reporting a loss (No.)	89				
Average sales \$	412,106	51,524	157,047	300,679	1,139,174
Average expense \$	452,085	53,643	162,447	319,866	1,272,383
Average net loss \$	-39,979	-2,119	-5,400	-19,187	-133,209
<b>1987</b>					
Number of observations in sample	437				
Average sales \$	570,381	101,079	295,725	593,434	1,291,286
Average expense \$	530,427	95,099	274,616	546,410	1,205,583
Average net profit (loss) \$	39,954	5,980	21,109	47,024	85,703
Businesses reporting a profit (No.)	340				
Average sales \$	567,495	96,843	296,678	590,899	1,285,560
Average expense \$	505,943	82,954	260,340	517,752	1,162,724
Average net profit \$	61,552	13,889	36,338	73,147	122,836
Businesses reporting a loss (No.)	97				
Average sales \$	581,721	112,838	293,120	603,499	1,317,427
Average expense \$	625,971	128,807	313,670	660,169	1,401,237
Average net loss \$	-44,250	-15,969	-20,550	-56,670	-83,810

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

# TAKE-OUT FOODS SERVICES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	932													
Low sales value (\$000's)	(1)	(1)	61	121	238									
High sales value (\$000's)	(1)	61	121	238	(1)									

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	40.4	44.2	40.3	39.8	37.4	91.6	44.1	51.4	44.9	42.5	38.5
Occupancy expenses	15.3	15.5	17.0	15.6	13.1	99.4	15.4	15.8	17.0	15.6	13.2
Depreciation	3.4	3.5	3.4	3.2	3.5	80.1	4.3	5.5	4.4	3.7	3.8
Repairs & maintenance	1.5	1.7	1.7	1.4	1.3	86.7	1.8	2.2	2.0	1.5	1.4
Heat, light & telephone	3.5	3.9	4.2	3.4	2.4	93.3	3.7	4.5	4.4	3.6	2.5
Rent	6.9	6.4	7.7	7.6	5.9	73.0	9.4	10.1	10.6	9.5	7.7
Personnel expenses	19.0	11.8	17.9	20.9	25.3	90.7	20.9	16.4	19.4	21.1	25.4
Financial expenses	3.1	3.3	3.0	2.9	3.0	92.7	3.3	3.9	3.3	3.0	3.1
Interest & bank charges	2.2	2.6	2.1	2.1	2.1	73.1	3.0	4.9	3.1	2.5	2.2
Professional fees	0.9	0.7	1.0	0.9	1.0	79.9	1.1	1.2	1.2	1.0	1.0
Other expenses	17.1	18.7	17.5	14.6	17.5	100.0	17.1	18.7	17.5	14.6	17.5
Profit (loss)	5.2	6.6	4.3	6.1	3.7	99.2	5.2	6.6	4.3	6.2	3.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged and wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths and prepared food take-out services (except caterers and mobile food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	382				
Low sales value (\$000's)	(1)	(1)	136	249	369
High sales value (\$000's)	(1)	136	249	369	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	2	-	3	1	4
Inventory	-	-	-	-	-
Other current assets	29	9	23	26	57
Total current assets	31	10	26	27	61
Fixed assets	79	28	46	74	167
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	31	10	36	29	50
<b>Total assets</b>	<b>142</b>	<b>48</b>	<b>108</b>	<b>129</b>	<b>278</b>
<b>Liabilities and equity</b>					
Current loans	10	2	6	18	14
Other current liabilities	37	11	30	38	66
Total current liabilities	47	13	36	56	80
Mortgages payable	-	-	-	-	-
Long term debt	13	1	8	13	30
Other liabilities	60	30	53	59	96
<b>Total liabilities</b>	<b>119</b>	<b>44</b>	<b>97</b>	<b>128</b>	<b>206</b>
<b>Total equity</b>	<b>22</b>	<b>3</b>	<b>12</b>	<b>2</b>	<b>71</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Take-Out Food Services (SIC 9213)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	382				
Low sales value (\$000's)	(1)	(1)	136	249	369
High sales value (\$000's)	(1)	136	249	369	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.7	0.7	0.5	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.4	12.9	8.4	71.9	2.9
Interest coverage ratio (times)	2.1	1.4	1.7	1.5	2.6
Debt ratio (times)	0.8	0.9	0.9	1.0	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	172				
Low sales value (\$000's)	(1)	(1)	172	267	375
High sales value (\$000's)	(1)	172	267	375	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-5	2	-	27
Depreciation	14	11	7	16	23
Other	-	6	-6	4	-5
<b>Dividends</b>	-4	-	-1	-3	-13
<b>Investment activities</b>					
Disposal of fixed assets	5	-	6	2	10
Purchase of fixed assets	-20	-40	-4	-11	-25
Increase in investment	-6	-6	-4	-5	-9
Decrease in investment	2	-	8	-	-
<b>Financing activities</b>					
Increase in long term debt	20	42	5	8	26
Repayment of long term debt	-16	-20	-14	-11	-20
Loans from shareholders	10	16	9	5	9
Repayment of loans from shareholders	-10	-3	-5	-13	-17
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	1	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	1	2	3	-7	4
Cash & equivalents-Beginning of the year	7	-8	6	7	23
Cash & equivalents - End of the year	8	-6	9	1	28

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Take-Out Food Services (SIC 9213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>5,513</b>	<b>294,243</b>	<b>36,604</b>	<b>1,289</b>	<b>863</b>
less than 20	5,218	157,817	19,590	1,257	822
20 - 99	266	66,419	8,199	30	36
100 - 499	25	28,760	3,613	2	4
500 and over	4	41,247	5,202	-	1
<b>1987</b>					
<b>Total</b>	<b>8,535</b>	<b>477,788</b>	<b>52,757</b>	<b>2,582</b>	<b>...</b>
less than 20	8,075	262,102	28,990	2,498	...
20 - 99	411	114,741	12,643	75	...
100 - 499	42	36,965	4,145	8	...
500 and over	7	63,980	6,979	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,218				
Average sales \$	190,367	40,219	86,491	162,821	471,937
Average expense \$	179,715	39,343	82,567	154,155	442,794
Average net profit (loss) \$	10,652	876	3,924	8,666	29,143
Businesses reporting a profit (No.)	986				
Average sales \$	194,348	40,793	87,157	163,345	486,095
Average expense \$	175,813	34,677	76,942	145,109	446,523
Average net profit \$	18,535	6,116	10,215	18,236	39,572
Businesses reporting a loss (No.)	232				
Average sales \$	175,103	39,218	84,749	161,437	415,006
Average expense \$	187,646	47,467	97,277	178,036	427,802
Average net loss \$	-12,543	-8,249	-12,528	-16,599	-12,796
<b>1986</b>					
Number of observations in sample	1,737				
Average sales \$	183,216	43,378	82,768	146,213	460,506
Average expense \$	176,432	42,619	82,038	139,860	441,209
Average net profit (loss) \$	6,784	759	730	6,353	19,297
Businesses reporting a profit (No.)	1,336				
Average sales \$	192,123	43,017	85,609	148,717	491,150
Average expense \$	177,346	36,362	76,926	136,511	459,583
Average net profit \$	14,777	6,655	8,683	12,206	31,567
Businesses reporting a loss (No.)	401				
Average sales \$	156,793	43,783	78,624	137,769	366,997
Average expense \$	168,849	49,614	89,492	151,151	385,140
Average net loss \$	-12,056	-5,831	-10,868	-13,382	-18,143
<b>1987</b>					
Number of observations in sample	1,081				
Average sales \$	190,852	43,139	90,348	164,426	465,493
Average expense \$	182,514	40,048	86,285	154,095	449,626
Average net profit (loss) \$	8,338	3,091	4,063	10,331	15,867
Businesses reporting a profit (No.)	781				
Average sales \$	187,868	43,564	90,368	162,224	455,314
Average expense \$	171,389	36,305	80,157	145,850	423,244
Average net profit \$	16,479	7,259	10,211	16,374	32,070
Businesses reporting a loss (No.)	300				
Average sales \$	199,934	42,174	90,303	172,199	495,061
Average expense \$	214,298	48,537	99,189	183,206	526,258
Average net loss \$	-14,364	-6,363	-8,886	-11,007	-31,197

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

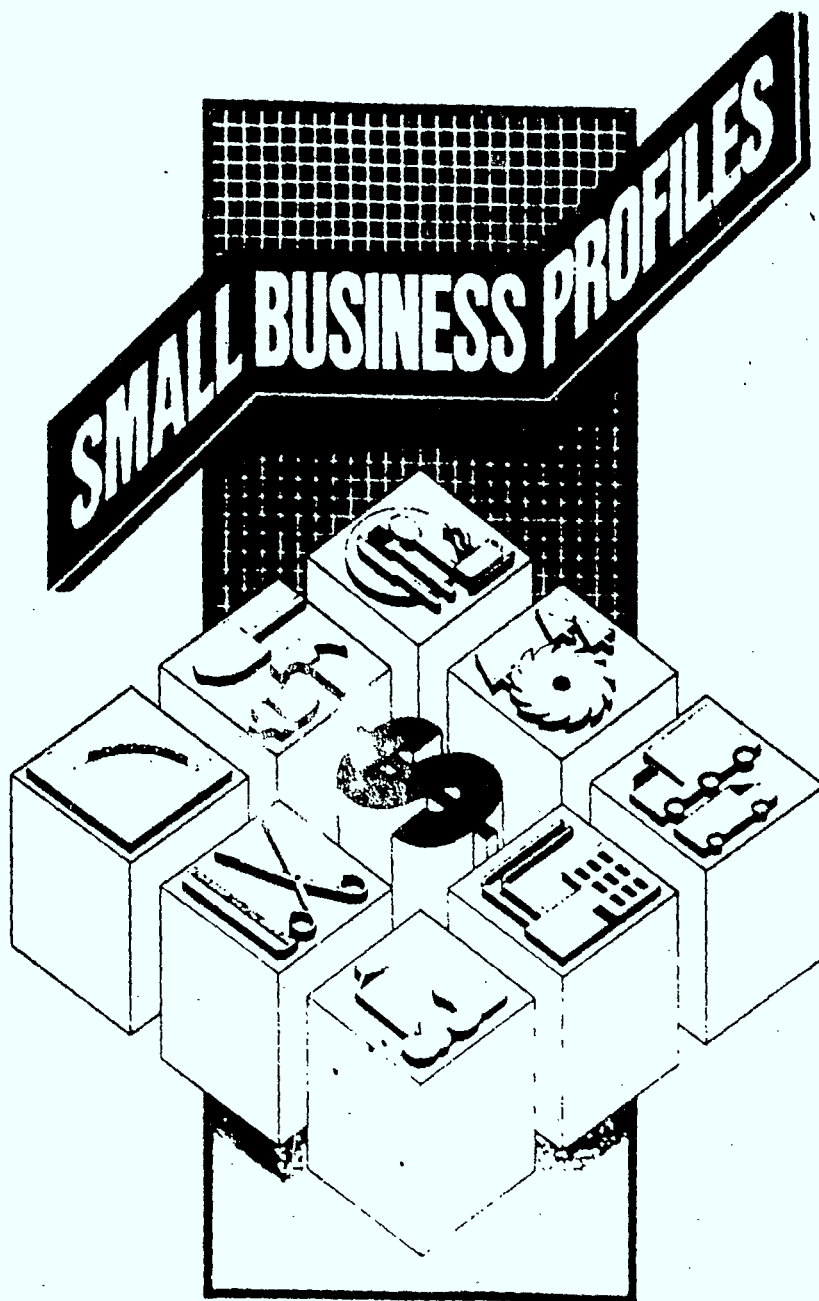
See Table 1 for symbols and notes.



# TAVERN, BARS AND NIGHT CLUBS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	511					
Low sales value (\$000's)	(1)	(1)	95	174	384	
High sales value (\$000's)	(1)	95	174	384	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.0	37.0	41.9	38.8	34.2	94.3	40.3	40.8	43.7	40.8	35.8
Occupancy expenses	14.3	18.0	15.4	12.0	11.6	99.3	14.4	18.0	15.4	12.3	11.7
Depreciation	2.9	3.0	3.1	2.6	3.0	81.6	3.6	4.8	3.8	2.9	3.2
Repairs & maintenance	3.3	4.8	3.2	2.5	2.4	89.4	3.6	5.4	3.7	2.8	2.7
Heat, light & telephone	3.5	4.9	3.6	3.0	2.4	97.2	3.6	4.9	3.8	3.1	2.5
Rent	4.6	5.2	5.5	3.9	3.8	59.4	7.7	10.1	9.1	6.5	5.8
Personnel expenses	20.9	18.7	18.4	21.8	24.8	97.2	21.5	20.9	18.4	21.9	24.9
Financial expenses	4.1	4.6	4.2	3.6	3.9	97.0	4.2	4.8	4.3	3.7	3.9
Interest & bank charges	2.9	2.7	3.1	2.8	2.9	82.9	3.5	3.7	3.9	3.3	3.1
Professional fees	1.2	1.9	1.1	0.8	1.0	88.8	1.3	2.4	-1.3	0.9	1.0
Other expenses	20.3	22.0	16.6	19.9	22.9	100.0	20.3	22.0	16.6	19.9	22.9
Profit (loss)	2.4	-0.1	3.4	3.8	2.5	99.0	2.4	-0.1	3.5	3.9	2.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 9221 - Taverns, Bars and Night Clubs

Businesses primarily engaged in selling alcoholic beverages for consumption on the premises. Food may be sold as a secondary activity. Bars (drinking places), beer gardens, beer parlours, brasseries (beer gardens), cabarets (night clubs) and cocktail lounges are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	142	291	543
High sales value (\$000's)	(1)	142	291	543	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	1	1	1	3	1
Inventory	-	-	-	-	-
Other current assets	38	13	23	39	75
Total current assets	39	13	24	42	77
Fixed assets	124	40	71	124	261
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	33	9	20	38	67
<b>Total assets</b>	<b>197</b>	<b>62</b>	<b>115</b>	<b>204</b>	<b>405</b>
<b>Liabilities and equity</b>					
Current loans	9	1	4	8	21
Other current liabilities	47	22	25	45	97
Total current liabilities	56	23	29	53	118
Mortgages payable	-	-	-	-	-
Long term debt	8	2	1	5	25
Other liabilities	105	46	74	101	198
<b>Total liabilities</b>	<b>169</b>	<b>71</b>	<b>105</b>	<b>159</b>	<b>341</b>
<b>Total equity</b>	<b>28</b>	<b>-9</b>	<b>11</b>	<b>45</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	314				
Low sales value (\$000's)	(1)	(1)	142	291	543
High sales value (\$000's)	(1)	142	291	543	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.6	0.8	0.8	0.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	6.1	-8.3	9.8	3.5	5.4
Interest coverage ratio (times)	1.8	0.1	1.2	2.0	2.1
Debt ratio (times)	0.9	1.1	0.9	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	164				
Low sales value (\$000's)	(1)	(1)	149	301	553
High sales value (\$000's)	(1)	149	301	553	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	13	5	-5	14	36
Depreciation	14	7	8	13	28
Other	7	11	8	-5	14
<b>Dividends</b>	-6	-	-1	-7	-17
<b>Investment activities</b>					
Disposal of fixed assets	12	9	3	19	19
Purchase of fixed assets	-20	-10	-10	-24	-35
Increase in investment	-5	-6	-	-12	-4
Decrease in investment	-	1	-	-	1
<b>Financing activities</b>					
Increase in long term debt	13	11	6	21	13
Repayment of long term debt	-17	-5	-9	-19	-34
Loans from shareholders	7	1	9	8	11
Repayment of loans from shareholders	-13	-21	-2	-7	-24
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	1	1	-
Decrease in equity	-	-	-1	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	5	4	7	1	7
Cash & equivalents-Beginning of the year	4	-1	1	-1	17
Cash & equivalents - End of the year	9	2	8	-	24

1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Taverns, Bars and Night Clubs (SIC 9221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,563</b>	<b>255,054</b>	<b>30,550</b>	<b>907</b>	<b>484</b>
less than 20	4,191	156,555	18,716	853	452
20 - 99	364	89,232	10,696	53	32
100 - 499	8	9,267	1,138	1	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>4,922</b>	<b>300,248</b>	<b>32,754</b>	<b>957</b>	<b>...</b>
less than 20	4,507	177,737	19,291	906	...
20 - 99	409	111,537	12,259	60	...
100 - 499	6	10,974	1,204	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Taverns, Bars and Night Clubs (SIC 9221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	633				
Average sales \$	255,365	59,635	126,284	215,137	620,403
Average expense \$	237,649	57,541	121,290	185,854	585,909
Average net profit (loss) \$	17,716	2,094	4,994	29,283	34,494
Businesses reporting a profit (No.)	479				
Average sales \$	255,156	61,063	127,826	210,812	620,924
Average expense \$	224,439	49,525	117,339	164,993	565,900
Average net profit \$	30,717	11,538	10,487	45,819	55,024
Businesses reporting a loss (No.)	154				
Average sales \$	256,756	56,475	122,968	228,612	618,969
Average expense \$	274,203	75,284	129,784	250,847	640,898
Average net loss \$	-17,447	-18,809	-6,816	-22,235	-21,929
<b>1986</b>					
Number of observations in sample	960				
Average sales \$	310,868	72,674	153,913	275,260	741,623
Average expense \$	296,459	67,869	146,858	265,527	705,581
Average net profit (loss) \$	14,409	4,805	7,055	9,733	36,042
Businesses reporting a profit (No.)	653				
Average sales \$	317,268	72,102	151,167	272,042	773,762
Average expense \$	292,488	63,212	136,492	253,434	716,814
Average net profit \$	24,780	8,890	14,675	18,608	56,948
Businesses reporting a loss (No.)	307				
Average sales \$	292,807	74,173	160,760	284,686	651,610
Average expense \$	306,959	80,059	172,707	300,952	674,117
Average net loss \$	-14,152	-5,886	-11,947	-16,266	-22,507
<b>1987</b>					
Number of observations in sample	610				
Average sales \$	287,859	63,249	127,321	252,928	707,939
Average expense \$	279,192	65,914	123,764	243,920	683,169
Average net profit (loss) \$	8,667	-2,665	3,557	9,008	24,770
Businesses reporting a profit (No.)	404				
Average sales \$	292,894	65,223	126,272	249,778	730,303
Average expense \$	270,887	58,468	115,621	228,244	681,216
Average net profit \$	22,007	6,755	10,651	21,534	49,087
Businesses reporting a loss (No.)	206				
Average sales \$	273,204	60,481	129,710	259,346	643,280
Average expense \$	295,833	76,355	142,300	275,860	688,318
Average net loss \$	-22,629	-15,874	-12,590	-16,514	-45,538

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# TAXICAB INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	115				
Low sales value (\$000's)	(1)	(1)	53	156	329
High sales value (\$000's)	(1)	53	156	329	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	20	-	3	16	59
Inventory	-	-	-	-	-
Other current assets	32	4	13	35	76
Total current assets	52	4	16	51	135
Fixed assets	57	13	16	20	177
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	56	51	28	15	132
<b>Total assets</b>	<b>165</b>	<b>68</b>	<b>61</b>	<b>86</b>	<b>443</b>
<b>Liabilities and equity</b>					
Current loans	11	3	3	8	31
Other current liabilities	46	22	10	25	126
Total current liabilities	57	24	14	33	157
Mortgages payable	-	-	-	-	-
Long term debt	3	2	1	1	8
Other liabilities	55	27	19	27	148
<b>Total liabilities</b>	<b>116</b>	<b>53</b>	<b>34</b>	<b>61</b>	<b>313</b>
<b>Total equity</b>	<b>50</b>	<b>15</b>	<b>27</b>	<b>24</b>	<b>130</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Taxicab Industry (SIC 4581)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	115				
Low sales value (\$000's)	(1)	(1)	53	156	329
High sales value (\$000's)	(1)	53	156	329	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.2	1.2	1.5	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	3.6	1.3	2.5	2.4
Interest coverage ratio (times)	3.0	4.4	5.7	1.6	2.9
Debt ratio (times)	0.7	0.8	0.6	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

- a) Debt/equity = total liabilities / equity.
- b) Debt ratio = total liabilities / total assets.
- c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	29				
Low sales value (\$000's)	(1)				
High sales value (\$000's)	(1)				
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	18	--	--	--	--
Depreciation	25	--	--	--	--
Other	-12	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	9	--	--	--	--
Purchase of fixed assets	-46	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	26	--	--	--	--
Repayment of long term debt	-18	--	--	--	--
Loans from shareholders	11	--	--	--	--
Repayment of loans from shareholders	-9	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	2	--	--	--	--
Cash & equivalents-Beginning of the year	6	--	--	--	--
Cash & equivalents - End of the year	8	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,144</b>	<b>99,126</b>	<b>8,852</b>	<b>525</b>	<b>239</b>
less than 20	2,046	54,127	4,791	521	234
20 - 99	91	34,955	3,108	4	5
100 - 499	7	10,044	953	-	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>2,256</b>	<b>121,341</b>	<b>10,433</b>	<b>507</b>	<b>...</b>
less than 20	2,149	62,987	5,447	498	...
20 - 99	98	44,622	3,807	7	...
100 - 499	9	13,732	1,179	2	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

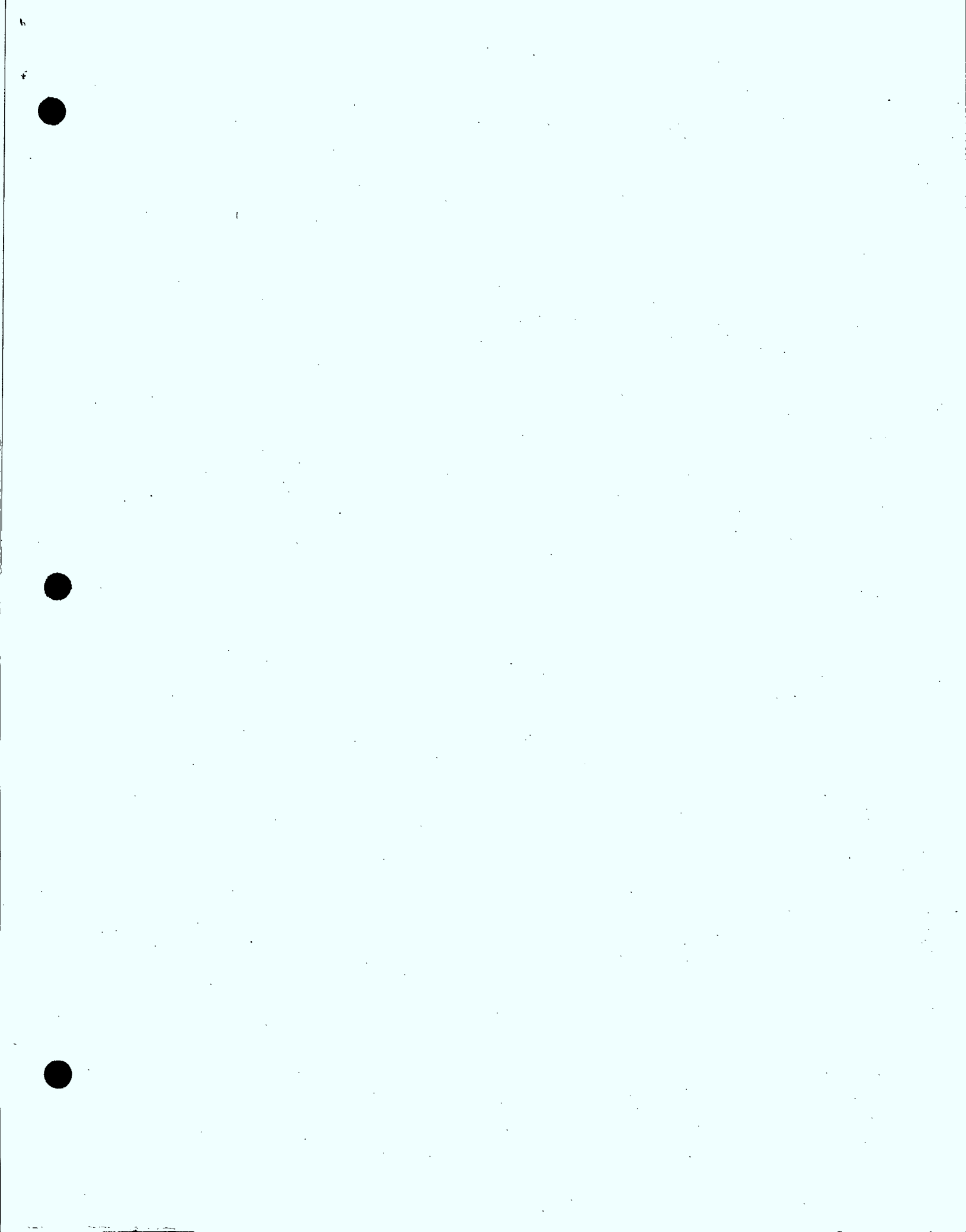
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	549				
Average sales \$	74,120	26,121	29,644	37,671	203,042
Average expense \$	65,490	17,982	21,808	31,571	190,500
Average net profit (loss) \$	8,630	8,139	7,836	6,000	12,542
<b>Businesses reporting a profit (No.)</b>	<b>500</b>				
Average sales \$	70,902	26,122	29,645	37,341	190,498
Average expense \$	60,073	17,878	20,784	28,107	173,524
Average net profit \$	10,829	8,244	8,861	9,234	16,974
<b>Businesses reporting a loss (No.)</b>	<b>49</b>				
Average sales \$	90,648	26,000	29,628	36,833	268,129
Average expense \$	97,211	31,387	34,654	44,211	278,590
Average net loss \$	-6,563	-5,387	-5,026	-5,378	-10,461
<b>1986</b>					
Number of observations in sample	385				
Average sales \$	82,533	25,980	29,070	39,266	235,816
Average expense \$	74,287	19,476	21,917	28,962	226,793
Average net profit (loss) \$	8,246	6,504	7,153	10,304	9,023
<b>Businesses reporting a profit (No.)</b>	<b>342</b>				
Average sales \$	76,715	25,949	29,094	38,936	212,882
Average expense \$	65,894	18,228	21,549	27,536	196,261
Average net profit \$	10,821	7,721	7,545	11,400	16,621
<b>Businesses reporting a loss (No.)</b>	<b>43</b>				
Average sales \$	102,295	26,197	28,400	42,644	311,937
Average expense \$	107,994	28,178	32,123	43,543	328,133
Average net loss \$	-5,699	-1,981	-3,723	-899	-16,196
<b>1987</b>					
Number of observations in sample	412				
Average sales \$	65,960	26,451	30,603	38,062	168,724
Average expense \$	57,488	21,668	22,895	29,319	156,068
Average net profit (loss) \$	8,472	4,783	7,708	8,743	12,656
<b>Businesses reporting a profit (No.)</b>	<b>341</b>				
Average sales \$	62,963	26,398	30,677	38,065	156,713
Average expense \$	52,628	19,631	22,324	29,190	139,367
Average net profit \$	10,335	6,767	8,353	8,875	17,346
<b>Businesses reporting a loss (No.)</b>	<b>71</b>				
Average sales \$	81,504	26,861	29,605	37,868	231,681
Average expense \$	87,675	37,495	30,549	39,052	243,602
Average net loss \$	-6,171	-10,634	-944	-1,184	-11,921

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

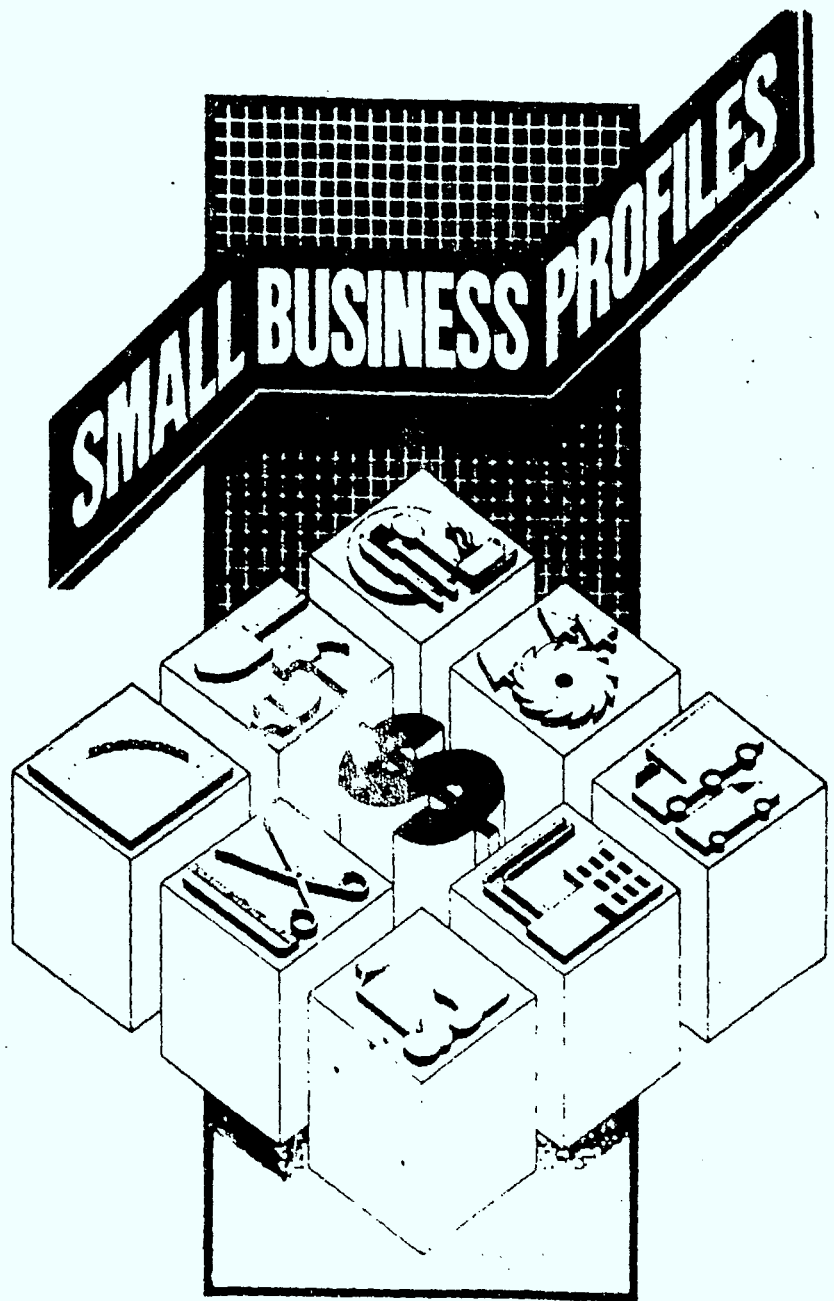
See Table 1 for symbols and notes



# TELEVISION, RADIO AND STEREO STORES

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Television, Radio &amp; Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	613										
Low sales value (\$000's)	(1)	(1)									419
High sales value (\$000's)	(1)	73							167		(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	57.6	50.4	60.4	60.1	59.3	93.9	61.4	56.1	64.0	62.7	62.3
Occupancy expenses	8.8	11.9	9.8	7.9	5.6	98.3	8.9	12.5	10.0	7.9	5.6
Depreciation	3.2	4.0	4.1	2.7	2.0	83.5	3.8	6.5	4.8	3.0	2.0
Repairs & maintenance	0.7	1.1	0.6	0.5	0.5	86.6	1.0	2.0	0.9	0.7	0.7
Heat, light & telephone	1.8	2.4	2.2	1.5	1.0	89.2	2.0	3.2	2.4	1.6	1.0
Rent	3.2	4.4	2.9	3.2	2.1	63.4	5.0	9.5	6.1	4.1	2.6
Personnel expenses	11.2	9.2	11.3	11.4	12.9	79.6	14.1	18.3	14.7	12.3	13.2
Financial expenses	2.4	3.2	2.3	2.3	1.7	95.7	2.5	3.3	2.5	2.4	1.7
Interest & bank charges	1.4	1.7	1.3	1.5	1.2	77.2	1.8	2.5	1.8	1.8	1.3
Professional fees	0.9	1.5	1.0	0.8	0.5	85.6	1.1	1.8	1.3	0.9	0.6
Other expenses	17.7	25.0	13.4	14.5	18.1	100.0	17.7	25.0	13.4	14.5	18.1
Profit (loss)	2.3	0.2	2.8	3.7	2.4	97.6	2.4	0.2	2.9	3.8	2.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$$
 for each quartile.
- (2) Value in each cell = 
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$$
 for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6222 - Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in television and radio receiving sets and sound equipment. Such stores may be secondarily engaged in selling records, tapes, musical instruments and parts for television and radio sets and stereo equipment as well as some repairing of such equipment. Included are businesses engaged in retail home computers; retail loud speakers; retail household radio receiving sets; retail sound equipment, components and parts; retail household stereo record players; retail household tape players and recorders; retail telephones; television and radio stores; television, radio and stereo stores; retail television sets; retail tuners and amplifiers and retail video recorders.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Television, Radio & Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	445				
Low sales value (\$000's)	(1)	(1)	135	311	699
High sales value (\$000's)	(1)	135	311	699	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	22	2	10	20	54
Inventory	-	-	-	-	-
Other current assets	114	30	58	122	245
Total current assets	136	32	69	142	300
Fixed assets	44	10	56	35	74
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	10	4	11	17
<b>Total assets</b>	<b>190</b>	<b>52</b>	<b>129</b>	<b>188</b>	<b>391</b>
<b>Liabilities and equity</b>					
Current loans	20	4	10	19	46
Other current liabilities	73	24	32	65	169
Total current liabilities	92	28	42	84	215
Mortgages payable	-	-	-	-	-
Long term debt	4	1	3	5	7
Other liabilities	44	17	49	50	59
<b>Total liabilities</b>	<b>140</b>	<b>46</b>	<b>93</b>	<b>139</b>	<b>280</b>
<b>Total equity</b>	<b>50</b>	<b>6</b>	<b>36</b>	<b>49</b>	<b>111</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Television, Radio & Stereo Stores (SIC 6222)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	445				
Low sales value (\$000's)	(1)	(1)	135	311	699
High sales value (\$000's)	(1)	135	311	699	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.2	1.6	1.7	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	8.0	2.6	2.8	2.5
Interest coverage ratio (times)	2.4	...	1.6	2.1	3.3
Debt ratio (times)	0.7	0.9	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Television, Radio & Stereo Stores (SIC 6222)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	275	(1)	167	370	228
Low sales value (\$000's)	(1)				(1)
High sales value (\$000's)	(1)	167	370	728	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	6	-	12	25
Depreciation	10	3	7	9	22
Other	6	5	29	-3	-7
<b>Dividends</b>	-4	-2	-4	-4	-6
<b>Investment activities</b>					
Disposal of fixed assets	5	15	3	1	2
Purchase of fixed assets	-19	-16	-11	-12	-36
Increase in investment	-4	-7	-5	-	-3
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	8	1	15	7	10
Repayment of long term debt	-7	-4	-13	-4	-9
Loans from shareholders	11	15	11	6	13
Repayment of loans from shareholders	-19	-16	-37	-9	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	1	-	3	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	1	-2	4	-
Cash & equivalents-Beginning of the year	2	12	1	7	-10
Cash & equivalents - End of the year	3	13	-	11	-10

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Television, Radio & Stereo Stores (SIC 6222)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,442</b>	<b>255,906</b>	<b>17,549</b>	<b>826</b>	<b>483</b>
less than 20	3,316	136,343	8,864	809	466
20 - 99	96	42,631	2,752	14	13
100 - 499	18	27,239	1,757	3	4
500 and over	12	49,693	4,176	-	-
<b>1987</b>					
<b>Total</b>	<b>3,569</b>	<b>396,678</b>	<b>24,084</b>	<b>545</b>	<b>...</b>
less than 20	3,362	177,663	10,460	511	...
20 - 99	163	72,327	4,222	26	...
100 - 499	26	51,028	2,959	7	...
500 and over	18	95,660	6,443	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Television, Radio & Stereo Stores (SIC 6222)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	595				
Average sales \$	294,169	45,532	99,083	254,370	777,689
Average expense \$	285,077	42,120	94,329	254,496	749,364
Average net profit (loss) \$	9,092	3,412	4,754	-126	28,325
Businesses reporting a profit (No.)	478				
Average sales \$	302,707	45,642	100,400	262,124	802,662
Average expense \$	282,759	37,326	88,948	245,522	759,241
Average net profit \$	19,948	8,316	11,452	16,602	43,421
Businesses reporting a loss (No.)	117				
Average sales \$	268,009	45,335	95,794	244,431	686,474
Average expense \$	284,450	50,750	107,764	265,997	713,287
Average net loss \$	-16,441	-5,415	-11,970	-21,566	-26,813
<b>1986</b>					
Number of observations in sample	505				
Average sales \$	356,016	42,809	110,454	301,129	969,672
Average expense \$	350,678	44,814	110,542	296,391	950,964
Average net profit (loss) \$	5,338	-2,005	-88	4,738	18,708
Businesses reporting a profit (No.)	393				
Average sales \$	350,283	44,478	116,302	291,813	948,538
Average expense \$	331,417	37,505	103,786	274,829	909,547
Average net profit \$	18,866	6,973	12,516	16,984	38,991
Businesses reporting a loss (No.)	112				
Average sales \$	382,792	41,242	103,838	320,473	1,065,615
Average expense \$	412,503	51,677	118,183	341,168	1,138,984
Average net loss \$	-29,711	-10,435	-14,345	-20,695	-73,369
<b>1987</b>					
Number of observations in sample	729				
Average sales \$	326,337	44,250	111,427	276,731	872,938
Average expense \$	317,318	44,363	107,692	266,881	850,336
Average net profit (loss) \$	9,019	-113	3,735	9,850	22,602
Businesses reporting a profit (No.)	501				
Average sales \$	330,148	46,475	113,965	275,107	885,044
Average expense \$	310,629	41,058	102,895	252,472	846,091
Average net profit \$	19,519	5,417	11,070	22,635	38,953
Businesses reporting a loss (No.)	228				
Average sales \$	316,485	42,317	106,557	280,707	836,357
Average expense \$	332,364	47,236	116,899	302,160	863,160
Average net loss \$	-15,879	-4,919	-10,342	-21,453	-26,803

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

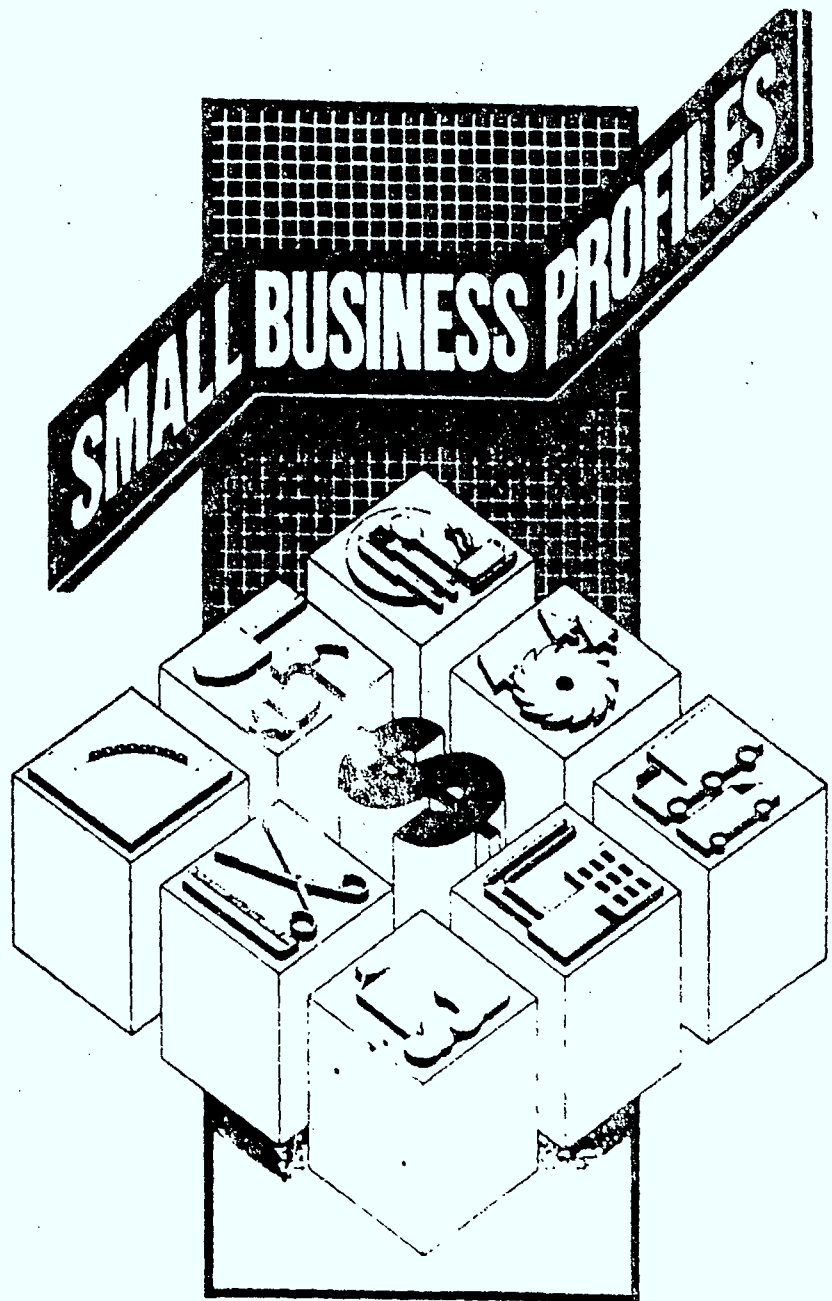
See Table 1 for symbols and notes



# TICKET AND TRAVEL AGENCIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	705										
Low sales value (\$000's)	(1)	(1)	70	-116	240						
High sales value (\$000's)	(1)	70	116	240	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.2	-	-	1.7	6.8	2.9	75.1	-	-	92.9	71.7
Occupancy expenses	16.8	20.7	21.9	16.1	8.4	99.3	16.9	20.8	21.9	16.2	8.5
Depreciation	2.2	3.1	2.0	2.5	1.2	87.1	2.5	3.9	2.4	2.6	1.3
Repairs & maintenance	0.7	0.7	1.3	0.4	0.3	47.9	1.4	1.8	1.9	1.1	0.6
Heat, light & telephone	4.7	5.1	6.8	4.2	2.5	91.0	5.1	6.3	7.0	4.4	2.8
Rent	9.2	11.8	11.8	9.0	4.4	84.3	11.0	14.7	14.3	10.1	5.2
Personnel expenses	41.1	40.4	48.6	46.6	28.8	95.9	42.9	44.6	50.1	47.2	29.7
Financial expenses	4.9	6.6	6.0	5.0	2.1	96.7	5.1	6.7	6.4	5.1	2.2
Interest & bank charges	2.2	3.0	2.7	2.4	0.8	74.0	3.0	4.1	4.0	3.0	1.1
Professional fees	2.7	3.6	3.3	2.6	1.3	95.0	2.8	3.7	3.5	2.7	1.4
Other expenses	36.3	31.6	36.0	25.5	51.6	100.0	36.3	31.6	36.0	25.5	51.6
Profit (loss)	-1.2	0.7	-12.4	5.1	2.3	97.9	-1.3	0.7	-13.0	5.3	2.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments. Included are businesses engaged in booking accommodation for travellers, booking transportation for travellers, travel arranging, travel booking and planning services, travel information services and vacation travel services.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	578	(1)	72	119	255
Low sales value (\$000's)	(1)	72	119	255	(1)
High sales value (\$000's)	(1)	72	119	255	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	34	10	21	40	54
Inventory	-	-	-	-	-
Other current assets	59	39	35	53	109
Total current assets	93	49	56	92	173
Fixed assets	16	5	8	19	32
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	28	12	12	23	65
<b>Total assets</b>	<b>138</b>	<b>67</b>	<b>76</b>	<b>135</b>	<b>270</b>
<b>Liabilities and equity</b>					
Current loans	11	5	9	11	18
Other current liabilities	55	17	30	56	115
Total current liabilities	66	23	39	67	133
Mortgages payable	-	-	-	-	-
Long term debt	1	1	-	1	3
Other liabilities	41	30	39	42	55
<b>Total liabilities</b>	<b>108</b>	<b>53</b>	<b>78</b>	<b>110</b>	<b>190</b>
<b>Total equity</b>	<b>29</b>	<b>14</b>	<b>-2</b>	<b>24</b>	<b>80</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Ticket and Travel Agencies (SIC 9961)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	578	(1)	72	119	255
Low sales value (\$000's)	(1)	72	119	255	(1)
High sales value (\$000's)	(1)	72	119	255	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	2.2	1.5	1.4	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.7	3.8	-43.8	4.5	2.4
Interest coverage ratio (times)	1.4	-	...	3.0	3.8
Debt ratio (times)	0.8	0.8	1.0	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	59	(1)	58	110	384
Low sales value (\$000's)	(1)	58	110	384	117
High sales value (\$000's)	(1)	58	110	384	117
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	3	1	2	13	14
Depreciation	5	3	1	9	6
Other	-8	3	-18	-6	-7
<b>Dividends</b>	-1	-	-1	-	-1
<b>Investment activities</b>					
Disposal of fixed assets	1	3	-	1	2
Purchase of fixed assets	-6	-10	-	-3	-15
Increase in investment	-18	-	-2	-	-70
Decrease in investment	4	-	2	-	13
<b>Financing activities</b>					
Increase in long term debt	9	-	5	-	30
Repayment of long term debt	-2	-1	-2	-1	-3
Loans from shareholders	14	-	4	3	49
Repayment of loans from shareholders	-9	-17	-	-7	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	2	3
Decrease in equity	-	-	-	-	-
Other	2	-	-	-	8
<b>Increase(decrease) in cash &amp; equivalents</b>	1	-19	-7	10	10
Cash & equivalents-Beginning of the year	28	30	25	18	41
Cash & equivalents - End of the year	28	12	18	28	51

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,304</b>	<b>235,694</b>	<b>14,666</b>	<b>421</b>	<b>344</b>
less than 20	2,744	144,264	8,945	406	330
20 - 99	120	49,517	3,066	12	8
100 - 499	34	33,340	2,128	3	1
500 and over	6	8,573	527	-	5
<b>1987</b>					
<b>Total</b>	<b>3,377</b>	<b>307,839</b>	<b>15,557</b>	<b>512</b>	<b>...</b>
less than 20	3,227	198,004	9,969	495	...
20 - 99	116	67,412	3,374	12	...
100 - 499	27	26,577	1,411	5	...
500 and over	7	15,846	803	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	317				
Average sales \$	324,536	50,166	106,409	219,177	322,392
Average expense \$	320,918	58,062	105,643	205,546	314,420
Average net profit (loss) \$	3,618	-7,896	766	13,631	7,972
Businesses reporting a profit (No.)	233				
Average sales \$	340,775	47,339	117,058	224,983	973,720
Average expense \$	321,432	36,337	102,836	202,416	944,138
Average net profit \$	19,343	11,002	14,222	22,567	29,582
Businesses reporting a loss (No.)	84				
Average sales \$	290,075	52,741	91,481	204,091	811,985
Average expense \$	312,899	77,841	109,578	213,680	850,495
Average net loss \$	-22,824	-25,100	-18,097	-9,589	-38,510
<b>1986</b>					
Number of observations in sample	351				
Average sales \$	308,255	54,364	117,575	285,042	776,038
Average expense \$	308,533	58,933	117,617	283,043	774,539
Average net profit (loss) \$	-278	-4,569	-42	1,999	1,499
Businesses reporting a profit (No.)	224				
Average sales \$	303,339	54,206	128,192	279,831	751,125
Average expense \$	281,656	39,874	104,467	258,209	724,072
Average net profit \$	21,683	14,332	23,725	21,622	27,053
Businesses reporting a loss (No.)	127				
Average sales \$	320,180	54,456	110,287	295,768	820,208
Average expense \$	348,712	70,030	126,643	334,162	864,012
Average net loss \$	-28,532	-15,574	-16,356	-38,394	-43,804
<b>1987</b>					
Number of observations in sample	794				
Average sales \$	221,870	47,527	88,927	157,136	593,891
Average expense \$	219,151	46,604	100,944	147,014	582,040
Average net profit (loss) \$	2,719	923	-12,017	10,122	11,851
Businesses reporting a profit (No.)	500				
Average sales \$	224,835	50,281	88,602	160,065	600,393
Average expense \$	206,507	41,940	78,952	137,655	567,471
Average net profit \$	18,328	8,341	9,640	22,410	32,922
Businesses reporting a loss (No.)	294				
Average sales \$	215,680	43,285	89,130	150,027	580,278
Average expense \$	237,700	53,787	114,741	169,730	612,543
Average net loss \$	-22,020	-10,502	-25,611	-19,703	-32,265

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# TIRE, BATTERY PARTS AND ACCESSORIES STORES

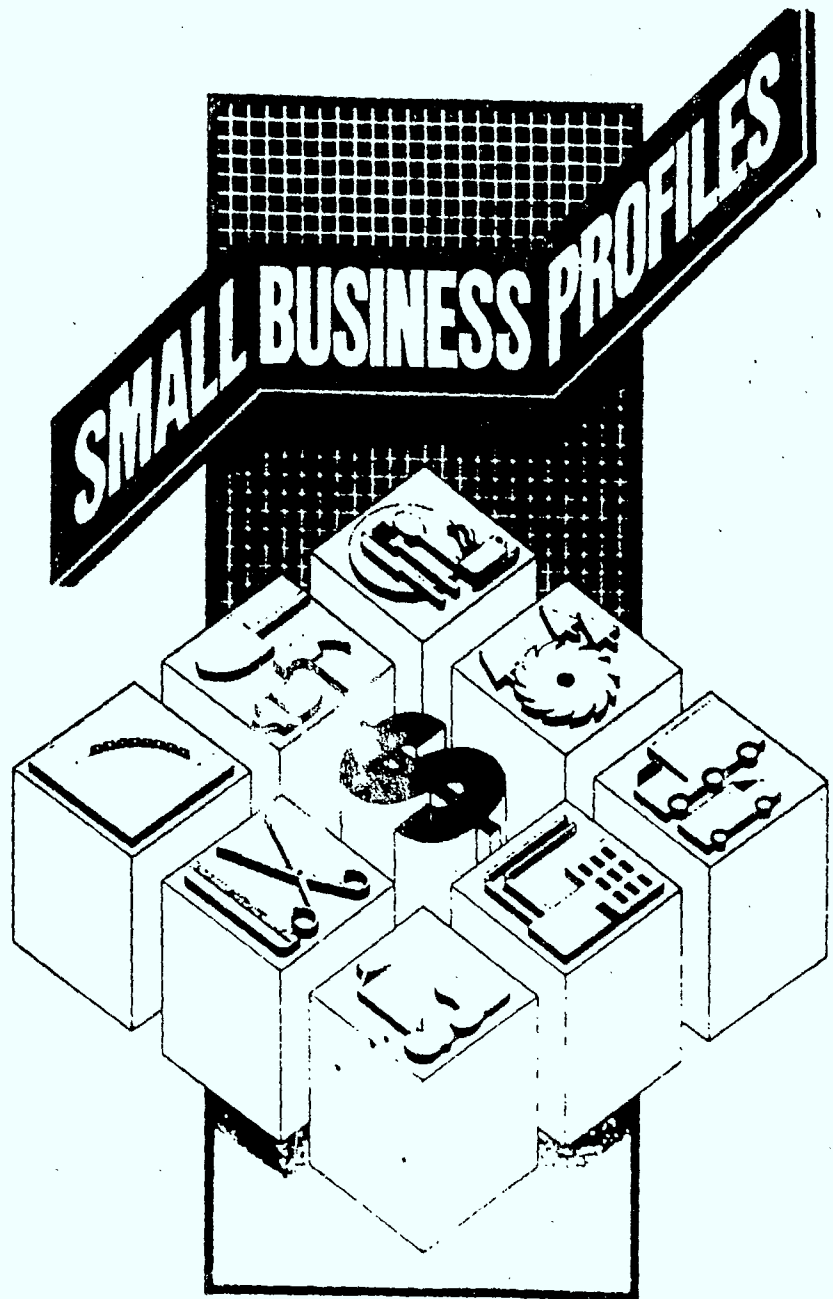
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CANADA

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1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	552											
Low sales value (\$000's)	(1)	(1)	103					261				556
High sales value (\$000's)	(1)	103	261					556				(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	54.9	53.8	55.3	55.2	55.3	95.3	57.6	56.9	59.1	56.1	58.4	
Occupancy expenses	7.5	10.7	8.0	6.3	5.0	99.8	7.5	10.7	8.0	6.3	5.1	
Depreciation	1.9	2.9	1.9	1.5	1.3	88.2	2.2	3.9	2.2	1.6	1.4	
Repairs & maintenance	1.2	2.3	1.2	0.9	0.6	71.7	1.7	3.9	1.6	1.1	0.8	
Heat, light & telephone	2.0	2.9	2.2	1.6	1.2	94.4	2.1	3.1	2.3	1.7	1.3	
Rent	2.4	2.6	2.6	2.4	1.9	61.9	3.8	7.4	3.8	3.3	2.7	
Personnel expenses	13.1	4.6	12.4	18.5	17.0	82.9	15.9	9.1	15.0	18.6	17.3	
Financial expenses	2.6	3.5	2.7	2.3	1.9	96.0	2.7	3.9	2.8	2.3	1.9	
Interest & bank charges	1.9	2.3	2.1	1.6	1.4	86.1	2.2	3.1	2.5	1.7	1.5	
Professional fees	0.7	1.1	0.7	0.7	0.5	89.5	0.8	1.5	0.7	0.7	0.5	
Other expenses	17.0	17.5	18.5	14.7	17.4	100.0	17.0	17.5	18.5	14.7	17.4	
Profit (loss)	4.8	9.9	3.0	3.0	3.4	99.3	4.8	9.9	3.0	3.0	3.4	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes, batteries and other automobile parts and accessories separately or in combination. These businesses may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (including C.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	447				
Low sales value (\$000's)	(1)	(1)	243	447	738
High sales value (\$000's)	(1)	243	447	738	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	47	11	27	42	106
Inventory	-	-	-	-	-
Other current assets	127	44	99	125	248
Total current assets	174	55	116	167	354
Fixed assets	62	19	33	76	117
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	5	15	24
<b>Total assets</b>	<b>247</b>	<b>77</b>	<b>154</b>	<b>258</b>	<b>495</b>
<b>Liabilities and equity</b>					
Current loans	29	8	23	27	58
Other current liabilities	80	26	44	82	165
Total current liabilities	109	35	67	109	223
Mortgages payable	-	-	-	-	-
Long term debt	4	-	4	5	6
Other liabilities	60	33	34	73	98
<b>Total liabilities</b>	<b>172</b>	<b>68</b>	<b>105</b>	<b>186</b>	<b>327</b>
<b>Total equity</b>	<b>75</b>	<b>9</b>	<b>49</b>	<b>72</b>	<b>168</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	447				
Low sales value (\$000's)	(1)	(1)	243	447	738
High sales value (\$000's)	(1)	243	447	738	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.6	1.7	1.5	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	7.5	2.2	2.6	1.9
Interest coverage ratio (times)	2.9	0.8	3.0	2.4	3.5
Debt ratio (times)	0.7	0.9	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	306				
Low sales value (\$000's)	(1)	(1)	258	476	756
High sales value (\$000's)	(1)	258	476	756	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	3	8	12	35
Depreciation	9	5	6	10	15
Other	-11	-3	-13	-9	-19
<b>Dividends</b>	-4	-1	-1	-2	-12
<b>Investment activities</b>					
Disposal of fixed assets	5	10	2	3	7
Purchase of fixed assets	-20	-4	-10	-27	-38
Increase in investment	-1	-	-	-	-2
Decrease in investment	1	1	-	1	2
<b>Financing activities</b>					
Increase in long term debt	11	2	7	9	27
Repayment of long term debt	-10	-8	-7	-9	-16
Loans from shareholders	7	6	8	6	8
Repayment of loans from shareholders	-8	-11	-3	-8	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	1
Decrease in equity	-2	-	-	-	-6
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	-7	-1	-6	-13	-9
Cash & equivalents-Beginning of the year	-2	8	-3	-	-11
Cash & equivalents - End of the year	-9	7	-9	-13	-20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,177</b>	<b>173,173</b>	<b>11,871</b>	<b>384</b>	<b>234</b>
less than 20	2,088	125,965	8,594	381	228
20 - 99	81	37,090	2,588	3	2
100 - 499	8	10,118	689	-	4
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>2,522</b>	<b>232,587</b>	<b>15,308</b>	<b>403</b>	<b>...</b>
less than 20	2,374	157,534	10,307	387	...
20 - 99	140	62,678	4,163	16	...
100 - 499	8	12,375	838	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	525				
Average sales \$	395,389	70,037	188,275	373,692	949,553
Average expense \$	378,782	61,062	184,951	364,878	904,236
Average net profit (loss) \$	16,607	8,975	3,324	8,814	45,317
Businesses reporting a profit (No.)	438				
Average sales \$	392,532	72,035	189,304	372,152	936,636
Average expense \$	366,880	57,371	176,793	352,095	881,261
Average net profit \$	25,652	14,664	12,511	20,057	55,375
Businesses reporting a loss (No.)	87				
Average sales \$	417,857	64,192	186,388	378,003	1,042,845
Average expense \$	435,860	71,856	199,914	400,687	1,070,181
Average net loss \$	-17,803	-7,664	-13,526	-22,684	-27,336
<b>1986</b>					
Number of observations in sample	695				
Average sales \$	392,739	75,060	177,574	401,986	916,337
Average expense \$	382,067	71,745	171,176	397,098	888,248
Average net profit (loss) \$	10,672	3,315	6,398	4,888	28,089
Businesses reporting a profit (No.)	507				
Average sales \$	397,830	76,556	175,095	412,549	927,118
Average expense \$	376,690	66,751	164,831	388,565	886,611
Average net profit \$	21,140	9,805	10,264	23,984	40,507
Businesses reporting a loss (No.)	188				
Average sales \$	377,765	71,793	188,289	388,062	862,917
Average expense \$	396,488	82,646	198,598	408,347	896,359
Average net loss \$	-18,723	-10,853	-10,309	-20,285	-33,442
<b>1987</b>					
Number of observations in sample	682				
Average sales \$	388,012	51,318	170,282	403,004	927,443
Average expense \$	374,748	48,119	164,212	390,950	895,709
Average net profit (loss) \$	13,264	3,199	6,070	12,054	31,734
Businesses reporting a profit (No.)	508				
Average sales \$	390,970	47,597	171,113	392,784	952,387
Average expense \$	367,870	40,404	155,230	372,442	903,402
Average net profit \$	23,100	7,193	15,883	20,342	48,985
Businesses reporting a loss (No.)	174				
Average sales \$	376,940	58,933	168,216	429,944	850,668
Average expense \$	390,562	63,912	186,566	439,737	872,033
Average net loss \$	-13,622	-4,979	-18,350	-9,793	-21,365

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# TOY, HOBBY NOVELTY & SOUVENIR STORES

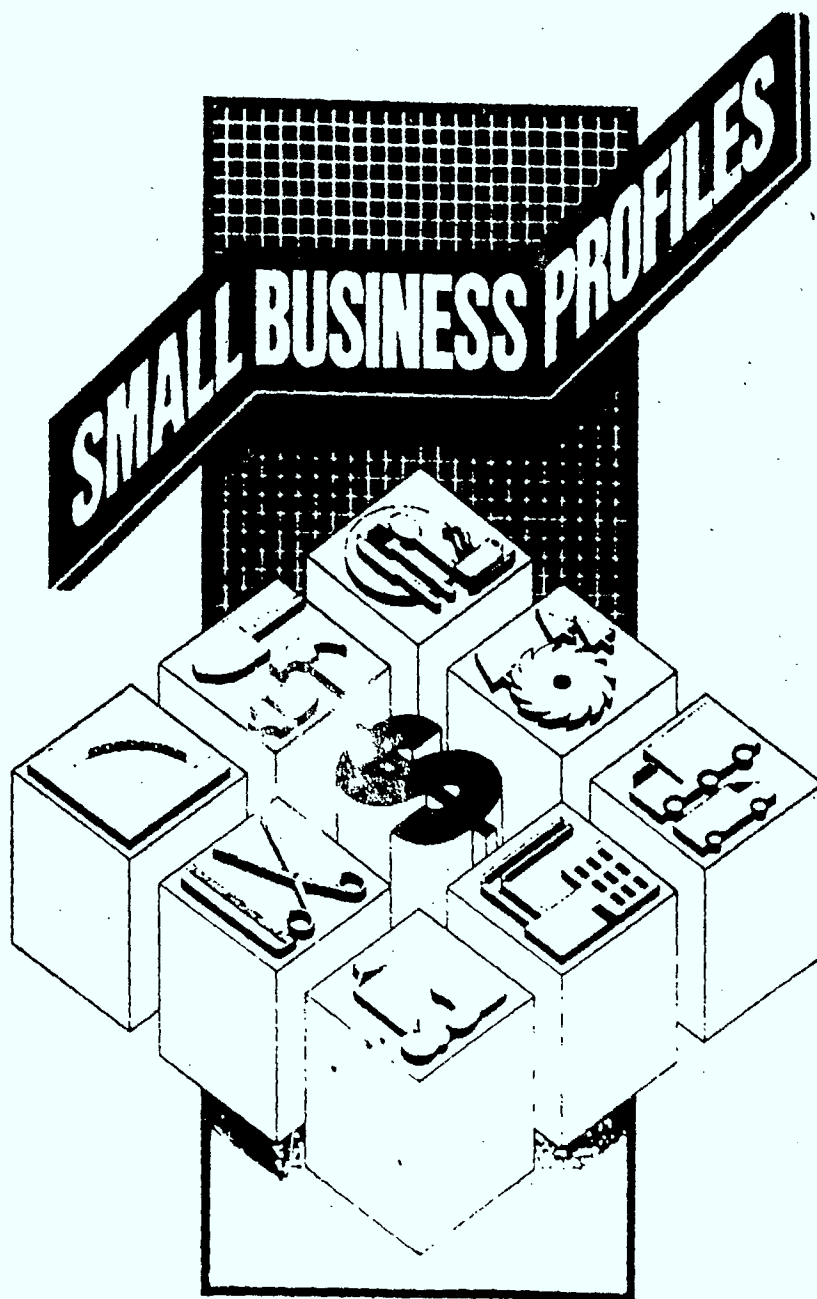
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## CANADA

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### 1987

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SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	525					
Low sales value (\$000's)	(1)	(1)	46	88	178	
High sales value (\$000's)	(1)	46	88	178	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.9	48.5	53.5	55.4	54.0	94.2	56.1	55.4	56.6	56.2	56.2
Occupancy expenses	14.3	21.4	15.5	10.8	9.7	99.9	14.3	21.4	15.5	10.8	9.7
Depreciation	2.6	5.5	1.8	1.6	1.4	77.8	3.3	7.2	2.9	1.9	1.5
Repairs & maintenance	0.6	0.8	0.9	0.4	0.4	60.4	1.1	2.1	1.6	0.6	0.5
Heat, light & telephone	2.3	3.6	2.4	1.9	1.2	90.3	2.5	4.3	2.8	2.0	1.3
Rent	8.8	11.4	10.3	6.8	6.7	78.9	11.2	12.7	13.9	9.6	8.4
Personnel expenses	10.9	8.8	10.2	10.8	13.8	80.9	13.5	14.0	14.5	11.8	14.0
Financial expenses	3.2	3.2	3.2	3.9	2.7	93.6	3.5	3.4	3.6	4.1	2.8
Interest & bank charges	2.5	2.3	2.5	3.1	2.1	79.3	3.1	3.1	3.6	3.5	2.4
Professional fees	0.8	0.9	0.7	0.8	0.6	76.0	1.0	1.6	1.1	0.9	0.6
Other expenses	17.4	25.0	14.9	14.0	15.6	100.0	17.4	25.0	14.9	14.0	15.6
Profit (loss)	1.3	-6.9	2.7	5.0	4.2	99.0	1.3	-6.9	2.8	5.1	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell = 
$$\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 6580 - Toy, Hobby, Novelty and Souvenir Stores  
 Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	299				
Low sales value (\$000's)	(1)	(1)	97	178	367
High sales value (\$000's)	(1)	97	178	367	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	6	1	3	5	15
Inventory	-	-	-	-	-
Other current assets	97	21	48	106	210
Total current assets	102	22	50	110	225
Fixed assets	36	10	28	34	73
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	3	3	8	22
<b>Total assets</b>	<b>148</b>	<b>34</b>	<b>81</b>	<b>152</b>	<b>320</b>
<b>Liabilities and equity</b>					
Current loans	14	4	7	11	34
Other current liabilities	47	13	26	46	104
Total current liabilities	61	17	33	57	137
Mortgages payable	-	-	-	-	-
Long term debt	7	3	3	12	8
Other liabilities	52	22	43	67	73
<b>Total liabilities</b>	<b>120</b>	<b>41</b>	<b>78</b>	<b>136</b>	<b>219</b>
<b>Total equity</b>	<b>28</b>	<b>-7</b>	<b>3</b>	<b>16</b>	<b>100</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	299				
Low sales value (\$000's)	(1)	(1)	97	178	367
High sales value (\$000's)	(1)	97	178	367	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.3	1.5	1.9	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.2	-6.1	26.2	8.4	2.2
Interest coverage ratio (times)	2.0	...	0.9	1.9	3.1
Debt ratio (times)	0.8	1.2	1.0	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	155				
Low sales value (\$000's)	(1)	(1)	120	193	374
High sales value (\$000's)	(1)	120	193	374	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	1	-2	13	16
Depreciation	6	3	4	4	10
Other	-4	-1	-8	-5	-
<b>Dividends</b>	-3	-	-	-5	-9
<b>Investment activities</b>					
Disposal of fixed assets	1	-	1	-	1
Purchase of fixed assets	-9	-1	-6	-4	-27
Increase in investment	-	-	-	-	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	1	4	17
Repayment of long term debt	-7	-2	-7	-2	-16
Loans from shareholders	11	4	11	15	14
Repayment of loans from shareholders	-4	-1	-3	-3	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	2	2	-10	17	-2
Cash & equivalents-Beginning of the year	-1	1	-3	12	-15
Cash & equivalents - End of the year	1	3	-13	29	-17

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	4,370	155,671	13,535	914	572
less than 20	4,224	97,759	8,480	899	569
20 - 99	92	24,160	2,126	12	3
100 - 499	54	33,752	2,929	3	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	4,930	214,330	15,922	1,101	...
less than 20	4,786	126,866	9,408	1,086	...
20 - 99	81	30,592	2,263	8	...
100 - 499	55	40,501	3,018	6	...
500 and over	8	16,371	1,233	1	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

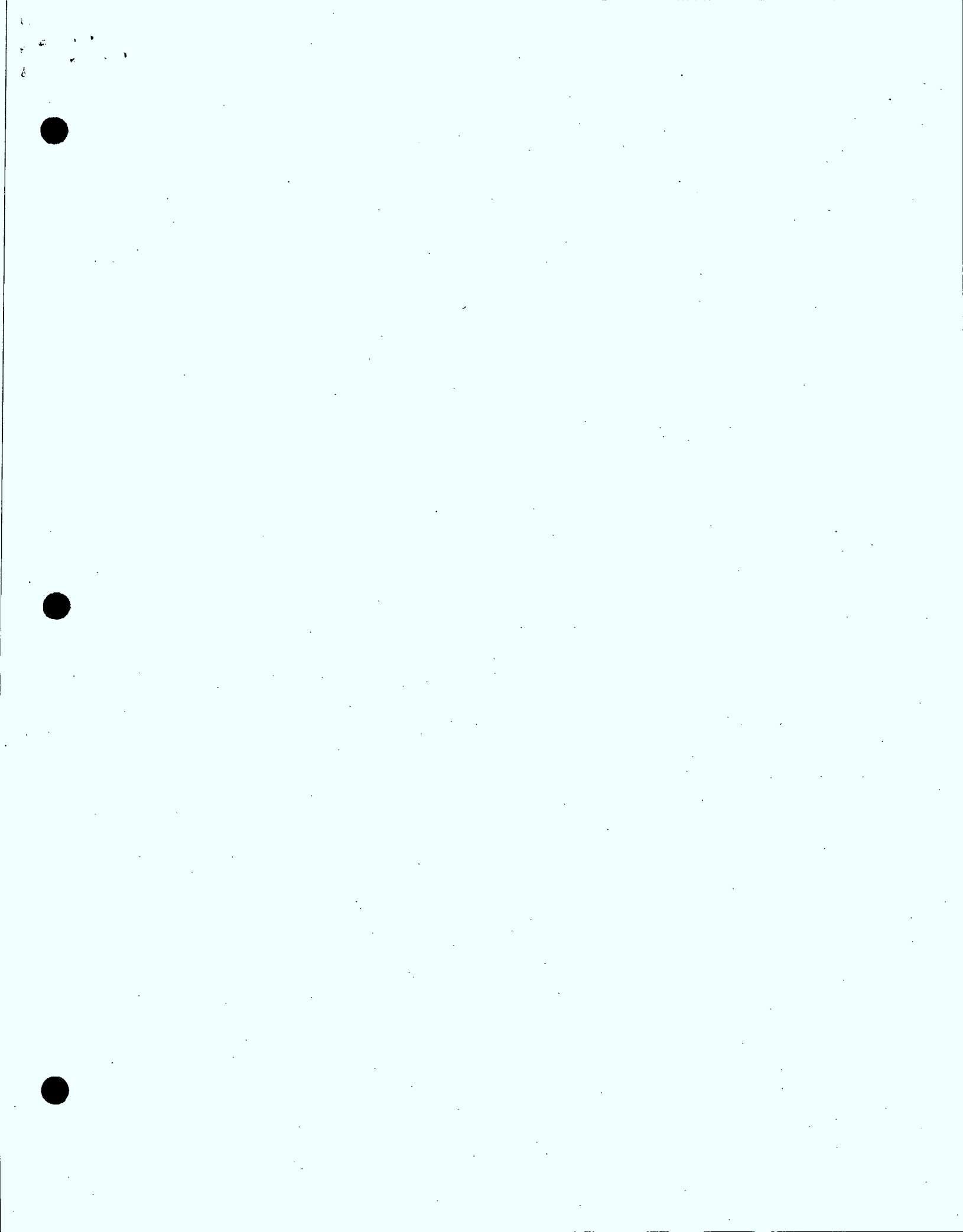
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	689				
Average sales \$	161,213	35,764	67,167	134,684	407,238
Average expense \$	156,222	34,422	64,936	132,605	392,925
Average net profit (loss) \$	4,991	1,342	2,231	2,079	14,313
Businesses reporting a profit (No.)	526				
Average sales \$	160,650	37,097	66,641	130,808	408,055
Average expense \$	147,729	31,162	56,164	121,516	382,074
Average net profit \$	12,921	5,935	10,477	9,292	25,981
Businesses reporting a loss (No.)	163				
Average sales \$	163,458	33,280	67,942	148,910	403,699
Average expense \$	182,884	40,492	77,850	173,307	439,887
Average net loss \$	-19,426	-7,212	-9,908	-24,397	-36,188
<b>1986</b>					
Number of observations in sample	883				
Average sales \$	166,231	38,341	70,702	138,158	417,723
Average expense \$	159,694	38,220	68,478	131,330	400,747
Average net profit (loss) \$	6,537	121	2,224	6,828	16,976
Businesses reporting a profit (No.)	620				
Average sales \$	168,386	37,766	70,064	141,234	424,478
Average expense \$	154,553	32,628	60,316	128,388	396,880
Average net profit \$	13,833	5,138	9,748	12,846	27,598
Businesses reporting a loss (No.)	263				
Average sales \$	156,878	39,105	71,863	130,098	386,446
Average expense \$	171,669	45,657	83,326	139,040	418,651
Average net loss \$	-14,791	-6,552	-11,463	-8,942	-32,205
<b>1987</b>					
Number of observations in sample	597				
Average sales \$	161,001	35,299	64,937	124,355	419,414
Average expense \$	156,260	37,203	63,835	119,196	404,807
Average net profit (loss) \$	4,741	-1,904	1,102	5,159	14,607
Businesses reporting a profit (No.)	402				
Average sales \$	164,339	36,233	65,501	121,881	433,742
Average expense \$	150,274	29,391	56,567	109,868	405,270
Average net profit \$	14,065	6,842	8,934	12,013	28,472
Businesses reporting a loss (No.)	195				
Average sales \$	150,493	34,708	64,282	130,809	372,173
Average expense \$	165,308	42,145	72,270	143,534	403,282
Average net loss \$	-14,815	-7,437	-7,988	-12,725	-31,109

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# TRUCK TRANSPORT INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	5,070										
Low sales value (\$000's)	(1)	(1)	48	81	138						138
High sales value (\$000's)	(1)	48	81	138	(1)						(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	31.8	26.8	32.9	37.7	30.0	95.1	33.5	29.5	34.8	38.8	30.6
Depreciation	10.1	8.8	10.2	12.0	9.5	88.1	11.5	10.9	12.2	12.9	10.0
Repairs & maintenance	9.6	8.7	10.7	10.4	8.5	67.9	14.1	15.9	16.1	13.9	11.3
Fuel expense	12.1	9.3	11.9	15.3	12.0	63.6	19.1	17.6	19.3	21.6	17.3
Personnel expenses	13.3	7.1	9.7	13.3	23.0	74.4	17.9	13.3	14.4	16.1	24.5
Financial expenses	4.0	3.4	4.3	4.5	3.7	92.1	4.3	4.0	4.7	4.7	3.8
Interest & bank charges	3.2	2.6	3.5	3.8	3.0	77.8	4.2	4.2	4.6	4.5	3.3
Professional fees	0.7	0.7	0.7	0.7	0.7	75.6	1.0	1.2	1.1	0.9	0.8
Other expenses	34.0	34.8	34.7	30.8	35.8	99.8	34.1	35.0	34.8	30.8	35.8
Profit (loss)	16.9	27.9	18.5	13.8	7.4	98.3	17.2	28.3	18.7	14.1	7.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4560 - Truck Transport Industry

Businesses primarily engaged in the provision of all types of trucking, transfer and related services. Truck "broker-operators" are included in this industry.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,703				
Low sales value (\$000's)	(1)	(1)	91	148	316
High sales value (\$000's)	(1)	91	148	316	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	25	3	8	17	74
Inventory	-	-	-	-	-
Other current assets	32	10	15	28	74
Total current assets	57	13	23	44	148
Fixed assets	101	32	67	93	221
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	3	8	10	38
<b>Total assets</b>	<b>172</b>	<b>48</b>	<b>98</b>	<b>137</b>	<b>406</b>
<b>Liabilities and equity</b>					
Current loans	13	4	6	10	31
Other current liabilities	48	14	29	34	116
Total current liabilities	61	18	35	44	148
Mortgages payable	-	-	-	-	-
Long term debt	9	3	5	9	17
Other liabilities	52	21	40	43	102
<b>Total liabilities</b>	<b>122</b>	<b>43</b>	<b>80</b>	<b>97</b>	<b>267</b>
<b>Total equity</b>	<b>51</b>	<b>5</b>	<b>18</b>	<b>40</b>	<b>139</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Truck Transport Industries (SIC 456)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,703				
Low sales value (\$000's)	(1)	(1)	91	148	316
High sales value (\$000's)	(1)	91	148	316	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.7	0.7	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	8.6	4.5	2.4	1.9
Interest coverage ratio (times)	2.7	0.5	1.8	2.6	3.3
Debt ratio (times)	0.7	0.9	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Truck Transport Industries (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,450				
Low sales value (\$000's)	(1)	(1)	93	155	316
High sales value (\$000's)	(1)	93	155	316	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	-	8	14	38
Depreciation	27	11	17	23	56
Other	-6	-3	-3	-7	-11
<b>Dividends</b>	-5	-2	-2	-4	-11
<b>Investment activities</b>					
Disposal of fixed assets	18	7	21	16	29
Purchase of fixed assets	-47	-15	-31	-35	-107
Increase in investment	-2	-1	-2	-1	-5
Decrease in investment	1	-	-	1	3
<b>Financing activities</b>					
Increase in long term debt	24	7	17	18	53
Repayment of long term debt	-21	-6	-16	-19	-43
Loans from shareholders	7	6	4	3	13
Repayment of loans from shareholders	-8	-4	-10	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	1	2
Decrease in equity	-1	-1	-	-1	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>1</b>	<b>3</b>	<b>4</b>	<b>4</b>
Cash & equivalents-Beginning of the year	8	-2	9	11	15
Cash & equivalents - End of the year	11	-1	12	15	20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Truck Transport Industries (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>18,066</b>	<b>2,921,085</b>	<b>136,142</b>	<b>3,718</b>	<b>2,293</b>
less than 20	16,812	810,160	35,598	3,595	2,225
20 - 99	827	610,667	27,193	81	39
100 - 499	296	699,874	30,521	34	24
500 and over	131	800,384	42,830	8	5
<b>1987</b>					
<b>Total</b>	<b>21,463</b>	<b>3,667,419</b>	<b>153,688</b>	<b>4,470</b>	<b>...</b>
less than 20	20,043	1,059,091	41,552	4,332	...
20 - 99	969	796,424	31,664	95	...
100 - 499	321	879,811	34,483	36	...
500 and over	130	932,093	45,989	7	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

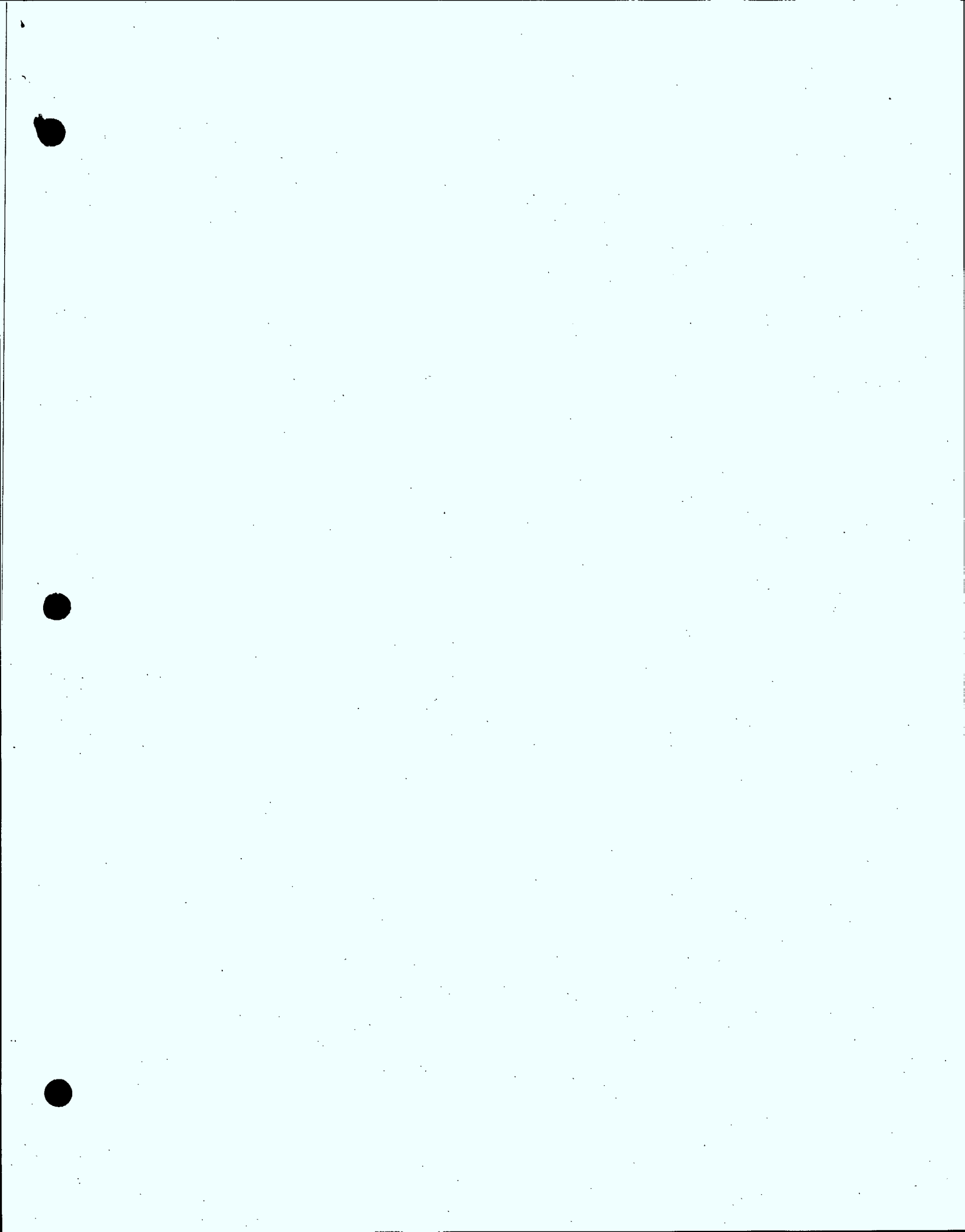
SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Truck Transport Industries (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	6,862				
Average sales \$	153,338	37,148	65,324	107,415	402,963
Average expense \$	137,240	28,547	53,869	90,817	375,726
Average net profit (loss) \$	16,098	8,601	11,955	16,598	27,237
Businesses reporting a profit (No.)	6,173				
Average sales \$	151,757	37,200	65,806	107,285	396,736
Average expense \$	130,389	26,158	50,855	87,060	357,482
Average net profit \$	21,368	11,042	14,950	20,225	39,254
Businesses reporting a loss (No.)	689				
Average sales \$	160,436	36,814	65,940	108,337	430,652
Average expense \$	172,771	44,061	72,680	117,492	456,851
Average net loss \$	-12,335	-7,247	-6,740	-9,155	-26,199
<b>1986</b>					
Number of observations in sample	8,186				
Average sales \$	155,311	37,452	67,098	112,328	404,365
Average expense \$	140,214	27,793	54,758	97,595	380,709
Average net profit (loss) \$	15,097	9,659	12,340	14,733	23,656
Businesses reporting a profit (No.)	7,278				
Average sales \$	155,637	37,683	67,197	111,949	405,720
Average expense \$	134,699	25,120	51,465	93,509	368,702
Average net profit \$	20,938	12,563	15,732	18,440	37,018
Businesses reporting a loss (No.)	908				
Average sales \$	154,278	36,250	66,470	114,642	399,748
Average expense \$	165,384	41,684	75,679	122,539	421,635
Average net loss \$	-11,106	-5,434	-9,209	-7,897	-21,887
<b>1987</b>					
Number of observations in sample	5,164				
Average sales \$	147,137	36,694	62,687	106,002	383,165
Average expense \$	132,291	26,528	51,072	91,396	360,169
Average net profit (loss) \$	14,846	10,166	11,615	14,606	22,996
Businesses reporting a profit (No.)	4,152				
Average sales \$	146,544	36,810	62,732	105,896	380,736
Average expense \$	125,910	23,712	47,202	86,624	346,102
Average net profit \$	20,634	13,098	15,530	19,272	34,634
Businesses reporting a loss (No.)	1,012				
Average sales \$	149,392	35,960	62,461	106,572	392,574
Average expense \$	161,574	44,267	70,552	116,826	414,651
Average net loss \$	-12,182	-8,307	-8,091	-10,254	-22,077

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

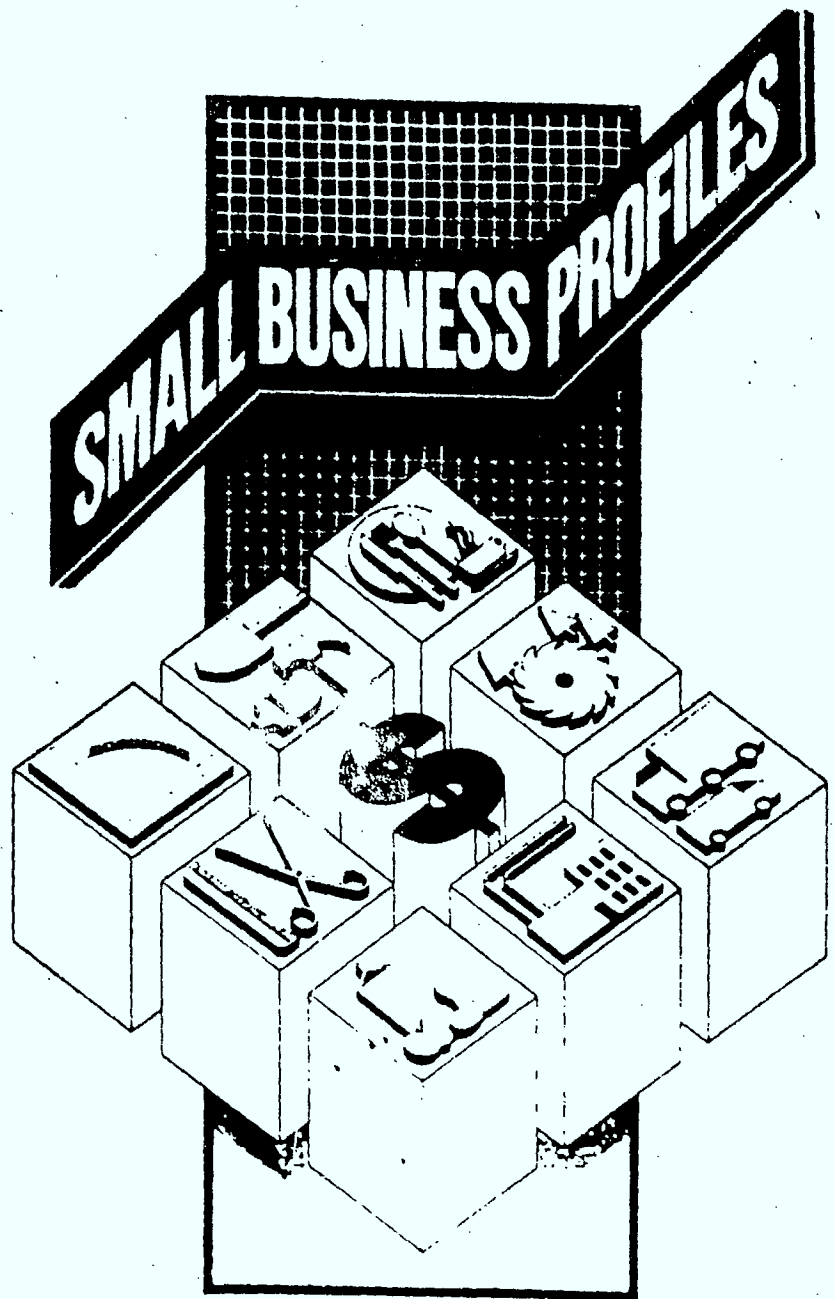
See Table 1 for symbols and notes



# UNLICENSED RESTAURANTS (INCLUDING DRIVE-INS)

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Unlicensed Restaurants (including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	1,031	(1)	65	111	222						
Low sales value (\$000's)	(1)	65	111	222	(1)						
High sales value (\$000's)	(1)	65	111	222	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	42.1	47.2	42.9	41.0	37.4	91.5	46.0	51.4	47.8	44.5	40.5
Occupancy expenses	15.7	16.5	16.9	15.9	13.6	99.3	15.8	16.9	16.9	15.9	13.6
Depreciation	2.9	2.2	3.0	3.3	3.1	72.5	4.0	4.7	4.6	3.8	3.3
Repairs & maintenance	1.8	1.9	1.9	1.9	1.7	87.5	2.1	2.3	2.2	2.1	1.8
Heat, light & telephone	3.6	3.9	3.9	3.9	2.9	93.4	3.9	4.6	4.1	4.0	3.0
Rent	7.3	8.6	8.1	6.8	5.9	73.9	9.9	12.1	11.6	9.1	7.3
Personnel expenses	21.5	15.1	20.0	23.9	27.2	92.1	23.4	19.3	21.1	24.5	27.7
Financial expenses	3.3	3.6	3.6	3.2	2.7	94.8	3.5	4.1	3.8	3.3	2.8
Interest & bank charges	2.3	2.4	2.3	2.3	1.9	78.8	2.9	4.0	3.1	2.6	2.2
Professional fees	1.0	1.1	1.2	0.9	0.8	84.4	1.2	1.7	1.5	1.0	0.8
Other expenses	15.7	16.0	17.5	13.6	15.7	100.0	15.7	16.0	17.5	13.6	15.7
Profit (loss)	1.6	1.7	-1.0	2.4	3.4	98.4	1.7	1.7	-1.0	2.5	3.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises but without a license to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises. Drive-in restaurants, unlicensed restaurant services and unlicensed restaurants are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	453				
Low sales value (\$000's)	(1)	(1)	119	217	374
High sales value (\$000's)	(1)	119	217	374	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	1	-	1	2	3
Inventory	-	-	-	-	-
Other current assets	30	9	21	27	63
Total current assets	31	9	22	28	67
Fixed assets	84	23	55	76	183
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	8	15	17	41
<b>Total assets</b>	<b>136</b>	<b>39</b>	<b>93</b>	<b>121</b>	<b>290</b>
<b>Liabilities and equity</b>					
Current loans	10	8	6	11	17
Other current liabilities	33	22	20	29	62
Total current liabilities	44	30	26	40	79
Mortgages payable	-	-	-	-	-
Long term debt	9	1	4	8	23
Other liabilities	72	30	67	57	133
<b>Total liabilities</b>	<b>124</b>	<b>61</b>	<b>96</b>	<b>105</b>	<b>235</b>
<b>Total equity</b>	<b>11</b>	<b>-22</b>	<b>-4</b>	<b>16</b>	<b>55</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	453				
Low sales value (\$000's)	(1)	(1)	119	217	374
High sales value (\$000's)	(1)	119	217	374	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.3	0.8	0.7	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	10.8	-2.8	-25.3	6.7	4.2
Interest coverage ratio (times)	1.1	...	...	2.1	2.3
Debt ratio (times)	0.9	1.6	1.0	0.9	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	219				
Low sales value (\$000's)	(1)	(1)	153	233	389
High sales value (\$000's)	(1)	153	233	389	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	-	-21	-3	10	11
Depreciation	12	5	9	12	23
Other	2	3	6	-	-3
<b>Dividends</b>	-3	-	-3	-3	-5
<b>Investment activities</b>					
Disposal of fixed assets	2	-	2	2	3
Purchase of fixed assets	-25	-3	-10	-17	-69
Increase in investment	-2	-	-2	-	-6
Decrease in investment	1	-	-	-	4
<b>Financing activities</b>					
Increase in long term debt	19	2	3	15	54
Repayment of long term debt	-10	-2	-7	-12	-18
Loans from shareholders	11	21	8	3	12
Repayment of loans from shareholders	-6	-4	-4	-7	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	-	3
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-	2	-	1	-1
Cash & equivalents-Beginning of the year	8	1	7	8	17
Cash & equivalents - End of the year	9	3	7	9	16

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>9,670</b>	<b>772,987</b>	<b>95,886</b>	<b>1,792</b>	<b>939</b>
less than 20	8,746	300,038	36,842	1,681	852
20 - 99	815	209,861	26,078	105	82
100 - 499	70	81,133	10,005	5	5
500 and over	39	181,955	22,961	1	-
<b>1987</b>					
<b>Total</b>	<b>13,171</b>	<b>1,121,110</b>	<b>124,772</b>	<b>3,311</b>	<b>...</b>
less than 20	11,963	428,504	47,580	3,111	...
20 - 99	1,040	305,873	33,821	177	...
100 - 499	128	145,954	16,164	19	...
500 and over	40	240,779	27,207	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Unlicensed Restaurants (Including Drive-Ins) (SIC 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,446				
Average sales \$	186,284	40,441	74,082	141,482	489,131
Average expense \$	177,548	39,404	66,643	133,650	470,495
Average net profit (loss) \$	8,736	1,037	7,439	7,832	18,636
Businesses reporting a profit (No.)	1,169				
Average sales \$	188,215	41,118	73,796	141,491	496,454
Average expense \$	172,363	33,716	60,969	126,769	467,997
Average net profit \$	15,852	7,402	12,827	14,722	28,457
Businesses reporting a loss (No.)	277				
Average sales \$	179,042	39,350	74,792	141,455	460,571
Average expense \$	190,638	48,560	80,708	153,046	480,239
Average net loss \$	-11,596	-9,210	-5,916	-11,591	-19,668
<b>1986</b>					
Number of observations in sample	1,781				
Average sales \$	191,665	42,949	84,088	163,473	476,150
Average expense \$	186,723	42,035	83,071	157,117	464,667
Average net profit (loss) \$	4,942	914	1,017	6,356	11,483
Businesses reporting a profit (No.)	1,314				
Average sales \$	193,441	42,789	84,235	158,345	488,396
Average expense \$	178,824	35,606	74,742	144,669	460,277
Average net profit \$	14,617	7,183	9,493	13,676	28,119
Businesses reporting a loss (No.)	467				
Average sales \$	188,830	43,238	83,802	174,909	453,371
Average expense \$	202,649	53,567	99,322	184,875	472,832
Average net loss \$	-13,819	-10,329	-15,520	-9,966	-19,461
<b>1987</b>					
Number of observations in sample	1,175				
Average sales \$	184,642	45,127	85,084	161,421	446,934
Average expense \$	180,234	43,948	85,651	158,170	433,167
Average net profit (loss) \$	4,408	1,179	-567	3,251	13,767
Businesses reporting a profit (No.)	832				
Average sales \$	183,690	46,368	86,391	162,676	439,325
Average expense \$	169,225	40,522	75,521	148,581	412,275
Average net profit \$	14,465	5,846	10,870	14,095	27,050
Businesses reporting a loss (No.)	343				
Average sales \$	188,129	42,986	83,171	159,511	466,848
Average expense \$	202,739	49,860	100,477	172,773	487,844
Average net loss \$	-14,610	-6,874	-17,306	-13,262	-20,996

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# VENDING MACHINE OPERATORS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Vending Machine Operators (SIC 6911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	43					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.5	--	--	--	--	88.3	58.3	--	--	--	--
Occupancy expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Depreciation	6.3	--	--	--	--	93.3	6.7	--	--	--	--
Repairs & maintenance	2.0	--	--	--	--	74.4	2.7	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	75.4	1.6	--	--	--	--
Rent	2.4	--	--	--	--	71.3	3.4	--	--	--	--
Personnel expenses	15.2	--	--	--	--	85.5	17.7	--	--	--	--
Financial expenses	2.9	--	--	--	--	93.7	3.1	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	85.3	2.4	--	--	--	--
Professional fees	0.8	--	--	--	--	73.1	1.1	--	--	--	--
Other expenses	14.5	--	--	--	--	100.0	14.5	--	--	--	--
Profit (loss)	4.1	--	--	--	--	100.0	4.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6911 - Vending Machine Operators

Businesses primarily engaged in retail dealing, using coin-operated vending machines to dispense a variety of products. Included are beverage vending machine operators, cigarette vending machine operators, confectionery vending machine operators, food vending machine operators and retail non-store vending machine merchandise.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Vending Machine Operators (SIC 6911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	103	--	--	--	--
Total current assets	109	--	--	--	--
Fixed assets	75	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	46	--	--	--	--
<b>Total assets</b>	<b>231</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	14	--	--	--	--
Other current liabilities	37	--	--	--	--
Total current liabilities	51	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	1	--	--	--	--
Other liabilities	29	--	--	--	--
<b>Total liabilities</b>	<b>82</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>149</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Vending Machine Operators (SIC 6911)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	19				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.1	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.6	--	--	--	--
Interest coverage ratio (times)	3.2	--	--	--	--
Debt ratio (times)	0.4	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Vending Machine Operators (SIC 6911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	12				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	--	--	--	--
Depreciation	41	--	--	--	--
Other	-4	--	--	--	--
<b>Dividends</b>	-25	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-17	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	1	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	4	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	27	--	--	--	--
Repayment of loans from shareholders	-46	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-13	--	--	--	--
Cash & equivalents-Beginning of the year	27	--	--	--	--
Cash & equivalents - End of the year	14	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Vending Machine Operators (SIC 6911)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>577</b>	<b>62,797</b>	<b>5,610</b>	<b>75</b>	<b>40</b>
less than 20	513	23,415	2,053	74	39
20 - 99	55	23,196	1,931	1	-
100 - 499	9	16,186	1,626	-	1
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>530</b>	<b>72,415</b>	<b>5,306</b>	<b>68</b>	<b>...</b>
less than 20	469	27,438	2,032	64	...
20 - 99	49	23,061	1,684	3	...
100 - 499	12	21,916	1,590	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Vending Machine Operators (SIC 6911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	107				
Average sales \$	243,645	39,947	74,718	243,868	516,048
Average expense \$	236,988	35,932	70,343	223,607	508,068
Average net profit (loss) \$	6,657	4,015	4,375	10,261	7,980
Businesses reporting a profit (No.)	81				
Average sales \$	266,982	39,518	73,506	245,407	709,496
Average expense \$	246,480	31,719	66,974	220,783	666,445
Average net profit \$	20,502	7,799	6,532	24,624	43,051
Businesses reporting a loss (No.)	26				
Average sales \$	216,962	40,942	82,941	241,891	502,073
Average expense \$	231,466	45,699	93,214	250,085	536,867
Average net loss \$	-14,504	-4,757	-10,273	-8,194	-34,794
<b>1986</b>					
Number of observations in sample	78				
Average sales \$	297,699	39,396	66,957	179,115	905,329
Average expense \$	283,267	33,062	62,759	179,879	857,366
Average net profit (loss) \$	14,432	6,334	4,198	-764	47,963
Businesses reporting a profit (No.)	60				
Average sales \$	334,401	39,259	67,798	238,691	991,855
Average expense \$	311,359	31,560	62,384	227,003	924,489
Average net profit \$	23,042	7,699	5,414	11,688	67,366
Businesses reporting a loss (No.)	18				
Average sales \$	222,888	40,179	61,571	153,326	636,475
Average expense \$	228,773	41,658	65,155	159,480	648,800
Average net loss \$	-5,885	-1,479	-3,584	-6,154	-12,325
<b>1987</b>					
Number of observations in sample	197				
Average sales \$	183,361	37,316	66,989	164,045	465,094
Average expense \$	178,247	37,656	58,045	163,662	453,626
Average net profit (loss) \$	5,114	-340	8,944	383	11,468
Businesses reporting a profit (No.)	122				
Average sales \$	184,441	31,868	64,295	160,208	481,392
Average expense \$	173,180	26,624	51,371	150,338	464,386
Average net profit \$	11,261	5,244	12,924	9,870	17,006
Businesses reporting a loss (No.)	75				
Average sales \$	177,774	42,771	76,309	180,425	411,590
Average expense \$	192,167	48,701	81,127	220,532	418,306
Average net loss \$	-14,393	-5,930	-4,818	-40,107	-6,716

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

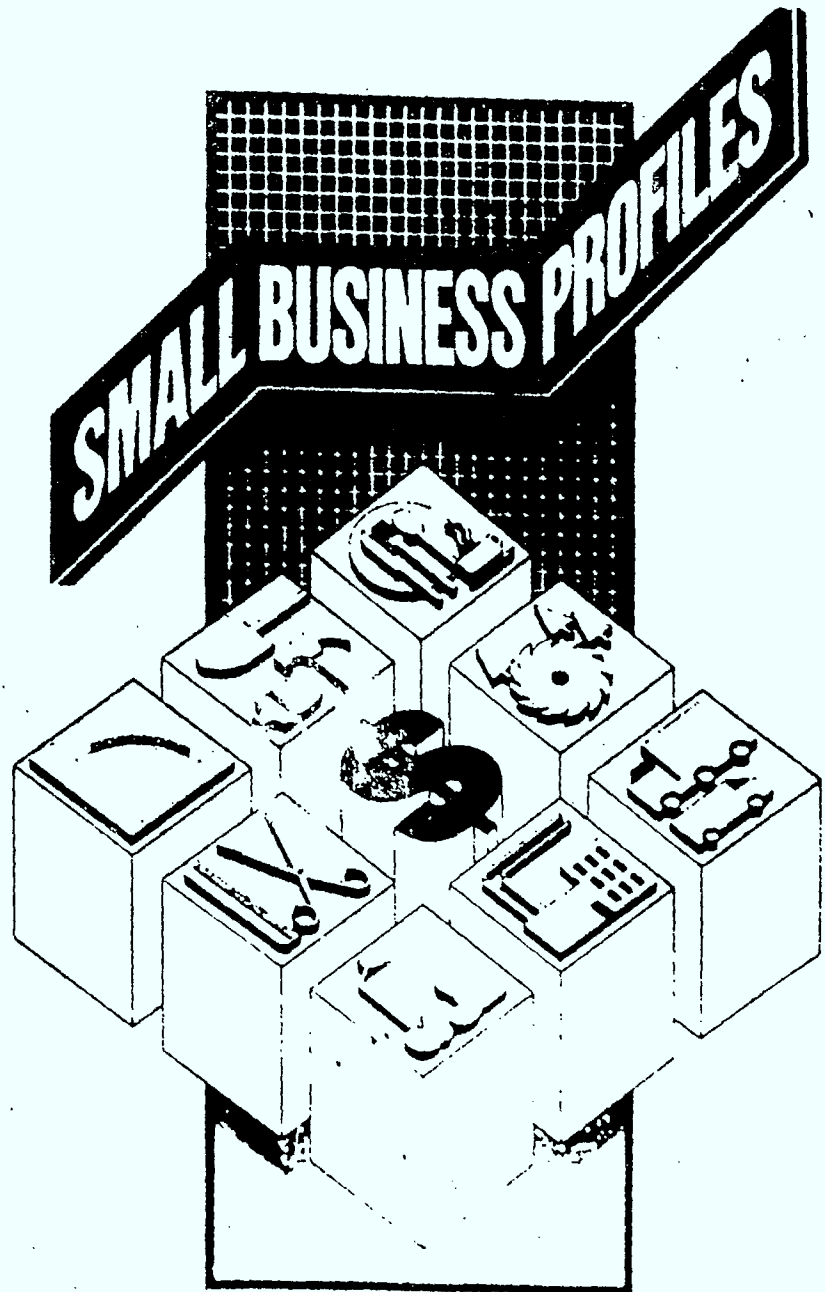




# VIDEO MOVIES & AUDIO-VISUAL EQUIPMENT RENTAL & LEASING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	316					
Low sales value (\$000's)	(1)	(1)	50	93	143	
High sales value (\$000's)	(1)	50	93	143	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales <sup>4</sup>				
Occupancy expenses	36.6	37.5	41.2	35.7	32.1	99.6	36.8	38.0	41.2	35.7	32.2
Depreciation	22.4	21.1	25.6	21.7	21.1	89.6	24.9	31.7	27.0	21.8	21.6
Repairs & maintenance	1.2	1.3	0.7	1.7	1.1	72.7	1.6	1.9	1.1	2.1	1.3
Heat, light & telephone	2.3	2.5	2.7	2.1	1.8	91.6	2.5	2.9	3.0	2.2	1.9
Rent	10.8	12.6	12.2	10.2	8.1	89.9	12.0	14.4	13.9	11.1	8.9
Personnel expenses	20.0	15.3	19.2	23.6	21.8	84.1	23.8	23.5	25.0	24.5	22.2
Financial expenses	5.1	5.0	7.1	4.8	3.6	97.5	5.2	5.1	7.2	5.0	3.7
Interest & bank charges	3.4	4.0	3.9	3.2	2.5	82.8	4.1	5.4	4.5	3.9	2.9
Professional fees	1.7	1.0	3.1	1.6	1.1	86.9	2.0	1.4	3.5	1.7	1.2
Other expenses	30.7	36.0	24.5	25.9	36.4	100.0	30.7	36.0	24.5	25.9	36.4
Profit (loss)	7.6	6.1	8.1	10.0	6.1	97.9	7.7	6.1	8.2	10.4	6.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9912 - Audio-Visual Equipment Rental and Leasing

Businesses primarily engaged renting and leasing audio-visual equipment. Businesses engaged in audio-visual rental and leasing, projection equipment rental, public address system rental, rental of audio-visual equipment, sound equipment rental, tape recorder rental and television rental are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	214				
Low sales value (\$000's)	(1)	(1)	67	113	183
High sales value (\$000's)	(1)	67	113	183	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	4	-	3	1	12
Inventory	-	-	-	-	-
Other current assets	24	7	18	18	53
Total current assets	28	8	21	19	65
Fixed assets	80	36	53	65	164
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	1	5	2	40
<b>Total assets</b>	<b>120</b>	<b>45</b>	<b>79</b>	<b>86</b>	<b>269</b>
<b>Liabilities and equity</b>					
Current loans	11	3	3	12	24
Other current liabilities	33	15	17	24	76
Total current liabilities	44	18	20	36	100
Mortgages payable	-	-	-	-	-
Long term debt	5	2	-	6	13
Other liabilities	46	34	36	37	76
<b>Total liabilities</b>	<b>95</b>	<b>54</b>	<b>56</b>	<b>80</b>	<b>189</b>
<b>Total equity</b>	<b>25</b>	<b>-8</b>	<b>23</b>	<b>7</b>	<b>80</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	214				
Low sales value (\$000's)	(1)	(1)	67	113	183
High sales value (\$000's)	(1)	67	113	183	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.4	1.1	0.5	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.8	-6.5	2.5	12.0	2.3
Interest coverage ratio (times)	3.5	...	6.0	2.2	4.5
Debt ratio (times)	0.8	1.2	0.7	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	64				
Low sales value (\$000's)	(1)	(1)	101	122	238
High sales value (\$000's)	(1)	101	122	238	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-4	-2	5	29
Depreciation	55	24	34	63	82
Other	6	4	21	6	-2
<b>Dividends</b>	-2	-	-	-5	-2
<b>Investment activities</b>					
Disposal of fixed assets	7	-	1	8	15
Purchase of fixed assets	-69	-17	-54	-73	-112
Increase in investment	-2	-	-	-1	-5
Decrease in investment	4	22	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	2	5	11
Repayment of long term debt	-7	-3	-	-11	-10
Loans from shareholders	4	1	-	7	4
Repayment of loans from shareholders	-12	-24	-5	-5	-17
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-	-	-2
Other	-1	-4	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	-1	-4	-3	-7
Cash & equivalents-Beginning of the year	5	5	7	-	10
Cash & equivalents - End of the year	1	4	3	-3	3

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,560</b>	<b>73,682</b>	<b>3,148</b>	<b>720</b>	<b>360</b>
less than 20	1,534	44,955	1,929	720	359
20 - 99	19	10,710	438	-	1
100 - 499	-	-	-	-	-
500 and over	7	18,017	781	-	-
<b>1987</b>					
<b>Total</b>	<b>2,096</b>	<b>130,158</b>	<b>6,393</b>	<b>514</b>	<b>...</b>
less than 20	2,038	68,375	3,435	504	...
20 - 99	35	23,908	1,113	4	...
100 - 499	16	10,245	510	6	...
500 and over	7	27,630	1,335	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	269				
Average sales \$	136,860	31,996	53,806	116,349	345,287
Average expense \$	128,242	36,302	50,806	108,940	317,119
Average net profit (loss) \$	8,618	-4,306	3,200	7,409	28,168
Businesses reporting a profit (No.)	199				
Average sales \$	134,080	32,489	55,352	122,310	326,170
Average expense \$	116,687	23,275	46,231	106,506	290,734
Average net profit \$	17,393	9,214	9,121	15,804	35,436
Businesses reporting a loss (No.)	70				
Average sales \$	160,706	31,645	50,985	99,854	460,340
Average expense \$	173,941	45,581	58,589	115,675	475,919
Average net loss \$	-13,235	-13,936	-7,604	-15,821	-15,579
<b>1986</b>					
Number of observations in sample	276				
Average sales \$	123,082	33,275	55,841	107,074	296,136
Average expense \$	110,919	30,344	48,877	100,731	263,725
Average net profit (loss) \$	12,163	2,931	6,964	6,343	32,411
Businesses reporting a profit (No.)	215				
Average sales \$	134,427	34,068	55,775	114,299	333,566
Average expense \$	110,645	23,253	42,788	100,821	275,716
Average net profit \$	23,782	10,815	12,987	13,478	57,850
Businesses reporting a loss (No.)	61				
Average sales \$	99,210	32,465	56,034	87,251	221,089
Average expense \$	111,109	37,590	66,677	100,485	239,683
Average net loss \$	-11,899	-5,125	-10,643	-13,234	-18,594
<b>1987</b>					
Number of observations in sample	370				
Average sales \$	139,286	37,631	66,776	116,946	335,792
Average expense \$	128,329	35,738	61,757	106,443	309,377
Average net profit (loss) \$	10,957	1,893	5,019	10,503	26,415
Businesses reporting a profit (No.)	267				
Average sales \$	144,948	36,995	69,871	117,414	355,511
Average expense \$	123,679	28,668	55,716	100,324	310,007
Average net profit \$	21,269	8,327	14,155	17,090	45,504
Businesses reporting a loss (No.)	103				
Average sales \$	123,910	38,517	60,777	115,555	280,790
Average expense \$	137,822	45,583	73,465	124,621	307,619
Average net loss \$	-13,912	-7,066	-12,688	-9,066	-26,829

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

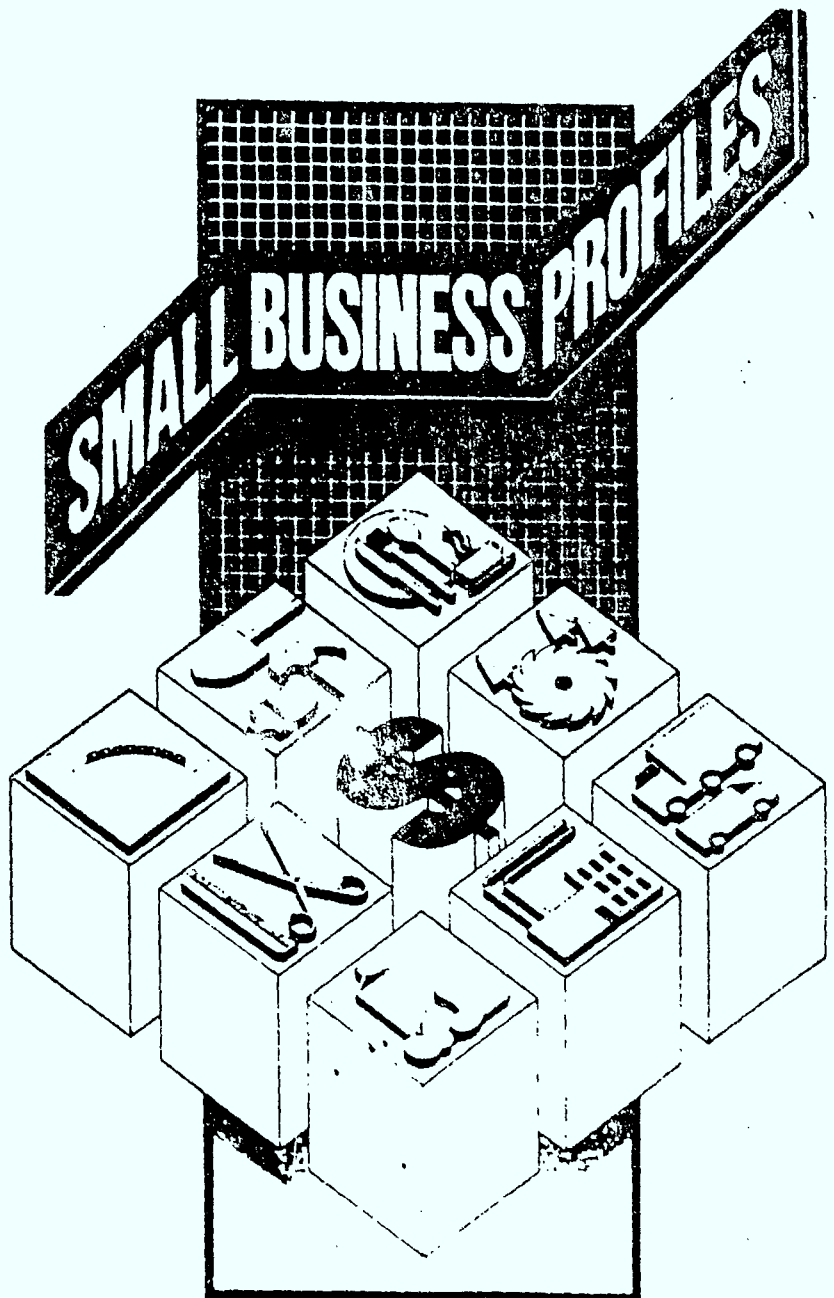
See Table 1 for symbols and notes



WELDING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	455					
Low sales value (\$000's)	(1)	(1)	37	59	120	
High sales value (\$000's)	(1)	37	59	120	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	13.2	18.1	12.8	12.8	9.1	100.0	13.2	18.1	12.8	12.8	9.1
Depreciation	5.7	7.8	7.0	4.7	3.4	90.8	6.3	8.9	7.8	5.3	3.5
Repairs & maintenance	2.9	3.9	2.1	3.6	1.9	83.7	4.5	6.2	3.7	6.1	2.6
Heat, light & telephone	2.0	2.8	1.7	2.2	1.6	82.2	2.5	3.7	2.3	2.5	1.7
Rent	2.5	3.6	2.1	2.3	2.2	51.7	4.9	7.9	4.0	5.3	3.4
Personnel expenses	20.5	9.3	20.0	21.6	30.8	76.5	26.8	20.0	25.6	26.3	31.2
Financial expenses	2.7	3.0	3.5	2.2	2.3	95.5	2.9	3.1	3.8	2.3	2.3
Interest & bank charges	1.7	1.7	2.2	1.5	1.4	75.9	2.2	2.7	3.2	1.8	1.6
Professional fees	1.0	1.2	1.4	0.7	0.8	86.0	1.2	1.4	1.6	0.9	0.9
Other expenses	46.8	47.5	42.7	48.2	48.8	100.0	46.8	47.5	42.7	48.2	48.8
Profit (loss)	16.8	22.2	21.0	15.2	9.1	96.7	17.4	23.0	21.6	15.9	9.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9942 - Welding

Businesses primarily engaged in repair work by welding such as: acetylene welding services, blacksmith services, brazing (welding) services, electric welding services (except construction sites), welding repair work and welding shops.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	307				
Low sales value (\$000's)	(1)	(1)	53	93	225
High sales value (\$000's)	(1)	53	93	225	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	23	3	5	19	66
Inventory	-	-	-	-	-
Other current assets	30	10	17	21	74
Total current assets	54	13	21	40	141
Fixed assets	41	15	23	32	92
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	6	2	1	1	19
<b>Total assets</b>	<b>100</b>	<b>29</b>	<b>45</b>	<b>75</b>	<b>252</b>
<b>Liabilities and equity</b>					
Current loans	7	1	2	6	19
Other current liabilities	30	10	15	23	70
Total current liabilities	37	11	17	29	90
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	3	6
Other liabilities	22	8	12	15	50
<b>Total liabilities</b>	<b>61</b>	<b>19</b>	<b>30</b>	<b>47</b>	<b>146</b>
<b>Total equity</b>	<b>40</b>	<b>10</b>	<b>16</b>	<b>28</b>	<b>105</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Welding (SIC 9942)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	307				
Low sales value (\$000's)	(1)	(1)	53	93	225
High sales value (\$000's)	(1)	53	93	225	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.2	1.3	1.4	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	2.0	1.9	1.7	1.4
Interest coverage ratio (times)	5.8	...	5.2	4.3	7.6
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	141				
Low sales value (\$000's)	(1)	(1)	48	104	230
High sales value (\$000's)	(1)	48	104	230	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	16	22	1	12	30
Depreciation	8	3	4	8	16
Other	-10	-42	1	-	-8
<b>Dividends</b>	-5	-	-1	-8	-11
<b>Investment activities</b>					
Disposal of fixed assets	26	118	2	3	2
Purchase of fixed assets	-14	-1	-5	-19	-28
Increase in investment	-	-	-	-	-2
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	4	-	1	1	14
Repayment of long term debt	-25	-103	-1	-2	-12
Loans from shareholders	6	13	2	6	6
Repayment of loans from shareholders	-3	-	-1	-1	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>9</b>	<b>2</b>	<b>-</b>	<b>2</b>
Cash & equivalents-Beginning of the year	15	25	9	21	6
Cash & equivalents - End of the year	17	34	11	22	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,717</b>	<b>135,989</b>	<b>7,239</b>	<b>479</b>	<b>258</b>
less than 20	2,665	106,096	5,712	472	254
20 - 99	52	29,893	1,587	7	4
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>2,839</b>	<b>200,335</b>	<b>9,974</b>	<b>418</b>	<b>...</b>
less than 20	2,750	136,436	6,911	415	...
20 - 99	88	X	2,887	3	...
100 - 499	1	X	176	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

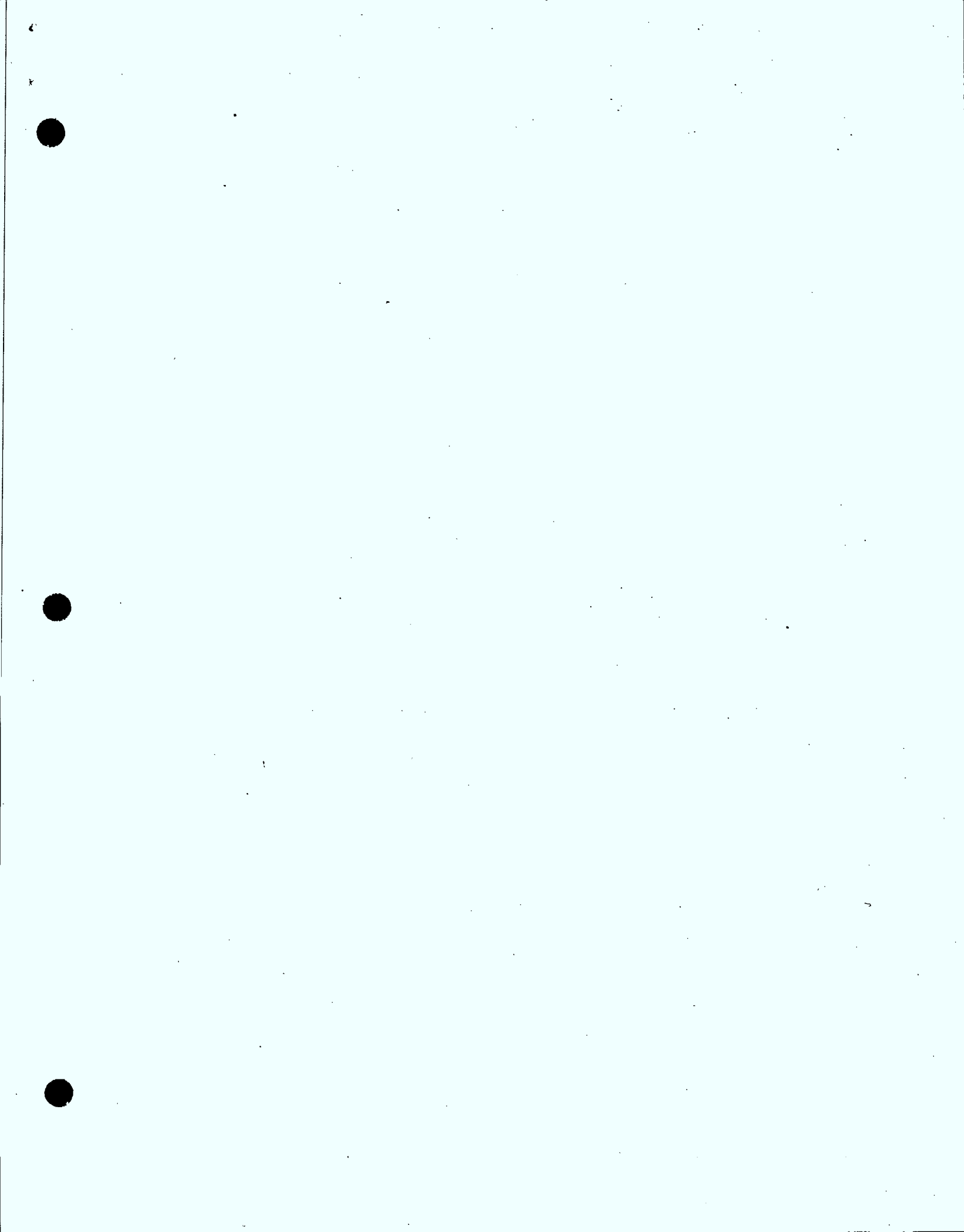
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	424				
Average sales \$	111,048	32,502	52,649	85,795	273,247
Average expense \$	97,252	23,530	42,615	69,958	252,904
Average net profit (loss) \$	13,796	8,972	10,034	15,837	20,343
Businesses reporting a profit (No.)	386				
Average sales \$	116,556	32,248	52,751	84,903	296,321
Average expense \$	97,684	21,464	37,550	66,367	265,353
Average net profit \$	18,872	10,784	15,201	18,536	30,968
Businesses reporting a loss (No.)	38				
Average sales \$	93,678	34,227	52,295	91,830	196,361
Average expense \$	100,824	37,526	60,078	94,271	211,421
Average net loss \$	-7,146	-3,299	-7,783	-2,441	-15,060
<b>1986</b>					
Number of observations in sample	362				
Average sales \$	130,177	34,794	57,179	90,566	338,169
Average expense \$	114,695	24,552	45,615	81,644	306,966
Average net profit (loss) \$	15,482	10,242	11,564	8,922	31,201
Businesses reporting a profit (No.)	329				
Average sales \$	135,493	34,268	56,687	95,732	355,285
Average expense \$	114,127	21,847	39,416	76,791	318,453
Average net profit \$	21,366	12,421	17,271	18,941	36,832
Businesses reporting a loss (No.)	33				
Average sales \$	101,827	39,344	58,890	81,762	227,310
Average expense \$	109,394	47,944	67,141	89,914	232,577
Average net loss \$	-7,567	-8,600	-8,251	-8,152	-5,267
<b>1987</b>					
Number of observations in sample	527				
Average sales \$	125,104	32,075	48,038	80,819	339,482
Average expense \$	110,874	24,720	37,945	69,279	311,552
Average net profit (loss) \$	14,230	7,355	10,093	11,540	27,930
Businesses reporting a profit (No.)	419				
Average sales \$	127,992	31,736	48,732	81,383	350,118
Average expense \$	108,286	21,439	33,103	66,775	311,825
Average net profit \$	19,706	10,297	15,629	14,608	38,293
Businesses reporting a loss (No.)	108				
Average sales \$	111,223	33,500	45,946	77,920	287,524
Average expense \$	120,862	38,529	52,552	82,145	310,222
Average net loss \$	-9,639	-5,029	-6,606	-4,225	-22,698

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# WET HEATING AND AIR CONDITIONING WORK

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## CANADA

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### 1987

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**SMALL BUSINESS OFFICE**



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Technology Canada

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)							
Businesses in sample (No.)	342													
Low sales value (\$000's)	(1)	(1)	57	123	309									
High sales value (\$000's)	(1)	57	123	309	(1)									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)							
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%			
	Percent of sales						Percent of sales							
Cost of sales	27.7	13.9	25.8	36.5	34.6	70.6	39.3	35.4	34.7	44.1	40.3			
Occupancy expenses	6.5	9.4	7.9	4.9	4.0	96.1	6.8	10.6	7.9	5.0	4.1			
Depreciation	2.9	5.0	3.0	2.2	1.6	86.9	3.4	7.3	3.3	2.3	1.7			
Repairs & maintenance	0.8	1.6	1.1	0.4	0.3	43.0	2.0	4.8	2.1	1.1	0.6			
Heat, light & telephone	1.3	1.9	1.5	0.9	0.9	77.9	1.7	2.6	2.0	1.3	1.0			
Rent	1.5	1.0	2.3	1.4	1.2	58.0	2.5	3.0	3.9	2.3	1.5			
Personnel expenses	22.7	7.8	27.5	26.3	28.9	83.6	27.2	17.8	29.6	26.9	29.2			
Financial expenses	2.0	2.2	2.3	2.3	1.4	91.2	2.2	2.9	2.5	2.4	1.4			
Interest & bank charges	1.1	1.3	1.1	1.4	0.8	80.3	1.4	2.2	1.3	1.6	0.9			
Professional fees	0.9	0.9	1.2	0.8	0.6	81.9	1.1	1.5	1.5	0.9	0.6			
Other expenses	31.3	49.9	24.6	24.8	26.3	100.0	31.3	49.9	24.6	24.8	26.3			
Profit (loss)	9.7	16.8	11.9	5.3	4.8	96.6	10.0	18.3	12.5	5.3	4.9			
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...			

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 4243 - Wet Heating and Air Conditioning Contractors

Businesses primarily engaged in the installation and repair of secondary hot water or system heating systems, cooling and air conditioning equipment and solar heating systems involving liquids. These businesses include: central air conditioning installation, contractors installing steam boilers (excluding power boilers), installation of central cooling equipment and piping, installation of cooling towers, heat pump installation, installation of hydronic heating systems, installation of secondary hot water and steam piping systems, installation of snow melting equipment (liquid systems), solar heating fluid systems installation, installation of unitary heating, cooling or air conditioning equipment, installation of heating and air conditioning water pumping systems and the installation of central wet heating equipment and piping.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	274				
Low sales value (\$000's)	(1)	(1)	103	213	481
High sales value (\$000's)	(1)	103	213	481	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	51	4	23	43	132
Inventory	-	-	-	-	-
Other current assets	38	9	22	41	30
Total current assets	89	13	45	83	212
Fixed assets	35	20	24	37	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	3	1	7	18
<b>Total assets</b>	<b>131</b>	<b>36</b>	<b>70</b>	<b>128</b>	<b>289</b>
<b>Liabilities and equity</b>					
Current loans	11	2	3	10	29
Other current liabilities	59	15	31	61	129
Total current liabilities	70	17	34	71	157
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	2	3
Other liabilities	20	17	11	15	38
<b>Total liabilities</b>	<b>92</b>	<b>34</b>	<b>46</b>	<b>89</b>	<b>198</b>
<b>Total equity</b>	<b>39</b>	<b>2</b>	<b>24</b>	<b>39</b>	<b>91</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	274				
Low sales value (\$000's)	(1)	(1)	103	213	481
High sales value (\$000's)	(1)	103	213	481	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	0.8	1.3	1.2	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	16.9	1.9	2.3	2.2
Interest coverage ratio (times)	5.8	0.7	5.0	6.9	6.5
Debt ratio (times)	0.7	0.9	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	146				
Low sales value (\$000's)	(1)	(1)	161	267	507
High sales value (\$000's)	(1)	161	267	507	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	13	-5	-1	20	36
Depreciation	7	3	4	8	12
Other	-5	5	-5	-3	-15
<b>Dividends</b>	-3	-	-1	-4	-6
<b>Investment activities</b>					
Disposal of fixed assets	1	-	1	1	3
Purchase of fixed assets	-12	-1	-5	-11	-32
Increase in investment	-2	-	-	-	-8
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	6	-	-	4	20
Repayment of long term debt	-4	-5	-1	-6	-6
Loans from shareholders	3	1	1	2	9
Repayment of loans from shareholders	-5	-1	-2	-4	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	-3	-7	7	2
Cash & equivalents-Beginning of the year	11	2	19	8	12
Cash & equivalents - End of the year	10	-1	12	15	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,322</b>	<b>244,627</b>	<b>10,097</b>	<b>253</b>	<b>163</b>
less than 20	1,198	96,044	3,944	234	152
20 - 99	84	64,841	2,689	5	7
100 - 499	36	64,013	2,653	13	4
500 and over	4	19,729	811	1	-
<b>1987</b>					
<b>Total</b>	<b>1,637</b>	<b>393,556</b>	<b>14,081</b>	<b>294</b>	<b>...</b>
less than 20	1,466	143,542	5,177	261	...
20 - 99	126	98,985	3,604	29	...
100 - 499	40	99,271	3,548	3	...
500 and over	5	51,758	1,752	1	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.
- (2) Refers to businesses reporting no payroll deductions in the previous year.
- (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	641				
Average sales \$	346,510	42,425	103,937	269,340	370,337
Average expense \$	322,649	31,502	94,448	252,249	912,398
Average net profit (loss) \$	23,861	10,923	9,489	17,091	57,939
Businesses reporting a profit (No.)	531				
Average sales \$	351,601	42,289	107,446	266,077	990,590
Average expense \$	319,168	30,107	94,036	243,469	909,059
Average net profit \$	32,433	12,182	13,410	22,608	81,531
Businesses reporting a loss (No.)	110				
Average sales \$	327,309	43,929	90,773	288,176	886,358
Average expense \$	343,020	46,894	95,997	302,943	926,245
Average net loss \$	-15,711	-2,965	-5,224	-14,767	-39,887
<b>1986</b>					
Number of observations in sample	628				
Average sales \$	289,893	35,418	77,843	236,648	809,664
Average expense \$	274,154	23,880	65,762	225,954	781,018
Average net profit (loss) \$	15,739	11,538	12,081	10,694	28,646
Businesses reporting a profit (No.)	492				
Average sales \$	294,642	34,451	78,788	252,404	812,923
Average expense \$	268,423	17,861	63,786	227,268	764,778
Average net profit \$	26,219	16,590	15,002	25,136	48,145
Businesses reporting a loss (No.)	136				
Average sales \$	280,327	37,847	72,865	214,513	796,084
Average expense \$	296,933	39,004	76,176	224,109	848,683
Average net loss \$	-16,666	-1,157	-3,311	-9,596	-52,599
<b>1987</b>					
Number of observations in sample	395				
Average sales \$	257,835	37,020	87,955	198,059	708,307
Average expense \$	242,517	31,193	77,086	185,632	676,157
Average net profit (loss) \$	15,318	5,827	10,869	12,427	32,150
Businesses reporting a profit (No.)	314				
Average sales \$	260,575	35,397	90,545	196,425	719,932
Average expense \$	237,156	27,251	73,933	173,656	673,784
Average net profit \$	23,419	8,146	16,612	22,769	46,148
Businesses reporting a loss (No.)	81				
Average sales \$	247,211	42,029	81,306	202,740	662,768
Average expense \$	258,486	43,360	85,177	219,950	685,455
Average net loss \$	-11,275	-1,331	-3,871	-17,210	-22,687

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# WHOLESALE APPAREL

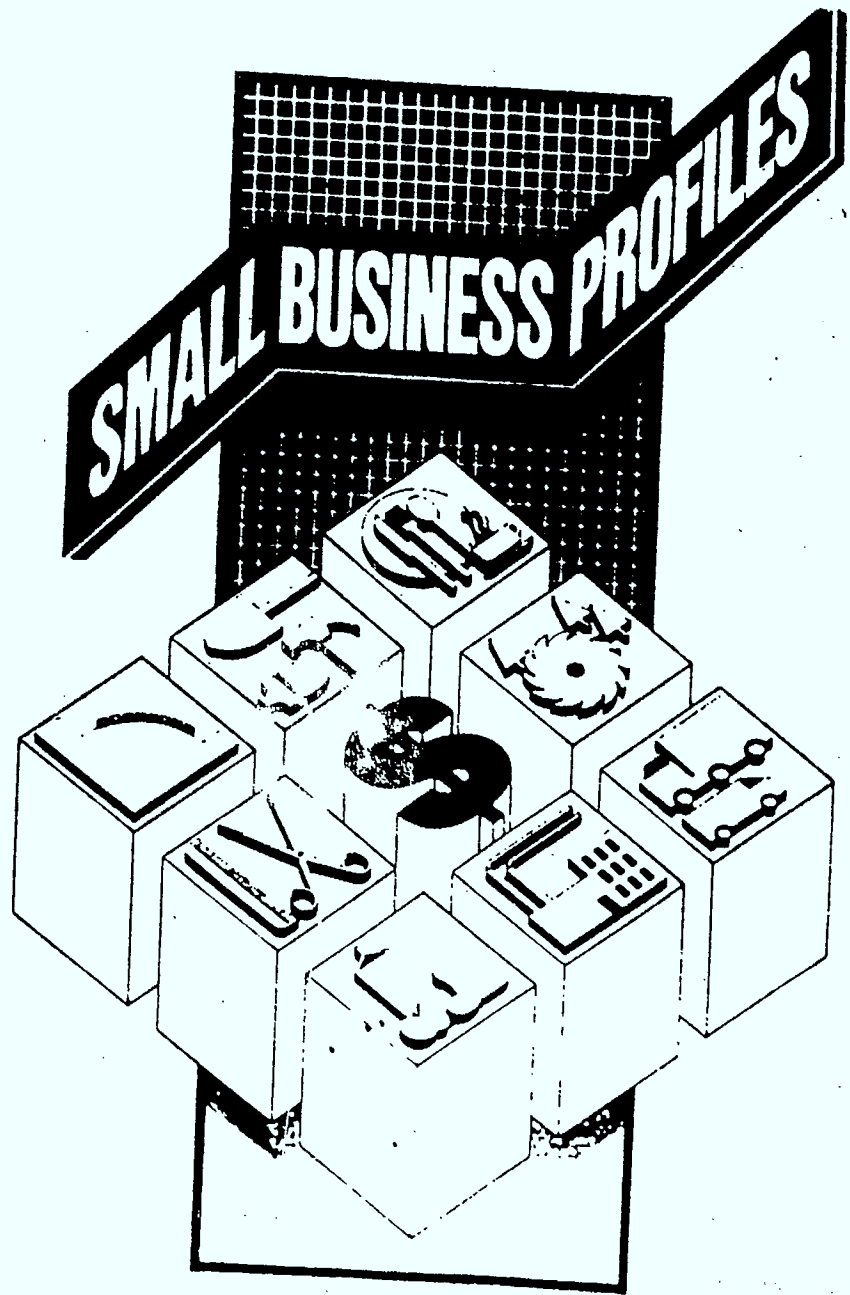
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## CANADA

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### 1987

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SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	438					
Low sales value (\$000's)	(1)	(1)	76	161	161	444
High sales value (\$000's)	(1)	76	161	161	161	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.4	28.8	25.4	41.2	57.8	60.7	63.3	65.4	57.1	62.2	66.1
Occupancy expenses	6.6	8.9	8.1	6.1	3.6	92.7	7.2	11.4	8.3	6.3	3.6
Depreciation	1.3	1.4	2.2	1.2	0.6	81.0	1.6	2.3	2.5	1.3	0.7
Repairs & maintenance	0.4	0.5	0.5	0.3	0.1	33.5	1.1	2.0	1.5	0.7	0.4
Heat, light & telephone	1.6	2.2	2.0	1.5	0.9	78.6	2.1	3.3	2.4	1.9	1.1
Rent	3.3	4.8	3.5	3.2	1.9	67.7	4.9	8.8	5.1	4.5	2.4
Personnel expenses	22.8	25.5	28.9	22.3	14.6	87.7	25.9	34.7	32.2	24.4	15.2
Financial expenses	2.4	2.8	2.8	2.1	2.1	91.6	2.7	3.5	2.9	2.2	2.1
Interest & bank charges	1.1	0.9	1.1	1.0	1.4	72.3	1.5	1.6	1.4	1.4	1.6
Professional fees	1.4	1.9	1.7	1.2	0.7	87.3	1.6	2.5	1.8	1.3	0.8
Other expenses	22.1	24.0	25.9	20.5	18.3	100.0	22.1	24.0	25.9	20.5	18.3
Profit (loss)	7.6	10.1	8.8	7.8	3.6	98.3	7.7	10.2	9.3	7.9	3.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5310 - Wholesale Apparel

Businesses primarily engaged in wholesale dealing in men's and boys' clothing and furnishings; women's, misses' and children's outerwear, hosiery, underwear and apparel accessories; shoes and other footwear; and other apparel.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	397				
Low sales value (\$000's)	(1)	(1)	85	187	512
High sales value (\$000's)	(1)	85	187	512	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	59	6	15	35	179
Inventory	-	-	-	-	-
Other current assets	122	27	60	100	301
Total current assets	181	33	75	135	480
Fixed assets	16	3	10	16	36
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	4	31	20	23
<b>Total assets</b>	<b>217</b>	<b>41</b>	<b>117</b>	<b>171</b>	<b>539</b>
<b>Liabilities and equity</b>					
Current loans	29	2	13	15	84
Other current liabilities	86	10	36	69	229
Total current liabilities	115	12	49	84	313
Mortgages payable	-	-	-	-	-
Long term debt	1	1	1	-	1
Other liabilities	29	15	13	18	70
<b>Total liabilities</b>	<b>145</b>	<b>29</b>	<b>62</b>	<b>103</b>	<b>383</b>
<b>Total equity</b>	<b>73</b>	<b>12</b>	<b>54</b>	<b>68</b>	<b>155</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Apparel (SIC 531)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	397				
Low sales value (\$000's)	(1)	(1)	85	187	512
High sales value (\$000's)	(1)	85	187	512	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	2.7	1.5	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	2.4	1.2	1.5	2.5
Interest coverage ratio (times)	4.6	9.1	7.0	8.2	3.3
Debt ratio (times)	0.7	0.7	0.5	0.6	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	172				
Low sales value (\$000's)	(1)	(1)	39	202	564
High sales value (\$000's)	(1)	99	202	584	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	3	8	4	28
Depreciation	4	2	3	3	7
Other	-14	2	-7	-2	-49
<b>Dividends</b>	-6	-7	-3	-2	-13
<b>Investment activities</b>					
Disposal of fixed assets	4	9	-	3	2
Purchase of fixed assets	-6	-5	-2	-4	-15
Increase in investment	-11	-	-40	-1	-3
Decrease in investment	1	-	3	-	1
<b>Financing activities</b>					
Increase in long term debt	8	2	24	1	5
Repayment of long term debt	-3	-1	-1	-3	-8
Loans from shareholders	9	7	2	8	20
Repayment of loans from shareholders	-6	-15	-1	-3	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	3	4	3	-	6
Decrease in equity	-1	-	-2	-	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-9	1	-14	7	-28
Cash & equivalents-Beginning of the year	6	3	29	-	-10
Cash & equivalents - End of the year	-3	5	14	7	-38

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Wholesale Apparel (SIC 531)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,037</b>	<b>261,458</b>	<b>15,949</b>	<b>304</b>	<b>218</b>
less than 20	1,827	105,802	6,095	287	196
20 - 99	160	87,817	5,193	14	20
100 - 499	35	41,496	2,560	2	2
500 and over	15	26,343	2,095	1	-
<b>1987</b>					
<b>Total</b>	<b>2,323</b>	<b>352,023</b>	<b>13,558</b>	<b>372</b>	<b>...</b>
less than 20	2,094	162,082	6,133	347	...
20 - 99	181	116,747	4,502	22	...
100 - 499	39	56,554	2,296	3	...
500 and over	9	16,640	627	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

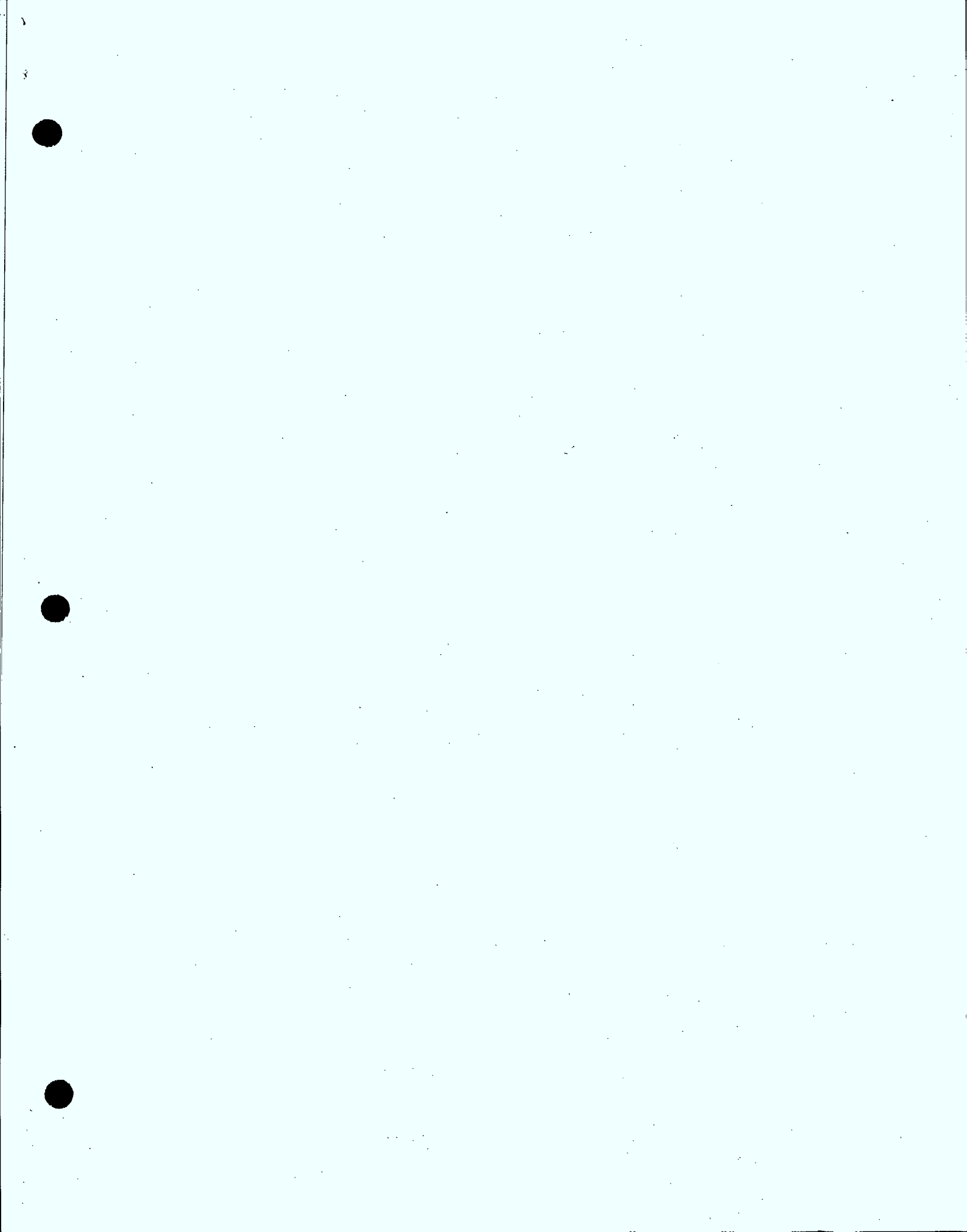
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Apparel (SIC 531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	144				
Average sales \$	285,881	56,935	106,130	194,972	785,486
Average expense \$	272,516	83,376	87,927	181,120	737,641
Average net profit (loss) \$	13,365	-26,441	18,203	13,852	47,345
Businesses reporting a profit (No.)	117				
Average sales \$	282,802	58,840	106,130	203,345	762,892
Average expense \$	248,356	37,683	87,927	176,614	691,199
Average net profit \$	34,446	21,157	18,203	26,731	71,693
Businesses reporting a loss (No.)	27				
Average sales \$	385,061	55,602	-	174,436	925,146
Average expense \$	444,077	115,351	-	192,169	1,024,712
Average net loss \$	-59,016	-59,749	-	-17,733	-99,566
1986					
Number of observations in sample	179				
Average sales \$	439,351	64,243	146,854	405,157	1,141,148
Average expense \$	408,986	61,920	102,911	381,705	1,089,409
Average net profit (loss) \$	30,365	2,323	43,943	23,452	51,739
Businesses reporting a profit (No.)	136				
Average sales \$	429,925	63,926	151,307	387,052	1,117,413
Average expense \$	381,601	54,389	100,581	348,196	1,024,036
Average net profit \$	48,124	9,537	50,726	38,856	93,377
Businesses reporting a loss (No.)	43				
Average sales \$	471,148	64,736	116,115	458,193	1,245,547
Average expense \$	512,356	73,607	118,999	479,864	1,376,952
Average net loss \$	-41,208	-8,871	-2,884	-21,671	-131,405
1987					
Number of observations in sample	493				
Average sales \$	352,663	49,692	116,151	268,594	976,216
Average expense \$	336,410	44,756	107,513	249,809	943,560
Average net profit (loss) \$	16,253	4,936	8,638	18,785	32,656
Businesses reporting a profit (No.)	363				
Average sales \$	360,330	50,065	120,779	274,470	996,006
Average expense \$	328,198	40,759	98,542	241,954	931,537
Average net profit \$	32,132	9,306	22,237	32,516	64,469
Businesses reporting a loss (No.)	130				
Average sales \$	329,620	48,746	106,971	247,538	915,223
Average expense \$	359,697	54,905	125,310	277,955	980,616
Average net loss \$	-30,077	-6,159	-18,339	-30,417	-65,393

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

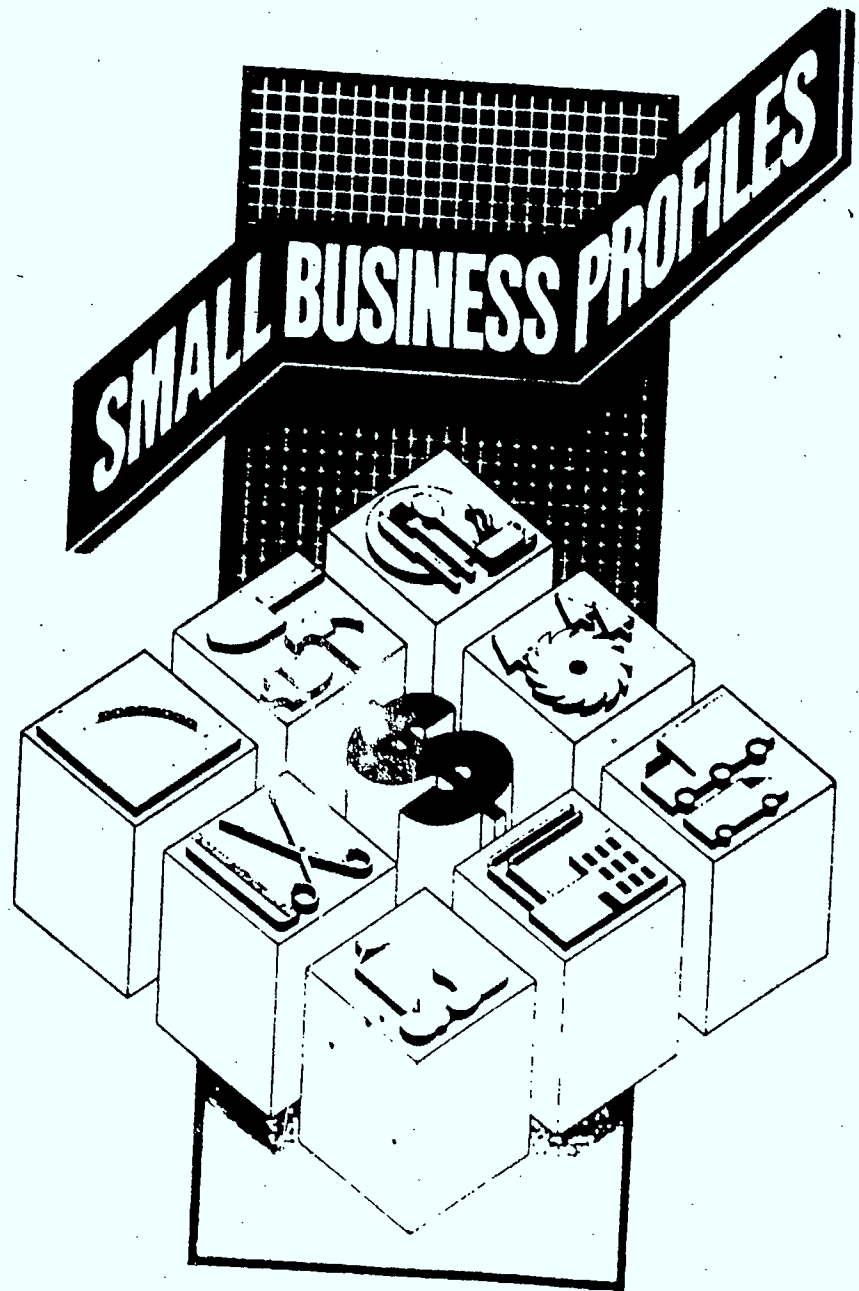




# WHOLESALE FARM MACHINERY, EQUIPMENT AND SUPPLIES

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)						
Businesses in sample (No.)	493												
Low sales value (\$000's)	(1)	(1)	121	385	385								354
High sales value (\$000's)	(1)	121	385	354	(1)								(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	55.0	40.1	52.7	63.8	63.2	92.7	59.3	46.2	58.9	65.6	64.8		
Occupancy expenses	6.2	11.0	7.1	3.7	2.9	97.9	6.3	11.9	7.1	3.7	3.0		
Depreciation	2.8	6.1	3.0	1.3	1.0	91.1	3.1	7.8	3.2	1.3	1.0		
Repairs & maintenance	0.9	1.0	1.4	0.6	0.5	68.1	1.3	1.9	2.2	0.8	0.6		
Heat, light & telephone	1.5	2.3	1.7	1.0	0.8	90.0	1.6	3.0	1.9	1.1	0.8		
Rent	1.0	1.5	1.0	0.8	0.7	52.7	1.9	4.8	2.0	1.6	0.9		
Personnel expenses	11.9	9.5	14.5	12.5	11.1	89.9	13.2	14.4	15.4	12.6	11.1		
Financial expenses	2.4	3.9	2.2	2.0	1.5	95.7	2.5	4.4	2.3	2.0	1.5		
Interest & bank charges	1.7	2.7	1.5	1.5	1.1	83.1	2.0	4.3	1.8	1.6	1.2		
Professional fees	0.7	1.2	0.7	0.5	0.4	85.7	0.8	1.9	0.8	0.5	0.4		
Other expenses	20.3	24.7	22.2	15.7	18.6	99.7	20.4	25.0	22.2	15.7	18.6		
Profit (loss)	4.2	10.7	1.3	2.3	2.7	98.8	4.3	10.9	1.3	2.3	2.7		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5711 - Wholesale Farm Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in new or used farm machinery, equipment, supplies and parts. This industry includes businesses primarily engaged in selling such equipment directly to farmers as well as those selling to farm equipment dealers. Also included are businesses primarily engaged in the repair of farm machinery and equipment as well as those primarily engaged in wholesaling garden and lawn tractors and equipment. Wholesale barn machinery and equipment (including elevating); wholesale combines; wholesale crop preparation machinery (cleaning, drying, conditioning); wholesale farm cultivators, seeders and spreaders; wholesale dairy farm machinery; wholesale farm implements; farm machinery and equipment repairs; wholesale farm machinery and equipment; wholesale garden and lawn tractors; wholesale farm grinders, mixers and crushers; wholesale farm crop harvesting machinery; wholesale haying machinery; wholesale irrigation equipment; wholesale farm crop planting machinery; wholesale farm and garden ploughs, harrows and tillers; wholesale farm sprayers and dusters; wholesale farm swathers and windrowers and wholesale farm and garden tractors are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	378				
Low sales value (\$000's)	(1)	(1)	225	530	1,056
High sales value (\$000's)	(1)	225	530	1,056	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	50	8	32	52	107
Inventory	-	-	-	-	-
Other current assets	241	63	151	238	510
Total current assets	290	71	183	290	617
Fixed assets	59	21	75	50	91
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	33	35	23	58	18
<b>Total assets</b>	<b>383</b>	<b>127</b>	<b>281</b>	<b>398</b>	<b>724</b>
<b>Liabilities and equity</b>					
Current loans	34	5	33	32	64
Other current liabilities	153	34	89	151	340
Total current liabilities	187	39	122	183	404
Mortgages payable	-	-	-	-	-
Long term debt	6	2	5	9	8
Other liabilities	78	52	51	94	116
<b>Total liabilities</b>	<b>272</b>	<b>93</b>	<b>178</b>	<b>286</b>	<b>528</b>
<b>Total equity</b>	<b>111</b>	<b>33</b>	<b>103</b>	<b>112</b>	<b>196</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	378				
Low sales value (\$000's)	(1)	(1)	225	530	1,056
High sales value (\$000's)	(1)	225	530	1,056	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.8	1.5	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	2.8	1.7	2.6	2.7
Interest coverage ratio (times)	2.8	3.8	2.0	2.9	3.1
Debt ratio (times)	0.7	0.7	0.6	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	251				
Low sales value (\$000's)	(1)	(1)	271	625	1,084
High sales value (\$000's)	(1)	271	625	1,084	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	7	4	15	32
Depreciation	9	5	7	10	15
Other	1	23	-2	2	-20
<b>Dividends</b>	-9	-2	-10	-6	-17
<b>Investment activities</b>					
Disposal of fixed assets	4	3	3	5	4
Purchase of fixed assets	-18	-4	-10	-22	-35
Increase in investment	-5	-15	-	-5	-
Decrease in investment	1	2	-	2	1
<b>Financing activities</b>					
Increase in long term debt	14	4	14	10	29
Repayment of long term debt	-8	-2	-10	-6	-13
Loans from shareholders	8	4	12	5	11
Repayment of loans from shareholders	-11	-16	-3	-20	-6
Advances & loans from government	-	-	-	-	-1
Increase in equity	-	-	-	1	-
Decrease in equity	-1	-	-	-3	-1
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	1	8	5	-11	1
Cash & equivalents-Beginning of the year	4	35	1	21	-41
Cash & equivalents - End of the year	5	43	5	10	-40

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>2,555</b>	<b>324,792</b>	<b>16,339</b>	<b>237</b>	<b>149</b>
less than 20	2,369	217,976	11,009	222	136
20 - 99	174	86,576	4,306	12	13
100 - 499	8	4,329	215	2	-
500 and over	4	15,911	809	1	-
<b>1987</b>					
<b>Total</b>	<b>2,468</b>	<b>365,029</b>	<b>16,479</b>	<b>219</b>	<b>...</b>
less than 20	2,255	232,593	10,432	201	...
20 - 99	190	98,726	4,497	13	...
100 - 499	17	17,798	785	5	...
500 and over	6	15,912	765	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	457				
Average sales \$	471,037	58,040	170,152	410,911	1,245,045
Average expense \$	451,411	33,394	165,359	397,141	1,203,749
Average net profit (loss) \$	19,526	18,646	4,793	13,770	41,296
Businesses reporting a profit (No.)	393				
Average sales \$	472,758	55,531	174,852	419,116	1,241,471
Average expense \$	441,586	33,896	163,111	389,179	1,180,159
Average net profit \$	31,172	21,635	11,741	29,937	61,312
Businesses reporting a loss (No.)	64				
Average sales \$	467,690	74,985	156,697	375,505	1,263,573
Average expense \$	501,636	77,437	171,793	431,497	1,326,055
Average net loss \$	-34,006	-2,452	-15,096	-55,992	-62,482
<b>1986</b>					
Number of observations in sample	470				
Average sales \$	536,183	54,742	207,646	566,954	1,315,388
Average expense \$	520,927	46,206	197,268	552,248	1,287,984
Average net profit (loss) \$	15,256	8,536	10,378	14,706	27,404
Businesses reporting a profit (No.)	380				
Average sales \$	535,237	61,503	217,558	562,839	1,299,047
Average expense \$	506,280	47,160	197,420	530,277	1,250,263
Average net profit \$	28,957	14,343	20,138	32,562	48,784
Businesses reporting a loss (No.)	90				
Average sales \$	535,641	39,134	165,502	578,864	1,359,062
Average expense \$	561,316	44,003	196,621	615,836	1,388,802
Average net loss \$	-25,675	-4,869	-31,119	-36,972	-29,740
<b>1987</b>					
Number of observations in sample	620				
Average sales \$	558,140	65,819	240,172	593,207	1,333,361
Average expense \$	543,985	60,219	235,286	581,096	1,299,338
Average net profit (loss) \$	14,155	5,600	4,886	12,111	34,023
Businesses reporting a profit (No.)	433				
Average sales \$	556,159	66,346	240,070	599,307	1,318,912
Average expense \$	528,486	54,872	224,477	572,057	1,262,536
Average net profit \$	27,673	11,474	15,593	27,250	56,376
Businesses reporting a loss (No.)	187				
Average sales \$	564,935	64,067	240,392	579,147	1,376,135
Average expense \$	586,692	78,008	258,543	601,929	1,408,287
Average net loss \$	-21,757	-13,941	-18,151	-22,782	-32,152

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

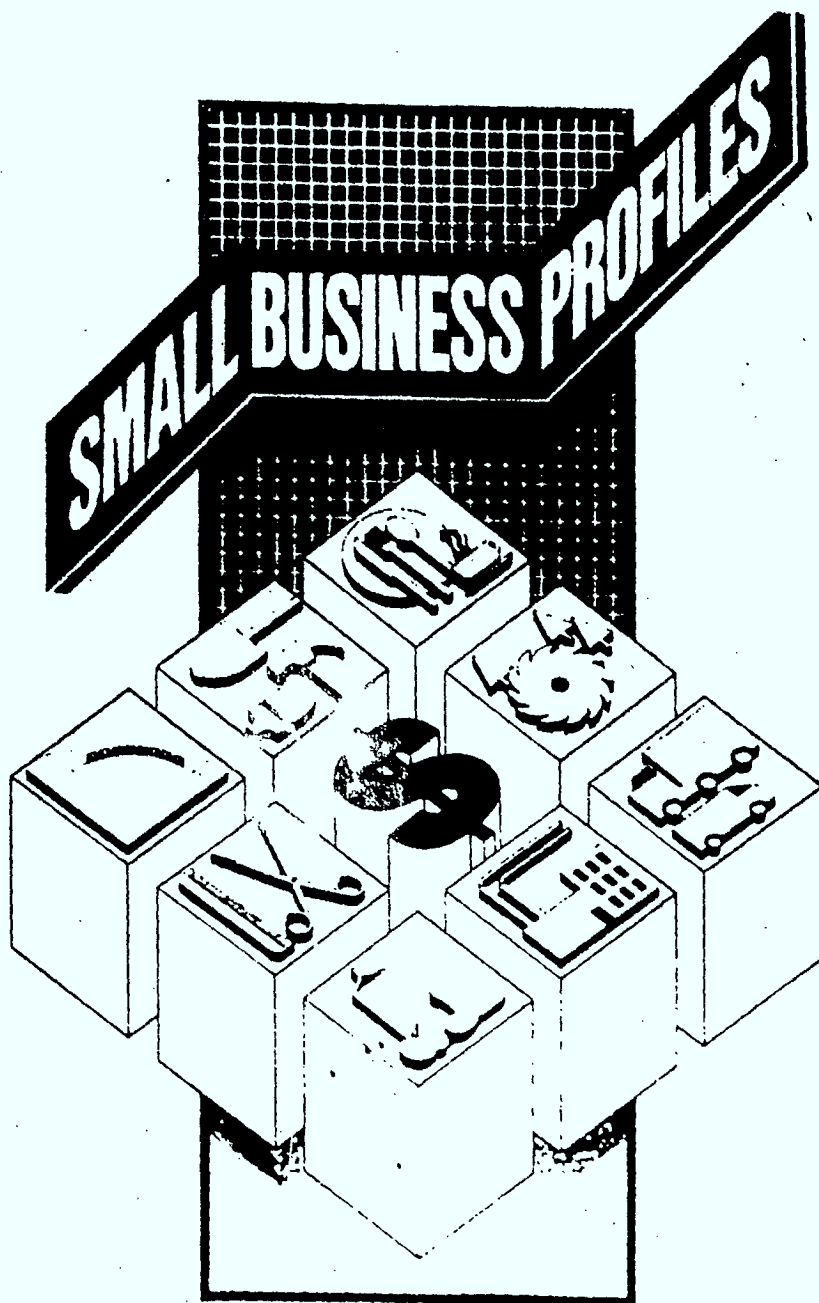
See Table 1 for symbols and notes



WHOLESALE FOOD

CANADA

1987



SMALL BUSINESS OFFICE



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**TABLE 1. Selected operating ratios, in percent of sales, 1987**  
**Canada, Wholesale Food (SIC 521)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,177					
Low sales value (\$000's)	(1)	(1)	107	281	715	
High sales value (\$000's)	(1)	107	281	715	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.2	39.2	53.9	64.8	66.8	78.1	72.0	65.6	71.3	74.4	74.7
Occupancy expenses	5.6	9.9	5.1	4.1	3.3	90.7	6.2	12.3	5.7	4.3	3.5
Depreciation	1.7	3.1	1.7	1.2	1.0	78.4	2.2	5.0	2.3	1.4	1.1
Repairs & maintenance	1.1	2.2	1.0	0.7	0.6	55.4	2.0	5.1	1.9	1.2	0.9
Heat, light & telephone	1.1	1.5	1.1	0.9	0.8	72.3	1.5	2.8	1.6	1.2	0.9
Rent	1.6	3.2	1.2	1.3	0.9	54.4	3.0	6.9	2.6	2.2	1.4
Personnel expenses	10.2	10.2	11.3	9.9	9.5	76.7	13.3	18.9	15.4	11.9	9.9
Financial expenses	1.7	2.7	1.9	1.1	1.1	90.5	1.9	3.6	2.1	1.1	1.1
Interest & bank charges	1.0	1.5	1.2	0.6	0.6	74.2	1.3	2.5	1.6	0.8	0.7
Professional fees	0.7	1.3	0.8	0.4	0.4	78.2	0.9	1.9	1.0	0.5	0.5
Other expenses	21.6	27.8	24.5	16.9	17.2	100.0	21.6	27.8	24.5	16.9	17.2
Profit (loss)	4.7	10.1	3.3	3.2	2.1	98.4	4.8	10.4	3.3	3.2	2.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**  
 (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  

$$\text{Value in each cell} = \frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100 \text{ for each quartile.}$$
  
 (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100 \text{ for each quartile.}$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**  
 Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.  
 Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.  
**How to use the tables**  
 (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**  
 SIC 5210 - Wholesale Food  
 Businesses primarily engaged in wholesale dealing in confectionery, frozen foods (packaged), dairy products, poultry and eggs, fish and seafood, fresh fruits and vegetables, meat and meat products or other specialty lines of food.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	790				
Low sales value (\$000's)	(1)	(1)	188	473	981
High sales value (\$000's)	(1)	188	473	381	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	46	9	19	46	110
Inventory	-	-	-	-	-
Other current assets	80	25	39	33	172
Total current assets	126	35	59	129	282
Fixed assets	48	20	31	53	89
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	16	9	4	26	24
<b>Total assets</b>	<b>190</b>	<b>64</b>	<b>94</b>	<b>208</b>	<b>394</b>
<b>Liabilities and equity</b>					
Current loans	21	7	10	16	50
Other current liabilities	77	25	41	82	158
Total current liabilities	97	32	51	99	208
Mortgages payable	-	-	-	-	-
Long term debt	3	1	1	3	8
Other liabilities	42	20	31	42	76
<b>Total liabilities</b>	<b>143</b>	<b>53</b>	<b>82</b>	<b>144</b>	<b>292</b>
<b>Total equity</b>	<b>47</b>	<b>11</b>	<b>12</b>	<b>64</b>	<b>102</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Food (SIC 521)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	790				
Low sales value (\$000's)	(1)	(1)	188	473	981
High sales value (\$000's)	(1)	188	473	981	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.1	1.2	1.3	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.0	4.9	7.0	2.3	2.9
Interest coverage ratio (times)	3.5	1.2	1.5	3.5	4.3
Debt ratio (times)	0.8	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Food (SIC 521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	347				
Low sales value (\$000's)	(1)	(1)	239	555	1,040
High sales value (\$000's)	(1)	239	555	1,040	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	-1	11	19	32
Depreciation	11	4	7	14	20
Other	-11	12	-8	-12	-33
<b>Dividends</b>	-6	-1	-7	-10	-7
<b>Investment activities</b>					
Disposal of fixed assets	6	3	5	11	4
Purchase of fixed assets	-29	-17	-29	-24	-44
Increase in investment	-6	-4	-1	-13	-6
Decrease in investment	1	2	-	3	1
<b>Financing activities</b>					
Increase in long term debt	16	11	14	12	26
Repayment of long term debt	-8	-3	-5	-6	-17
Loans from shareholders	11	7	14	6	16
Repayment of loans from shareholders	-9	-8	-6	-6	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	4	-	10
Decrease in equity	-	-	-1	-1	-
Other	-	-	1	-	1
Increase(decrease) in cash & equivalents	-4	5	-1	-7	-13
Cash & equivalents-Beginning of the year	13	16	17	23	-5
Cash & equivalents - End of the year	9	22	16	16	-18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Food (SIC 521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,288</b>	<b>1,390,784</b>	<b>75.746</b>	<b>618</b>	<b>389</b>
less than 20	3,563	256,406	13,008	549	344
20 - 99	519	299,439	15,462	44	28
100 - 499	166	257,470	12,888	20	15
500 and over	40	577,469	34,388	5	2
<b>1987</b>					
<b>Total</b>	<b>4,714</b>	<b>1,722,899</b>	<b>81.879</b>	<b>770</b>	<b>...</b>
less than 20	3,947	329,589	14,110	699	...
20 - 99	549	378,734	16,245	36	...
100 - 499	163	339,488	14,545	19	...
500 and over	55	675,088	36,979	16	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

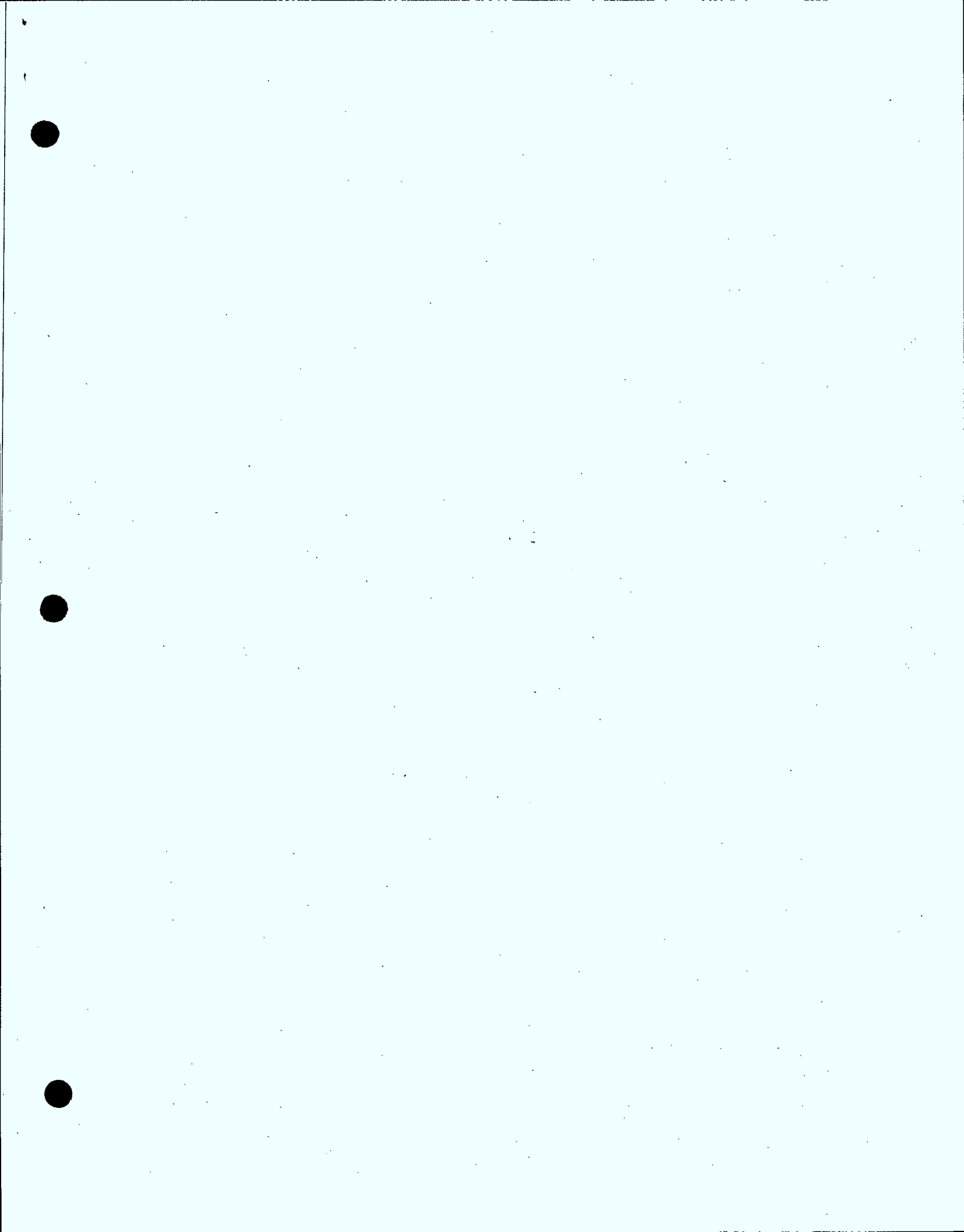
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Food (SIC 521)

	Total <sup>(1)</sup>	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	912				
Average sales \$	444,923	73,553	199,913	414,309	1,091,418
Average expense \$	431,958	65,723	190,560	402,470	1,069,078
Average net profit (loss) \$	12,965	7,830	9,353	12,339	22,340
Businesses reporting a profit (No.)	780				
Average sales \$	460,152	78,400	208,640	421,325	1,132,244
Average expense \$	435,410	67,870	192,852	394,225	1,086,693
Average net profit \$	24,742	10,530	15,788	27,100	45,551
Businesses reporting a loss (No.)	132				
Average sales \$	401,707	52,258	173,000	393,817	987,752
Average expense \$	423,292	56,295	183,493	429,033	1,024,348
Average net loss \$	-21,585	-4,037	-10,493	-35,216	-36,596
<b>1986</b>					
Number of observations in sample	946				
Average sales \$	512,676	54,150	196,296	504,735	1,295,523
Average expense \$	499,852	49,668	188,138	494,958	1,265,842
Average net profit (loss) \$	13,024	4,482	8,158	9,777	29,681
Businesses reporting a profit (No.)	784				
Average sales \$	519,105	60,089	204,110	522,742	1,289,480
Average expense \$	489,518	48,202	189,859	500,773	1,219,236
Average net profit \$	29,587	11,887	14,251	21,969	70,244
Businesses reporting a loss (No.)	162				
Average sales \$	495,327	45,046	168,651	460,571	1,307,039
Average expense \$	517,327	51,916	182,047	480,695	1,354,651
Average net loss \$	-22,000	-6,870	-13,396	-20,124	-47,612
<b>1987</b>					
Number of observations in sample	1,309				
Average sales \$	482,666	57,169	191,831	459,688	1,221,977
Average expense \$	468,613	50,332	184,421	445,445	1,194,252
Average net profit (loss) \$	14,053	6,837	7,410	14,243	27,725
Businesses reporting a profit (No.)	951				
Average sales \$	489,627	57,819	191,937	454,297	1,254,454
Average expense \$	464,338	44,305	173,994	428,695	1,210,358
Average net profit \$	25,289	13,514	17,943	25,602	44,096
Businesses reporting a loss (No.)	358				
Average sales \$	460,562	55,473	191,600	476,921	1,118,254
Average expense \$	478,759	66,068	207,159	498,995	1,142,813
Average net loss \$	-18,197	-10,595	-15,559	-22,074	-24,559

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# WHOLESALE GENERAL MERCHANDISE

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	177					
Low sales value (\$000's)	(1)	(1)	37	63	108	
High sales value (\$000's)	(1)	37	63	108	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	12.0	4.3	13.9	5.8	24.0	23.9	50.2	22.1	49.0	56.8	61.8
Occupancy expenses	9.3	15.1	8.9	7.6	6.1	95.2	9.7	15.6	9.0	7.6	7.2
Depreciation	3.4	6.8	3.9	2.0	1.3	71.1	4.8	9.9	5.1	2.9	1.8
Repairs & maintenance	1.0	0.6	1.7	1.3	0.4	30.4	3.2	2.2	4.7	3.5	1.7
Heat, light & telephone	3.0	5.6	2.4	2.1	1.9	65.7	4.5	7.4	4.2	3.8	2.6
Rent	1.9	2.1	0.9	2.2	2.5	48.3	4.0	5.9	3.6	3.2	4.1
Personnel expenses	12.3	2.0	10.0	17.2	18.7	53.5	23.0	8.6	21.7	26.0	25.1
Financial expenses	2.0	1.3	3.0	1.4	2.3	75.1	2.7	1.5	4.2	2.3	3.0
Interest & bank charges	1.2	0.8	2.4	0.7	1.0	48.2	2.5	3.2	3.8	1.8	1.6
Professional fees	0.8	0.5	0.6	0.7	1.3	65.8	1.2	0.6	1.3	1.1	1.8
Other expenses	26.6	25.7	32.9	24.0	24.4	99.9	26.6	25.8	32.9	24.0	24.4
Profit (loss)	37.8	51.7	31.3	44.1	24.4	98.8	38.3	51.7	31.3	46.0	24.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented, for comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 5980 - Wholesale General Merchandise**

Businesses primarily engaged in wholesale dealing in a diversified line of household merchandise of which hardware, foods, clothing, sporting goods, toys and games tend to be the most important, but no line is sufficiently important to constitute a primary activity.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	85				
Low sales value (\$000's)	(1)	(1)	68	110	274
High sales value (\$000's)	(1)	68	110	274	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	7	2	17	69
Inventory	-	-	-	-	-
Other current assets	75	68	12	51	168
Total current assets	99	75	14	68	237
Fixed assets	21	33	3	11	39
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	29	2	20	35	58
<b>Total assets</b>	<b>149</b>	<b>110</b>	<b>37</b>	<b>114</b>	<b>334</b>
<b>Liabilities and equity</b>					
Current loans	12	5	2	5	35
Other current liabilities	70	13	17	42	204
Total current liabilities	82	18	20	47	239
Mortgages payable	-	-	-	-	-
Long term debt	1	-	2	-	2
Other liabilities	19	18	3	3	54
<b>Total liabilities</b>	<b>102</b>	<b>35</b>	<b>25</b>	<b>50</b>	<b>295</b>
<b>Total equity</b>	<b>47</b>	<b>75</b>	<b>12</b>	<b>64</b>	<b>40</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Wholesale General Merchandise (SIC 598)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	85				
Low sales value (\$000's)	(1)	(1)	68	110	274
High sales value (\$000's)	(1)	68	110	274	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	4.2	0.7	1.4	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.2	0.5	2.1	0.8	7.4
Interest coverage ratio (times)	11.8	20.6	11.1	31.9	6.8
Debt ratio (times)	0.7	0.3	0.7	0.4	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	17				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	20	--	--	--	--
Depreciation	9	--	--	--	--
Other	-41	--	--	--	--
<b>Dividends</b>	-15	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	10	--	--	--	--
Purchase of fixed assets	-23	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	6	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	10	--	--	--	--
Repayment of long term debt	-7	--	--	--	--
Loans from shareholders	2	--	--	--	--
Repayment of loans from shareholders	-13	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	1	--	--	--	--
Increase(decrease) in cash & equivalents	-43	--	--	--	--
Cash & equivalents-Beginning of the year	13	--	--	--	--
Cash & equivalents - End of the year	-30	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale General Merchandise (SIC 598)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>312</b>	<b>20,737</b>	<b>1,211</b>	<b>65</b>	<b>45</b>
less than 20	293	11,410	648	64	45
20 - 99	9	4,940	297	-	-
100 - 499	10	4,387	266	1	-
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>424</b>	<b>41,377</b>	<b>2,131</b>	<b>126</b>	<b>...</b>
less than 20	390	16,745	859	119	...
20 - 99	23	13,927	717	7	...
100 - 499	11	10,705	555	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale General Merchandise (SIC 598)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	156				
Average sales \$	110,744	32,523	46,889	71,366	292,198
Average expense \$	90,209	22,454	33,621	50,400	254,361
Average net profit (loss) \$	20,535	10,069	13,268	20,966	37,837
Businesses reporting a profit (No.)	142				
Average sales \$	116,210	32,596	48,690	72,078	311,474
Average expense \$	90,357	21,913	32,401	44,069	263,043
Average net profit \$	25,853	10,683	16,289	28,009	48,431
Businesses reporting a loss (No.)	14				
Average sales \$	81,350	27,971	37,848	66,786	192,796
Average expense \$	99,240	56,541	39,744	91,088	209,587
Average net loss \$	-17,890	-28,570	-1,896	-24,302	-16,791
<b>1986</b>					
Number of observations in sample	146				
Average sales \$	138,428	30,801	59,477	106,681	356,751
Average expense \$	118,955	29,413	37,867	81,819	326,720
Average net profit (loss) \$	19,473	1,388	21,610	24,862	30,031
Businesses reporting a profit (No.)	125				
Average sales \$	124,063	29,272	59,584	100,593	306,804
Average expense \$	93,334	16,270	37,482	65,122	254,463
Average net profit \$	30,729	13,002	22,102	35,471	52,341
Businesses reporting a loss (No.)	21				
Average sales \$	179,853	33,321	52,486	121,998	511,606
Average expense \$	197,212	51,071	63,201	123,831	550,745
Average net loss \$	-17,359	-17,750	-10,715	-1,833	-39,139
<b>1987</b>					
Number of observations in sample	205				
Average sales \$	113,247	28,795	46,648	78,321	299,225
Average expense \$	85,451	15,098	26,493	47,220	252,991
Average net profit (loss) \$	27,796	13,697	20,155	31,101	46,234
Businesses reporting a profit (No.)	162				
Average sales \$	114,051	28,706	46,937	77,659	302,903
Average expense \$	78,517	14,809	17,401	42,878	238,980
Average net profit \$	35,534	13,897	29,536	34,781	63,923
Businesses reporting a loss (No.)	43				
Average sales \$	112,599	35,001	45,411	84,082	285,900
Average expense \$	122,345	35,201	65,451	84,983	303,745
Average net loss \$	-9,746	-200	-20,040	-901	-17,845

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





**TABLE 1. Selected operating ratios, in percent of sales, 1987**  
**Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	537					
Low sales value (\$000's)	(1)	(1)	129	337	315	
High sales value (\$000's)	(1)	129	337	315	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.9	32.8	46.1	54.2	54.5	85.2	55.1	49.8	51.9	57.3	59.7
Occupancy expenses	6.4	9.9	6.5	5.3	3.9	96.6	6.6	10.2	6.8	5.6	3.9
Depreciation	1.8	3.2	1.6	1.5	1.1	86.3	2.1	4.7	1.8	1.6	1.1
Repairs & maintenance	0.5	0.7	0.5	0.4	0.3	47.0	1.0	1.8	1.2	0.8	0.6
Heat, light & telephone	1.9	3.0	1.9	1.6	1.2	86.3	2.2	3.6	2.2	1.9	1.3
Rent	2.2	3.0	2.5	1.8	1.3	69.1	3.1	5.2	3.8	2.4	1.7
Personnel expenses	19.5	25.4	18.2	18.5	15.9	91.2	21.4	30.9	20.1	19.5	16.5
Financial expenses	2.6	4.5	2.8	1.7	1.5	96.5	2.7	4.8	2.9	1.8	1.5
Interest & bank charges	1.3	2.0	1.3	1.0	0.9	79.7	1.6	2.7	1.6	1.3	1.0
Professional fees	1.3	2.5	1.6	0.6	0.6	91.4	1.5	2.9	1.7	0.7	0.6
Other expenses	20.6	26.2	20.1	16.2	19.9	100.0	20.6	26.2	20.1	16.2	19.9
Profit (loss)	4.0	1.2	6.3	4.2	4.2	97.9	4.1	1.3	6.4	4.2	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**  
 - zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 5731 - Wholesale Industrial Machinery, Equipment and Supplies**

Businesses primarily engaged in wholesale dealing in any type of new and used industrial machinery, equipment, supplies and parts, including non-electric powerhouse and power transmission equipment, materials handling equipment and industrial tractors. This industry also includes wholesale chemical industries machinery, equipment and supplies; wholesale compressors and vacuum pumps; wholesale conveying equipment (except farm); wholesale elevating machinery (except farm); wholesale food and beverage processing machinery; wholesale foundry machinery and equipment; wholesale hoisting machinery and equipment (except construction and forestry); wholesale industrial furnaces, kilns and ovens; wholesale industrial machinery, equipment and supplies; wholesale lift trucks (except construction and forestry); wholesale mechanical and power transmission equipment; wholesale metal working machinery; wholesale power plant machinery; wholesale power transmission equipment (except electrical); wholesale powerhouse equipment (except electrical); wholesale printing and lithographing industries machinery; wholesale pulp and paper industry machinery; wholesale industrial pumps; wholesale textile industries machinery, equipment and supplies and wholesale welding and machinery.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	159	393	914
High sales value (\$000's)	(1)	159	393	914	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	89	16	41	91	209
Inventory	-	-	-	-	-
Other current assets	133	32	66	155	278
Total current assets	223	48	108	245	488
Fixed assets	40	12	45	30	72
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	14	10	12	13
<b>Total assets</b>	<b>275</b>	<b>74</b>	<b>163</b>	<b>287</b>	<b>573</b>
<b>Liabilities and equity</b>					
Current loans	29	9	10	27	72
Other current liabilities	112	19	48	132	250
Total current liabilities	142	28	58	158	322
Mortgages payable	-	-	-	-	-
Long term debt	4	1	3	5	6
Other liabilities	45	24	49	50	56
<b>Total liabilities</b>	<b>191</b>	<b>52</b>	<b>111</b>	<b>214</b>	<b>385</b>
<b>Total equity</b>	<b>84</b>	<b>21</b>	<b>52</b>	<b>74</b>	<b>188</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	159	393	914
High sales value (\$000's)	(1)	159	393	914	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.7	1.9	1.5	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	2.4	2.1	2.9	2.0
Interest coverage ratio (times)	5.2	0.3	6.6	3.1	6.6
Debt ratio (times)	0.7	0.7	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	292				
Low sales value (\$000's)	(1)	(1)	238	448	1,001
High sales value (\$000's)	(1)	238	448	1,001	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	10	9	24	54
Depreciation	9	5	5	8	17
Other	-19	-7	-11	-25	-32
<b>Dividends</b>	-8	-2	-6	-7	-18
<b>Investment activities</b>					
Disposal of fixed assets	6	3	1	8	11
Purchase of fixed assets	-19	-12	-8	-13	-41
Increase in investment	-3	-7	-1	-1	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	11	10	4	8	20
Repayment of long term debt	-7	-2	-3	-5	-18
Loans from shareholders	8	8	3	11	11
Repayment of loans from shareholders	-8	-12	-3	-4	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	9	-	1	-	33
Decrease in equity	-8	-	-	-2	-29
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-7	-7	2	-7
Cash & equivalents-Beginning of the year	15	51	8	-2	5
Cash & equivalents - End of the year	11	44	1	-	-2

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,187</b>	<b>760,863</b>	<b>31,983</b>	<b>399</b>	<b>275</b>
less than 20	2,400	239,841	10,237	327	230
20 - 99	579	272,845	11,537	47	38
100 - 499	198	210,464	8,678	24	7
500 and over	10	37,713	1,531	1	-
<b>1987</b>					
<b>Total</b>	<b>3,497</b>	<b>982,370</b>	<b>34,972</b>	<b>436</b>	<b>...</b>
less than 20	2,625	312,494	11,178	358	...
20 - 99	639	377,361	13,463	60	...
100 - 499	221	253,979	8,975	17	...
500 and over	12	38,536	1,356	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

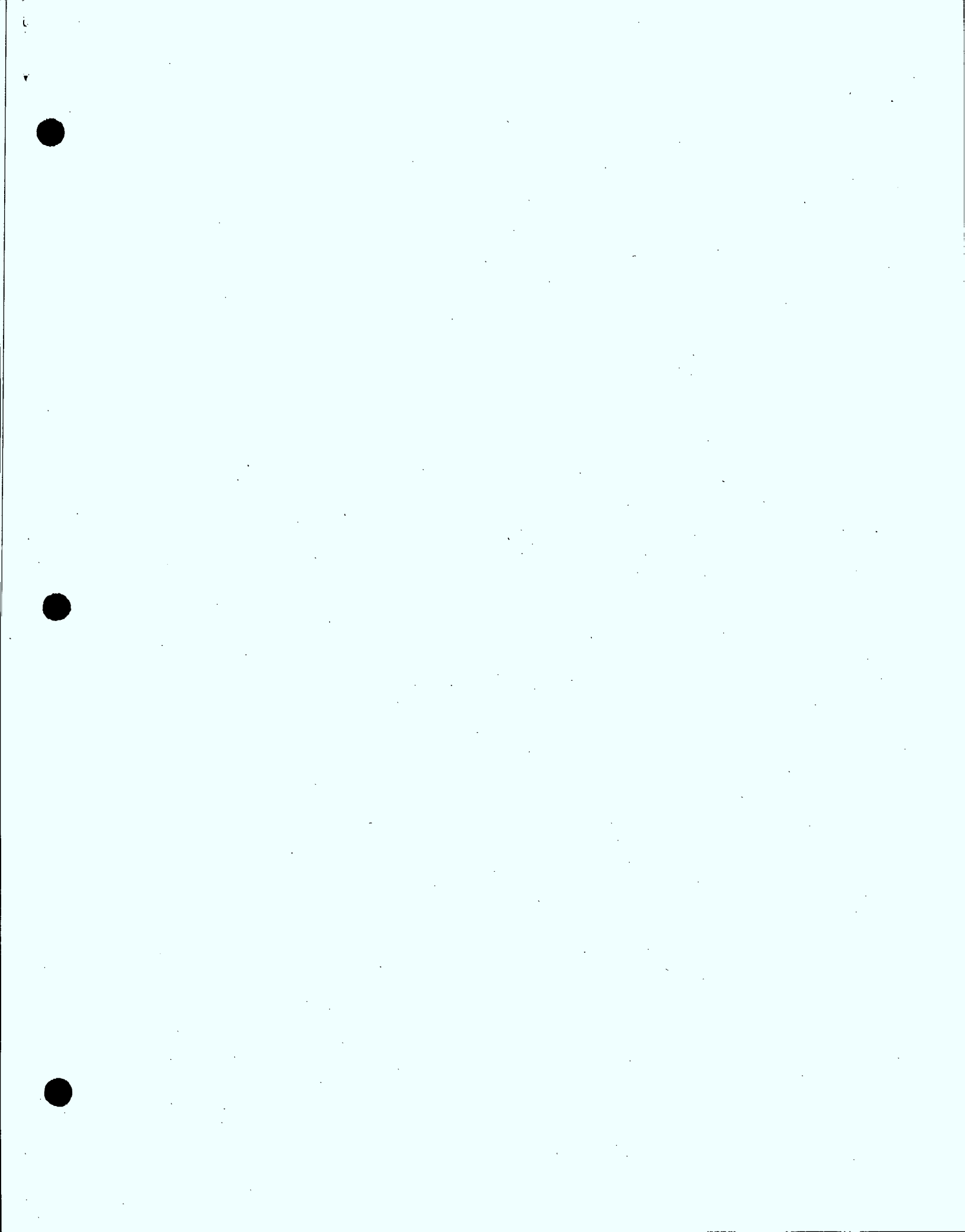
See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	240				
Average sales \$	597,164	79,713	321,755	687,196	1,299,991
Average expense \$	571,612	83,122	291,401	673,189	1,238,737
Average net profit (loss) \$	25,552	-3,409	30,354	14,007	61,254
Businesses reporting a profit (No.)	206				
Average sales \$	606,739	88,495	326,733	699,352	1,312,375
Average expense \$	561,358	78,142	293,346	651,699	1,222,243
Average net profit \$	45,381	10,353	33,387	47,653	90,132
Businesses reporting a loss (No.)	34				
Average sales \$	551,439	69,305	252,216	657,517	1,226,717
Average expense \$	603,806	89,025	264,218	725,657	1,336,325
Average net loss \$	-52,367	-19,720	-12,002	-68,140	-109,608
<b>1986</b>					
Number of observations in sample	292				
Average sales \$	539,706	70,988	246,985	545,882	1,294,970
Average expense \$	514,161	64,206	227,033	518,973	1,246,431
Average net profit (loss) \$	25,545	6,782	19,952	26,909	48,539
Businesses reporting a profit (No.)	242				
Average sales \$	544,558	70,919	247,950	554,354	1,305,008
Average expense \$	503,327	58,095	220,322	514,050	1,220,842
Average net profit \$	41,231	12,824	27,628	40,304	84,166
Businesses reporting a loss (No.)	50				
Average sales \$	520,864	71,388	243,232	508,932	1,259,902
Average expense \$	557,224	99,495	253,130	540,443	1,335,828
Average net loss \$	-36,360	-28,107	-9,898	-31,511	-75,926
<b>1987</b>					
Number of observations in sample	649				
Average sales \$	531,786	68,654	222,911	515,845	1,319,732
Average expense \$	508,545	67,371	214,099	495,574	1,257,134
Average net profit (loss) \$	23,241	1,283	8,812	20,271	62,598
Businesses reporting a profit (No.)	473				
Average sales \$	536,740	73,168	228,527	514,708	1,330,557
Average expense \$	494,241	62,790	198,981	471,747	1,243,446
Average net profit \$	42,499	10,378	29,546	42,961	87,111
Businesses reporting a loss (No.)	176				
Average sales \$	512,363	61,623	213,529	518,883	1,255,415
Average expense \$	552,883	74,506	239,354	559,212	1,338,459
Average net loss \$	-40,520	-12,883	-25,825	-40,329	-83,044

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# WHOLESALE LUMBER AND BUILDING MATERIALS

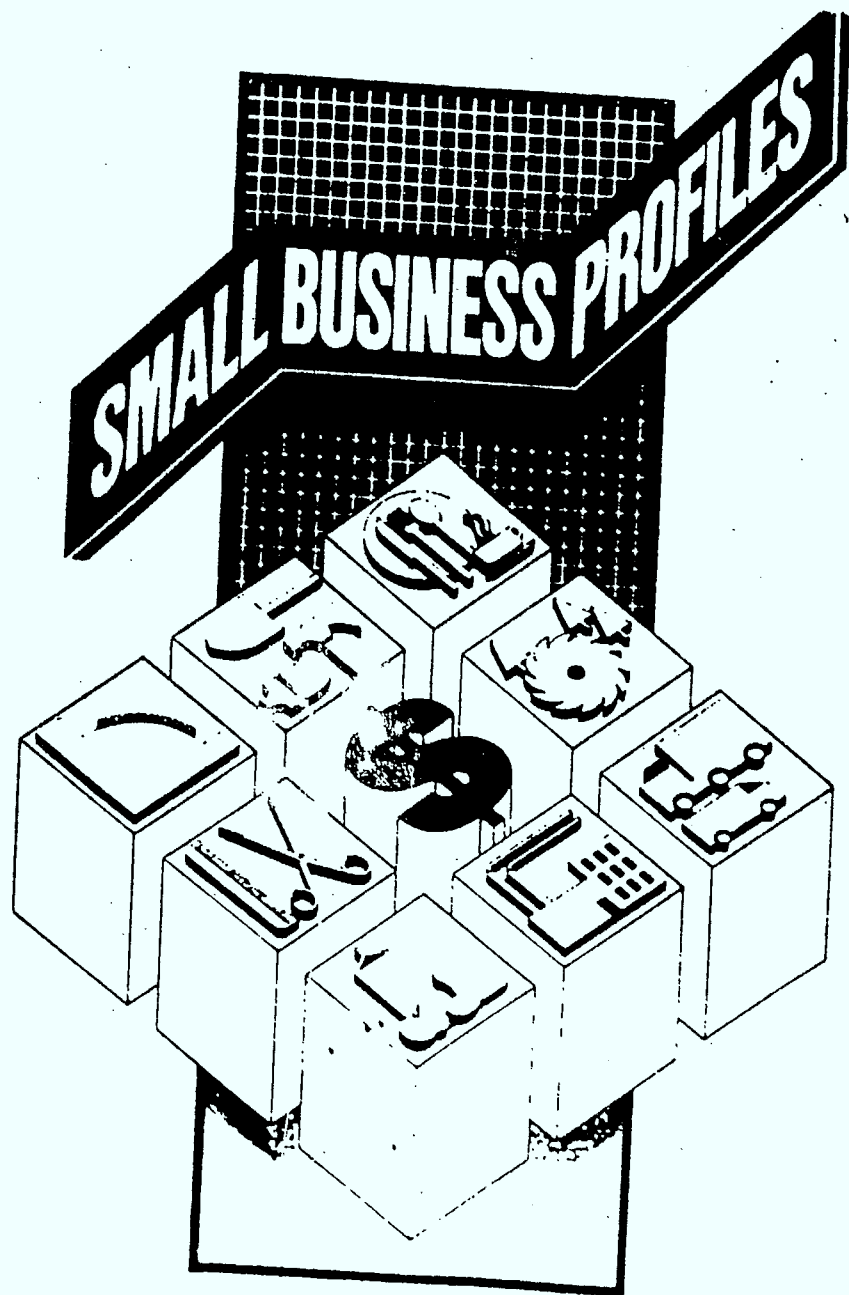
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## CANADA

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### 1987

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SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	990										
Low sales value (\$000's)	(1)	(1)	169		440			440		954	954
High sales value (\$000's)	(1)	(1)	169		440			954		954	(1)
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.6	43.3	54.9	62.0	66.3	89.0	63.7	59.5	60.4	64.5	69.0
Occupancy expenses	5.3	7.8	5.8	4.5	3.2	95.5	5.6	9.1	5.8	4.6	3.2
Depreciation	1.6	2.4	1.8	1.3	1.1	84.7	1.9	3.7	2.1	1.3	1.1
Repairs & maintenance	1.0	1.4	1.0	0.9	0.5	62.0	1.6	3.7	1.7	1.3	0.7
Heat, light & telephone	1.2	1.7	1.2	1.0	0.7	85.3	1.4	2.7	1.4	1.0	0.8
Rent	1.5	2.2	1.7	1.3	0.9	58.3	2.7	5.5	2.8	2.0	1.4
Personnel expenses	13.5	12.8	15.4	14.0	11.7	91.0	14.8	17.1	16.9	14.2	11.8
Financial expenses	2.0	2.3	2.4	1.6	1.7	96.1	2.1	2.6	2.5	1.6	1.7
Interest & bank charges	1.4	1.2	1.7	1.2	1.3	82.0	1.6	1.9	2.0	1.3	1.5
Professional fees	0.7	1.1	0.7	0.4	0.4	90.1	0.7	1.5	0.8	0.5	0.4
Other expenses	19.4	29.6	19.1	15.1	14.0	100.0	19.4	29.6	19.1	15.1	14.0
Profit (loss)	3.1	4.2	2.4	2.8	3.1	98.8	3.2	4.2	2.5	2.9	3.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 5630 - Wholesale Lumber and Building Materials

Businesses primarily engaged in dealing in lumber, plywood and millwork; paint, glass and wallpaper; and other building materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	860				
Low sales value (\$000's)	(1)	(1)	257	574	1,094
High sales value (\$000's)	(1)	257	574	1,094	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	71	14	39	83	147
Inventory	-	-	-	-	-
Other current assets	150	46	80	177	294
Total current assets	220	60	119	261	441
Fixed assets	64	19	49	73	113
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	12	14	16	40
<b>Total assets</b>	<b>305</b>	<b>91</b>	<b>183</b>	<b>349</b>	<b>594</b>
<b>Liabilities and equity</b>					
Current loans	40	10	21	49	80
Other current liabilities	96	33	62	116	172
Total current liabilities	136	42	84	165	253
Mortgages payable	-	-	-	-	-
Long term debt	6	2	4	9	11
Other liabilities	67	23	47	84	115
<b>Total liabilities</b>	<b>210</b>	<b>67</b>	<b>135</b>	<b>258</b>	<b>378</b>
<b>Total equity</b>	<b>95</b>	<b>23</b>	<b>48</b>	<b>92</b>	<b>216</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	860				
Low sales value (\$000's)	(1)	(1)	257	574	1,094
High sales value (\$000's)	(1)	257	574	1,094	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.4	1.6	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.2	2.9	2.8	2.8	1.8
Interest coverage ratio (times)	3.1	0.7	2.4	3.0	3.6
Debt ratio (times)	0.7	0.7	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	520				
Low sales value (\$000's)	(1)	(1)	302	627	1,144
High sales value (\$000's)	(1)	302	627	1,144	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	22	9	9	19	51
Depreciation	10	4	8	12	16
Other	-12	-3	5	-19	-33
<b>Dividends</b>	-5	-3	-2	-6	-9
<b>Investment activities</b>					
Disposal of fixed assets	6	9	4	5	7
Purchase of fixed assets	-23	-8	-25	-23	-38
Increase in investment	-5	-13	-1	-1	-6
Decrease in investment	3	1	-	3	6
<b>Financing activities</b>					
Increase in long term debt	15	4	15	18	21
Repayment of long term debt	-10	-2	-12	-12	-14
Loans from shareholders	8	4	5	13	8
Repayment of loans from shareholders	-9	-10	-4	-11	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	2	2	-	4	1
Decrease in equity	-1	-	-	-2	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-7	2	-	-4
Cash & equivalents-Beginning of the year	-6	-8	-2	-6	-23
Cash & equivalents - End of the year	-8	1	-	-7	-27

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>4,712</b>	<b>1,058,695</b>	<b>55,881</b>	<b>522</b>	<b>321</b>
less than 20	3,970	358,825	18,859	457	280
20 - 99	578	327,424	17,332	45	36
100 - 499	113	179,459	9,449	10	5
500 and over	51	192,987	10,241	10	-
<b>1987</b>					
<b>Total</b>	<b>4,957</b>	<b>1,499,069</b>	<b>68,494</b>	<b>636</b>	<b>...</b>
less than 20	4,041	449,057	20,532	580	...
20 - 99	721	508,097	23,157	41	...
100 - 499	145	327,807	15,012	13	...
500 and over	50	214,108	9,793	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	598				
Average sales \$	643,872	89,657	334,842	719,592	1,431,395
Average expense \$	619,717	100,544	298,328	693,388	1,386,008
Average net profit (loss) \$	24,155	-10,887	36,514	25,604	45,387
Businesses reporting a profit (No.)	475				
Average sales \$	654,028	89,465	344,482	727,060	1,455,104
Average expense \$	611,752	80,314	290,296	684,541	1,391,857
Average net profit \$	42,276	9,151	54,186	42,519	63,247
Businesses reporting a loss (No.)	123				
Average sales \$	594,271	89,947	301,321	692,406	1,293,409
Average expense \$	634,412	131,043	326,256	728,380	1,351,967
Average net loss \$	-40,141	-41,096	-24,935	-35,974	-58,558
<b>1986</b>					
Number of observations in sample	630				
Average sales \$	644,231	77,853	291,404	771,400	1,436,267
Average expense \$	623,033	65,993	277,782	749,099	1,399,258
Average net profit (loss) \$	21,198	11,860	13,622	22,301	37,009
Businesses reporting a profit (No.)	495				
Average sales \$	647,679	71,283	296,482	774,674	1,448,277
Average expense \$	613,225	52,817	271,150	736,709	1,392,222
Average net profit \$	34,454	18,466	25,332	37,965	56,055
Businesses reporting a loss (No.)	135				
Average sales \$	631,500	95,428	277,797	761,207	1,391,568
Average expense \$	652,478	101,239	295,555	787,679	1,425,440
Average net loss \$	-20,978	-5,811	-17,758	-26,472	-33,872
<b>1987</b>					
Number of observations in sample	1,202				
Average sales \$	609,791	85,315	299,084	678,659	1,376,107
Average expense \$	590,910	84,127	292,229	658,268	1,329,016
Average net profit (loss) \$	18,881	1,188	6,855	20,391	47,091
Businesses reporting a profit (No.)	867				
Average sales \$	613,917	79,595	299,604	680,022	1,396,445
Average expense \$	579,581	69,145	275,611	644,227	1,329,341
Average net profit \$	34,336	10,450	23,993	35,795	67,104
Businesses reporting a loss (No.)	335				
Average sales \$	587,990	96,502	298,120	674,027	1,283,309
Average expense \$	617,493	113,432	323,008	705,995	1,327,535
Average net loss \$	-29,503	-16,930	-24,888	-31,968	-44,226

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# WHOLESALE MOTOR VEHICLE PARTS AND ACCESSORIES

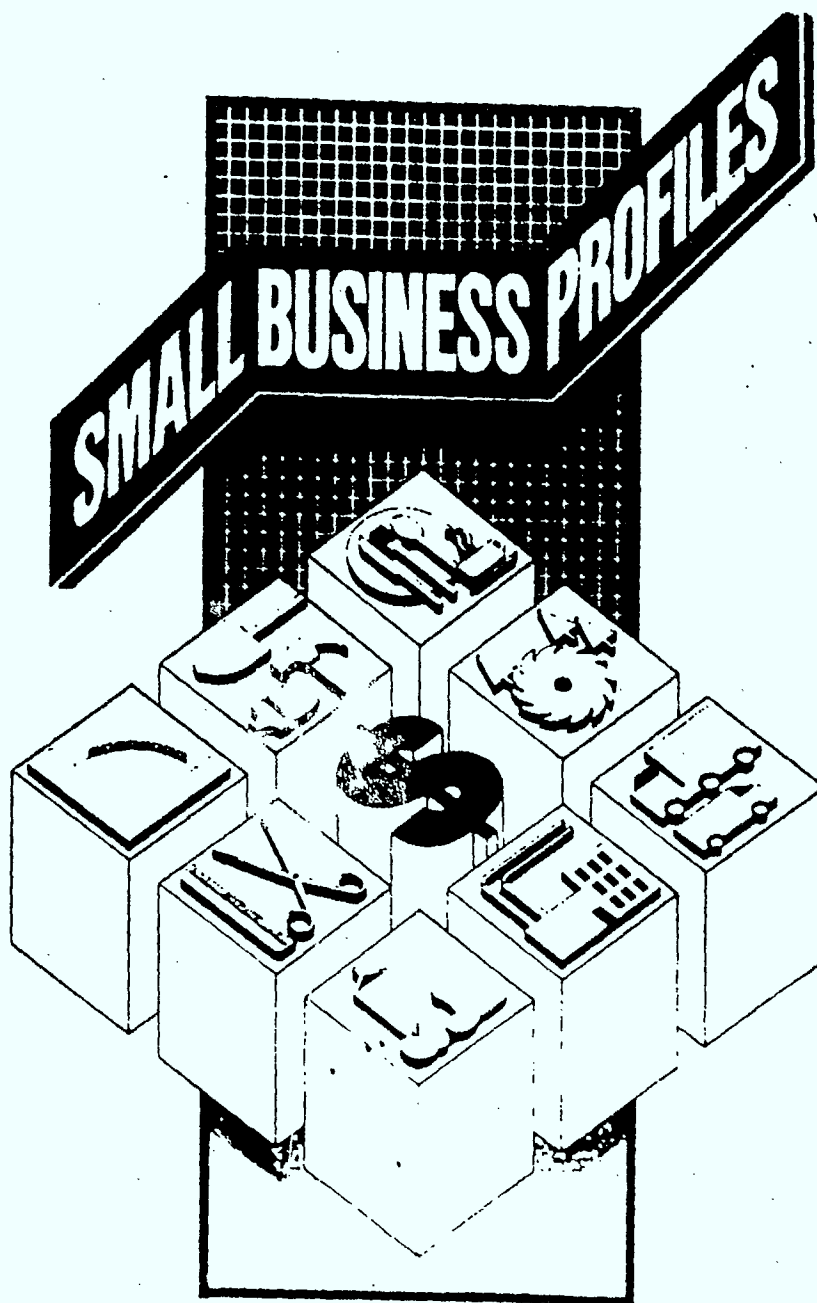
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## CANADA

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### 1987

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Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)					
Businesses in sample (No.)	631											
Low sales value (\$000's)	(1)	(1)	113									
High sales value (\$000's)	(1)	113	335									
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)					
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
	Percent of sales						Percent of sales					
Cost of sales	51.0	44.7	46.7	54.6	57.8	88.5	57.6	60.0	52.1	58.3	60.3	
Occupancy expenses	6.5	9.4	6.4	5.8	4.2	98.1	6.6	10.0	6.4	5.8	4.2	
Depreciation	1.5	1.9	1.7	1.5	1.1	86.4	1.8	2.9	1.9	1.6	1.2	
Repairs & maintenance	0.6	0.9	0.6	0.6	0.5	56.8	1.1	2.6	1.1	0.8	0.7	
Heat, light & telephone	1.7	2.2	1.7	1.7	1.2	88.9	1.9	3.0	2.0	1.7	1.2	
Rent	2.6	4.4	2.4	2.0	1.4	69.4	3.7	7.1	3.9	2.7	1.8	
Personnel expenses	17.8	14.6	20.9	19.1	16.6	90.7	19.6	21.3	22.0	19.1	16.8	
Financial expenses	2.6	3.9	2.4	2.4	1.6	93.8	2.7	4.8	2.5	2.4	1.6	
Interest & bank charges	1.8	2.7	1.6	1.8	1.2	82.3	2.2	4.0	2.0	1.9	1.3	
Professional fees	0.8	1.2	0.8	0.6	0.4	87.7	0.9	1.7	0.9	0.6	0.5	
Other expenses	20.5	27.4	22.1	16.6	16.2	100.0	20.5	27.4	22.1	16.6	16.2	
Profit (loss)	1.7	-	1.6	1.5	3.6	99.1	1.7	-	1.7	1.6	3.6	
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 5520 - Wholesale Motor Vehicle Parts and Accessories

Businesses primarily engaged in wholesale dealing in tires, tubes and other motor vehicle parts and accessories.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	569				
Low sales value (\$000's)	(1)	(1)	196	448	873
High sales value (\$000's)	(1)	196	448	873	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	62	12	30	67	137
Inventory	-	-	-	-	-
Other current assets	134	29	78	146	282
Total current assets	196	41	107	213	420
Fixed assets	49	18	38	53	85
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	5	13	10	23
<b>Total assets</b>	<b>257</b>	<b>64</b>	<b>158</b>	<b>277</b>	<b>527</b>
<b>Liabilities and equity</b>					
Current loans	34	5	21	38	71
Other current liabilities	83	21	50	98	161
Total current liabilities	117	26	71	135	233
Mortgages payable	-	-	-	-	-
Long term debt	6	4	7	6	8
Other liabilities	56	28	46	50	98
<b>Total liabilities</b>	<b>179</b>	<b>58</b>	<b>124</b>	<b>191</b>	<b>339</b>
<b>Total equity</b>	<b>79</b>	<b>6</b>	<b>34</b>	<b>86</b>	<b>189</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	569				
Low sales value (\$000's)	(1)	(1)	196	448	873
High sales value (\$000's)	(1)	196	448	873	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.6	1.5	1.6	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	10.4	3.7	2.2	1.8
Interest coverage ratio (times)	2.9	0.7	1.2	2.6	4.2
Debt ratio (times)	0.7	0.9	0.8	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	341				314
Low sales value (\$000's)	(1)	(1)	231	483	(1)
High sales value (\$000's)	(1)	231	433	314	(1)
Average (\$000's)					
Operating activities					
Cash from operations	17	-2	10	15	45
Depreciation	9	3	6	10	18
Other	-7	3	-6	-11	-15
Dividends	-9	-1	-4	-14	-16
Investment activities					
Disposal of fixed assets	6	3	9	4	10
Purchase of fixed assets	-19	-7	-13	-21	-33
Increase in investment	-1	-1	-	-	-3
Decrease in investment	1	1	-	-	1
Financing activities					
Increase in long term debt	11	-	11	9	23
Repayment of long term debt	-9	-2	-9	-7	-17
Loans from shareholders	11	8	3	21	11
Repayment of loans from shareholders	-10	-2	-3	-9	-24
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	1	-	-
Decrease in equity	-2	-2	-	-1	-5
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-1	2	3	-4	-5
Cash & equivalents-Beginning of the year	-7	7	-10	-1	-23
Cash & equivalents - End of the year	-8	9	-6	-5	-28

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	3,073	858,725	39,791	331	231
less than 20	2,536	248,369	11,514	292	192
20 - 99	364	205,890	9,643	29	29
100 - 499	145	220,333	10,186	10	9
500 and over	28	184,133	8,448	-	1
<b>1987</b>					
Total	3,164	1,062,221	42,961	329	...
less than 20	2,608	296,204	12,145	272	...
20 - 99	378	251,656	10,287	34	...
100 - 499	139	249,387	9,963	21	...
500 and over	39	264,974	10,566	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Motor Vehicle Parts and Accessories (SIC 552)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	241				
Average sales \$	558,369	123,083	313,259	568,246	1,231,289
Average expense \$	537,646	114,414	304,690	545,937	1,185,344
Average net profit (loss) \$	21,323	8,569	8,569	22,409	45,545
Businesses reporting a profit (No.)	209				
Average sales \$	562,895	134,214	317,850	581,241	1,218,274
Average expense \$	533,028	120,506	303,672	545,511	1,162,423
Average net profit \$	29,867	13,708	14,178	35,730	55,851
Businesses reporting a loss (No.)	32				
Average sales \$	552,875	76,588	285,584	511,552	1,337,777
Average expense \$	580,672	88,967	310,832	547,258	1,375,631
Average net loss \$	-27,797	-12,379	-25,248	-35,706	-37,854
<b>1986</b>					
Number of observations in sample	262				
Average sales \$	502,021	62,693	220,734	537,603	1,187,053
Average expense \$	487,869	57,125	219,189	523,927	1,151,235
Average net profit (loss) \$	14,152	5,568	1,545	13,676	35,818
Businesses reporting a profit (No.)	189				
Average sales \$	498,297	68,728	233,908	520,675	1,169,875
Average expense \$	468,593	58,181	221,386	487,358	1,107,446
Average net profit \$	29,704	10,547	12,522	33,317	62,429
Businesses reporting a loss (No.)	73				
Average sales \$	521,255	48,394	209,235	579,398	1,247,993
Average expense \$	548,172	54,622	217,272	614,219	1,306,576
Average net loss \$	-26,917	-6,228	-8,037	-34,821	-58,583
<b>1987</b>					
Number of observations in sample	725				
Average sales \$	498,892	65,601	217,127	515,697	1,197,141
Average expense \$	485,256	66,728	214,333	507,080	1,152,882
Average net profit (loss) \$	13,636	-1,127	2,794	8,617	44,259
Businesses reporting a profit (No.)	503				
Average sales \$	507,688	77,471	222,782	517,434	1,213,065
Average expense \$	478,840	61,920	207,570	492,172	1,153,699
Average net profit \$	28,848	15,551	15,212	25,262	59,366
Businesses reporting a loss (No.)	222				
Average sales \$	474,514	58,006	209,378	511,124	1,119,547
Average expense \$	497,163	69,805	223,601	546,344	1,148,900
Average net loss \$	-22,649	-11,799	-14,223	-35,220	-29,353

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# WHOLESALE PETROLEUM PRODUCTS

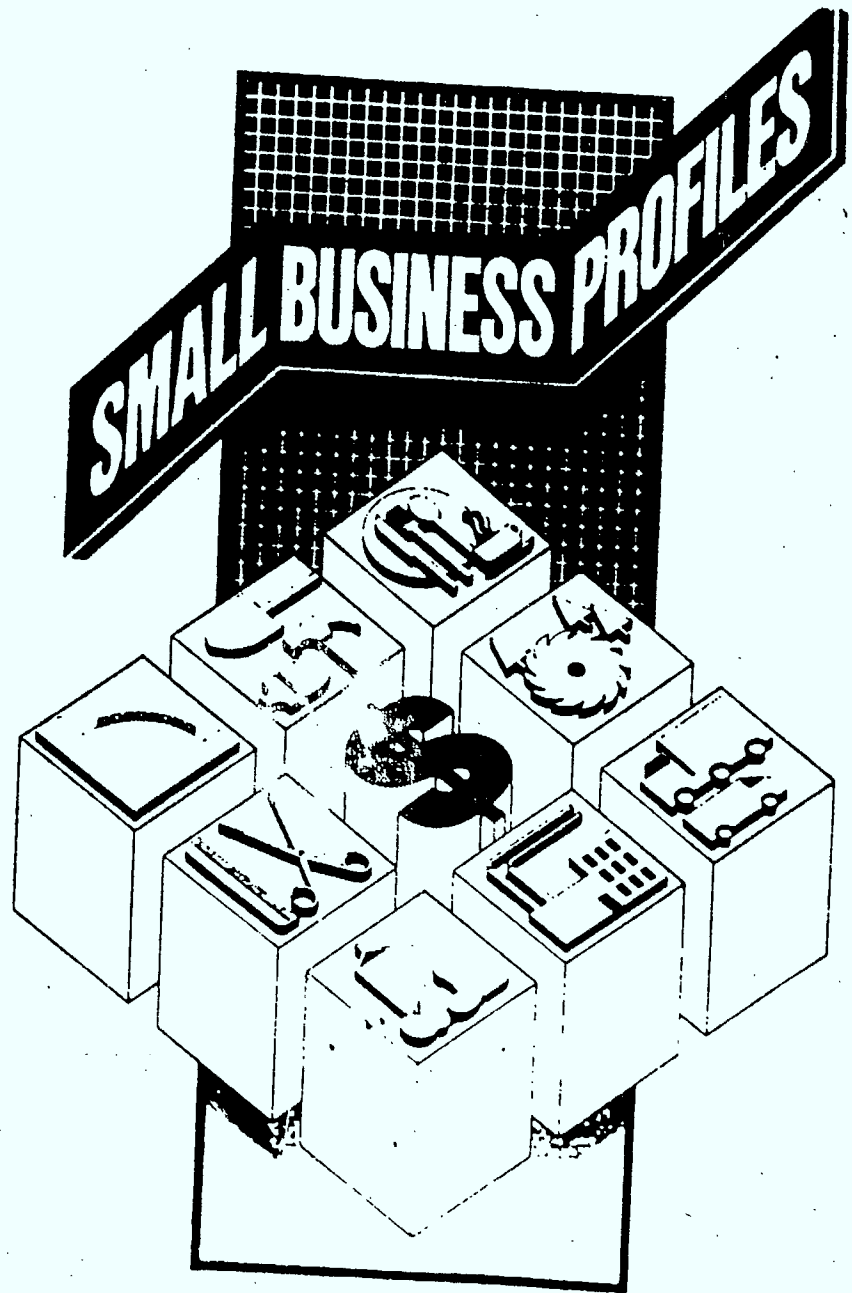
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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	820										
Low sales value (\$000's)	(1)	(1)	111	233	593						
High sales value (\$000's)	(1)	111	233	593	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.6	18.6	17.5	34.5	59.9	60.7	53.8	53.8	36.4	51.0	65.0
Occupancy expenses	10.3	14.1	13.1	9.3	4.5	98.3	10.5	14.6	13.4	9.4	4.6
Depreciation	4.9	6.1	7.1	4.4	1.9	92.6	5.3	7.1	7.7	4.7	2.0
Repairs & maintenance	3.0	5.4	2.8	2.6	1.3	72.9	4.1	8.0	3.9	3.6	1.6
Heat, light & telephone	1.5	1.4	2.3	1.4	0.6	86.9	1.7	2.2	2.5	1.5	0.7
Rent	0.9	1.2	0.9	0.9	0.6	44.4	2.1	3.4	3.0	1.9	1.0
Personnel expenses	23.0	22.1	31.5	26.7	11.8	92.4	24.9	25.5	34.8	27.4	12.4
Financial expenses	3.0	4.4	4.2	2.4	1.2	97.8	3.1	4.5	4.2	2.4	1.3
Interest & bank charges	2.1	3.2	2.8	1.7	0.8	83.7	2.5	4.3	3.4	1.9	0.9
Professional fees	0.9	1.2	1.4	0.6	0.4	89.1	1.0	1.5	1.5	0.7	0.4
Other expenses	21.7	23.0	25.5	19.7	18.9	100.0	21.7	23.0	25.5	19.7	18.9
Profit (loss)	9.3	17.8	8.2	7.4	3.8	97.6	9.5	18.0	8.8	7.5	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.  
Total weighted expenditure on a given item
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5111 - Wholesale Petroleum Products

Businesses primarily engaged in wholesale dealing in refined petroleum products. Businesses primarily engaged in dealing in fuel oil and liquefied petroleum gases are classified in this industry regardless of whether their sales are considered to be wholesale or retail. Included are businesses engaged in wholesale bulk tank station, wholesale diesel fuel, wholesale fuel oil, wholesale furnace oil, wholesale gasoline, wholesale heating oil, wholesale kerosene, wholesale liquefied petroleum gases, wholesale lubricating oils and greases, wholesale petroleum products and wholesale of refined petroleum products.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	630				
Low sales value (\$000's)	(1)	(1)	152	277	664
High sales value (\$000's)	(1)	152	277	664	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	59	9	44	69	115
Inventory	-	-	-	-	-
Other current assets	87	23	55	86	183
Total current assets	146	32	99	155	298
Fixed assets	81	31	102	84	105
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	30	11	21	24	65
<b>Total assets</b>	<b>257</b>	<b>74</b>	<b>222</b>	<b>264</b>	<b>467</b>
<b>Liabilities and equity</b>					
Current loans	26	6	28	31	41
Other current liabilities	76	21	46	70	166
Total current liabilities	102	27	74	100	208
Mortgages payable	-	-	-	-	-
Long term debt	9	4	11	10	12
Other liabilities	49	22	81	36	55
<b>Total liabilities</b>	<b>160</b>	<b>52</b>	<b>165</b>	<b>147</b>	<b>275</b>
<b>Total equity</b>	<b>97</b>	<b>21</b>	<b>57</b>	<b>117</b>	<b>192</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Petroleum Products (SIC 5111)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	630				
Low sales value (\$000's)	(1)	(1)	152	277	664
High sales value (\$000's)	(1)	152	277	664	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.2	1.3	1.6	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	2.4	2.9	1.3	1.4
Interest coverage ratio (times)	4.7	2.1	3.7	4.6	6.1
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	304				
Low sales value (\$000's)	(1)	(1)	196	344	783
High sales value (\$000's)	(1)	196	344	783	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	7	17	25	48
Depreciation	18	7	17	24	24
Other	-2	-5	-1	-	-3
<b>Dividends</b>	-7	-4	-6	-5	-13
<b>Investment activities</b>					
Disposal of fixed assets	13	11	15	12	14
Purchase of fixed assets	-33	-22	-29	-35	-48
Increase in investment	-6	-1	-3	-10	-10
Decrease in investment	3	1	1	3	6
<b>Financing activities</b>					
Increase in long term debt	16	13	11	21	18
Repayment of long term debt	-12	-7	-11	-16	-14
Loans from shareholders	6	4	7	7	7
Repayment of loans from shareholders	-9	-6	-10	-13	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	2	-	-	5	3
Decrease in equity	-1	-	-1	-	-3
Other	-1	-	-1	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	10	-2	6	16	22
Cash & equivalents-Beginning of the year	9	3	-1	2	31
Cash & equivalents - End of the year	19	-	5	17	52

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Petroleum Products (SIC 5111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>3,356</b>	<b>413,678</b>	<b>17,764</b>	<b>345</b>	<b>227</b>
less than 20	3,228	204,829	8,706	324	222
20 - 99	92	60,302	2,608	16	4
100 - 499	15	25,844	1,282	1	-
500 and over	21	122,703	5,168	4	1
<b>1987</b>					
<b>Total</b>	<b>3,245</b>	<b>528,657</b>	<b>20,780</b>	<b>318</b>	<b>...</b>
less than 20	3,055	246,916	9,666	289	...
20 - 99	122	93,996	3,836	13	...
100 - 499	42	36,488	1,562	15	...
500 and over	26	151,257	5,916	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Petroleum Products (SIC 5111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	494				
Average sales \$	467,146	67,790	175,410	447,788	1,177,597
Average expense \$	442,769	53,440	160,901	422,423	1,134,303
Average net profit (loss) \$	24,377	14,350	14,509	25,355	43,294
Businesses reporting a profit (No.)	443				
Average sales \$	466,921	68,731	173,688	448,042	1,177,224
Average expense \$	435,200	51,372	155,376	412,377	1,121,676
Average net profit \$	31,721	17,359	18,312	35,665	55,548
Businesses reporting a loss (No.)	51				
Average sales \$	468,751	60,540	189,058	445,661	1,179,743
Average expense \$	496,902	69,370	204,676	506,721	1,206,839
Average net loss \$	-28,151	-8,830	-15,618	-61,060	-27,096
<b>1986</b>					
Number of observations in sample	523				
Average sales \$	416,340	61,171	161,027	335,110	1,108,051
Average expense \$	400,011	46,123	148,578	315,923	1,089,419
Average net profit (loss) \$	16,329	15,048	12,449	19,187	18,632
Businesses reporting a profit (No.)	454				
Average sales \$	416,786	61,090	158,180	349,253	1,098,622
Average expense \$	390,463	45,950	137,910	321,226	1,056,764
Average net profit \$	26,323	15,140	20,270	28,027	41,858
Businesses reporting a loss (No.)	69				
Average sales \$	419,677	83,600	167,319	294,331	1,133,456
Average expense \$	436,009	93,847	172,152	300,632	1,177,403
Average net loss \$	-16,332	-10,247	-4,833	-6,301	-43,947
<b>1987</b>					
Number of observations in sample	987				
Average sales \$	423,802	62,398	165,732	368,507	1,098,569
Average expense \$	401,323	54,294	152,984	342,118	1,055,897
Average net profit (loss) \$	22,479	8,104	12,748	26,389	42,672
Businesses reporting a profit (No.)	780				
Average sales \$	430,103	60,608	168,640	368,197	1,122,967
Average expense \$	396,623	45,457	144,892	331,466	1,064,676
Average net profit \$	33,480	15,151	23,748	36,731	58,291
Businesses reporting a loss (No.)	207				
Average sales \$	394,657	66,620	156,949	369,767	985,290
Average expense \$	413,290	75,144	177,430	385,452	1,015,135
Average net loss \$	-18,633	-8,524	-20,481	-15,685	-29,845

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



# WHOLESALE PLUMBING, HEATING, AIR CONDITIONING EQUIPMENT AND SUPPLIER

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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 2)				
Businesses in sample (No.)	272	(1)	114	304	717						
Low sales value (\$000's)	(1)	114	304	717	(1)						
High sales value (\$000's)	(1)										
Selected expense item	Industry average(2)					% businesses reporting	Reporting businesses only( 2)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.3	31.6	47.8	57.0	60.6	87.3	56.5	44.7	57.1	58.9	62.1
Occupancy expenses	6.3	10.2	6.9	4.7	3.6	99.0	6.4	10.3	7.1	4.7	3.6
Depreciation	1.7	3.4	1.6	1.0	0.9	86.4	2.0	4.3	2.1	1.0	0.9
Repairs & maintenance	0.4	0.4	0.5	0.3	0.4	44.5	0.9	1.4	1.1	0.8	0.6
Heat, light & telephone	1.7	2.4	1.8	1.7	1.1	88.8	2.0	2.8	2.1	1.9	1.1
Rent	2.5	4.1	3.1	1.7	1.2	72.8	3.4	5.6	4.7	2.3	1.6
Personnel expenses	18.0	19.8	19.2	18.3	14.8	92.0	19.6	26.0	20.4	18.6	15.0
Financial expenses	2.2	3.3	2.3	1.7	1.6	94.7	2.4	3.9	2.3	1.8	1.6
Interest & bank charges	1.4	2.2	1.3	1.1	1.0	83.2	1.7	2.8	1.6	1.3	1.2
Professional fees	0.8	1.2	1.0	0.6	0.6	87.0	1.0	1.6	1.0	0.7	0.6
Other expenses	18.9	27.7	18.4	16.2	13.6	100.0	18.9	27.7	18.4	16.2	13.6
Profit (loss)	5.1	7.3	5.3	2.0	5.9	97.3	5.3	7.8	5.4	2.1	5.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

**Symbols**

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

**Footnotes**

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

**Notes**

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

**How to use the tables**

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

**Standard Industrial Classification Definition (SIC 1980):**

**SIC 5622 - Wholesale Plumbing, Heating and Air Conditioning Equipment and Supplies**

Businesses primarily engaged in wholesale dealing in plumbing goods; non-electric heating equipment; air conditioning and ventilating equipment (except small window-type units). Included are businesses engaged in wholesale of air conditioning equipment (except window type units); wholesale of bathtubs and sinks; wholesale of non-refrigerated drinking fountains; wholesale metal fireplaces; wholesale fuel burning equipment; wholesale of non-electric furnaces, stoves and heaters; wholesale gas and oil heating equipment; wholesale of non-electric heating and cooking equipment; wholesale non-electric heating boilers; wholesale non-electric heating radiators; wholesale oil and gas hot water heaters; wholesale laundry tubs; wholesale pipe fittings; wholesale plumbing fixtures; wholesale sanitary ware; wholesale sauna equipment; wholesale non-electric space and water heating stoves; wholesale toilet bowls and tanks; wholesale urinals; wholesale water and steam systems valves; wholesale ventilating equipment (except domestic fans); wholesale non-electric warm air heating equipment and water softening equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	240				
Low sales value (\$000's)	(1)	(1)	139	368	805
High sales value (\$000's)	(1)	139	368	805	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	37	11	25	65	165
Inventory	-	-	-	-	-
Other current assets	109	40	52	108	233
Total current assets	175	50	78	173	398
Fixed assets	35	21	20	36	62
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	4	3	14	31
<b>Total assets</b>	<b>223</b>	<b>75</b>	<b>100</b>	<b>223</b>	<b>491</b>
<b>Liabilities and equity</b>					
Current loans	24	5	11	20	58
Other current liabilities	88	32	40	85	196
Total current liabilities	112	37	51	105	254
Mortgages payable	-	-	-	-	-
Long term debt	2	1	1	4	3
Other liabilities	34	22	24	36	54
<b>Total liabilities</b>	<b>148</b>	<b>60</b>	<b>76</b>	<b>144</b>	<b>310</b>
<b>Total equity</b>	<b>75</b>	<b>16</b>	<b>25</b>	<b>79</b>	<b>180</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	240				
Low sales value (\$000's)	(1)	(1)	139	368	805
High sales value (\$000's)	(1)	139	368	805	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.5	1.6	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	3.8	3.1	1.8	1.7
Interest coverage ratio (times)	5.1	3.7	3.9	3.5	6.3
Debt ratio (times)	0.7	0.8	0.8	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	134				
Low sales value (\$000's)	(1)	(1)	184	433	736
High sales value (\$000's)	(1)	184	433	736	(1)
	Average (\$000's)				
<b>Operating activities</b>					
Cash from operations	23	2	9	20	57
Depreciation	7	2	5	5	15
Other	-12	-5	2	-10	-34
<b>Dividends</b>	-7	-3	-2	-4	-19
<b>Investment activities</b>					
Disposal of fixed assets	3	1	4	5	2
Purchase of fixed assets	-12	-	-10	-14	-24
Increase in investment	-1	-2	-	-	-
Decrease in investment	1	4	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	3	1	4	15
Repayment of long term debt	-4	-3	-5	-6	-4
Loans from shareholders	5	1	5	5	9
Repayment of loans from shareholders	-6	-2	-	-8	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	3	1
Decrease in equity	-1	-	-3	-	-2
Other	-	-	-	-1	-
Increase(decrease) in cash & equivalents	1	-2	5	-1	2
Cash & equivalents-Beginning of the year	1	6	13	22	-36
Cash & equivalents - End of the year	2	4	18	21	-34

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>895</b>	<b>210,710</b>	<b>10,114</b>	<b>146</b>	<b>82</b>
less than 20	724	66,642	3,194	125	68
20 - 99	125	60,148	2,877	13	12
100 - 499	29	39,618	1,946	7	2
500 and over	17	44,302	2,097	1	-
<b>1987</b>					
<b>Total</b>	<b>1,018</b>	<b>322,352</b>	<b>13,281</b>	<b>151</b>	<b>...</b>
less than 20	821	87,262	3,584	125	...
20 - 99	134	84,077	3,459	11	...
100 - 499	43	65,578	2,747	10	...
500 and over	20	85,435	3,491	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Plumbing, Heating, Air Conditioning Equipment & Supplies (SIC 5622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	121				
Average sales \$	438,617	42,043	180,394	404,960	1,126,471
Average expense \$	437,668	87,832	186,622	379,785	1,096,431
Average net profit (loss) \$	949	-45,789	-5,628	25,175	30,040
Businesses reporting a profit (No.)	93				
Average sales \$	430,106	41,198	177,185	404,360	1,097,680
Average expense \$	399,676	36,846	148,052	367,415	1,046,390
Average net profit \$	30,430	4,352	29,133	36,945	51,290
Businesses reporting a loss (No.)	28				
Average sales \$	467,621	43,073	191,224	406,826	1,229,359
Average expense \$	533,421	149,995	290,203	418,235	1,275,252
Average net loss \$	-65,800	-106,922	-98,979	-11,409	-45,893
<b>1986</b>					
Number of observations in sample	130				
Average sales \$	468,151	30,666	149,452	445,221	1,247,266
Average expense \$	446,437	26,391	149,369	412,432	1,197,557
Average net profit (loss) \$	21,714	4,275	83	32,789	49,709
Businesses reporting a profit (No.)	100				
Average sales \$	462,030	34,320	132,736	439,593	1,241,470
Average expense \$	428,432	15,466	125,448	400,102	1,172,712
Average net profit \$	33,598	18,854	7,288	39,491	68,758
Businesses reporting a loss (No.)	30				
Average sales \$	500,840	27,565	188,600	511,446	1,275,750
Average expense \$	529,559	35,660	205,390	557,525	1,319,659
Average net loss \$	-28,719	-8,095	-16,790	-46,079	-43,909
<b>1987</b>					
Number of observations in sample	359				
Average sales \$	501,069	76,901	200,219	498,751	1,228,405
Average expense \$	479,655	72,331	193,423	484,316	1,168,551
Average net profit (loss) \$	21,414	4,570	6,796	14,435	59,854
Businesses reporting a profit (No.)	266				
Average sales \$	502,381	77,200	198,202	507,583	1,226,540
Average expense \$	467,442	64,223	178,658	479,908	1,146,979
Average net profit \$	34,939	12,977	19,544	27,675	79,561
Businesses reporting a loss (No.)	93				
Average sales \$	498,590	76,355	204,705	471,053	1,242,246
Average expense \$	535,037	87,096	226,264	498,140	1,328,648
Average net loss \$	-36,447	-10,741	-21,559	-27,087	-86,402

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





# WHOLESALE WASTE MATERIALS

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CANADA

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1987

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SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	324					
Low sales value (\$000's)	(1)	(1)	71	142	462	
High sales value (\$000's)	(1)	71	142	462	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	39.9	32.0	35.0	38.7	53.5	88.6	45.0	33.2	48.4	41.5	57.9
Occupancy expenses	10.0	14.0	9.0	10.8	6.5	97.8	10.3	14.4	9.4	10.8	6.5
Depreciation	3.2	4.0	3.9	3.2	1.7	80.9	4.0	6.1	5.7	3.3	1.9
Repairs & maintenance	2.1	2.3	2.4	2.3	1.6	66.5	3.2	3.5	4.4	3.1	2.2
Heat, light & telephone	2.2	3.1	1.7	2.5	1.5	90.6	2.4	3.6	1.9	2.7	1.6
Rent	2.5	4.5	1.0	2.9	1.6	52.8	4.7	10.9	2.5	4.7	2.3
Personnel expenses	18.9	18.2	14.8	25.5	17.3	88.4	21.4	21.6	19.9	26.0	17.9
Financial expenses	3.1	3.5	4.0	3.2	1.8	90.9	3.4	4.9	4.2	3.3	1.9
Interest & bank charges	2.3	2.3	3.3	2.3	1.1	72.6	3.1	4.2	4.7	2.8	1.4
Professional fees	0.9	1.2	0.8	0.9	0.7	82.0	1.1	2.1	0.9	1.0	0.7
Other expenses	23.1	25.0	28.5	22.8	16.3	100.0	23.1	25.0	28.5	22.8	16.3
Profit (loss)	4.9	7.3	8.7	-1.1	4.6	99.6	4.9	7.3	8.7	-1.2	4.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 5910 - Wholesale Waste Materials

Businesses primarily engaged in automobile wrecking and in buying and selling waste materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	234				
Low sales value (\$000's)	(1)	(1)	134	352	674
High sales value (\$000's)	(1)	134	352	674	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	2	9	31	35
Inventory	-	-	-	-	-
Other current assets	108	47	60	112	210
Total current assets	139	49	68	143	294
Fixed assets	87	40	38	86	185
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	-	5	5	49
<b>Total assets</b>	<b>242</b>	<b>89</b>	<b>112</b>	<b>235</b>	<b>528</b>
<b>Liabilities and equity</b>					
Current loans	24	3	8	30	56
Other current liabilities	61	17	26	65	134
Total current liabilities	85	20	35	95	190
Mortgages payable	-	-	-	-	-
Long term debt	7	7	3	4	15
Other liabilities	57	33	42	44	106
<b>Total liabilities</b>	<b>149</b>	<b>60</b>	<b>80</b>	<b>143</b>	<b>312</b>
<b>Total equity</b>	<b>93</b>	<b>29</b>	<b>32</b>	<b>92</b>	<b>217</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Wholesale Waste Materials (SIC 591)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	234				
Low sales value (\$000's)	(1)	(1)	134	352	674
High sales value (\$000's)	(1)	134	352	674	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	2.4	2.0	1.5	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.6	2.1	2.5	1.5	1.4
Interest coverage ratio (times)	3.4	2.6	...	3.0	6.0
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

1. Liquidity ratio:

Current = current assets / current liabilities.

2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	116				703
Low sales value (\$000's)	(1)	(1)	145	415	703
High sales value (\$000's)	(1)	145	415	703	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	45	5	95	24	55
Depreciation	12	7	10	10	21
Other	-22	-4	-61	-7	-17
<b>Dividends</b>	-15	-2	-3	-19	-34
<b>Investment activities</b>					
Disposal of fixed assets	14	1	21	10	23
Purchase of fixed assets	-24	-15	-22	-13	-48
Increase in investment	-6	-	-	-1	-21
Decrease in investment	4	-	-	1	14
<b>Financing activities</b>					
Increase in long term debt	17	11	17	3	38
Repayment of long term debt	-9	-2	-5	-4	-25
Loans from shareholders	7	1	4	4	20
Repayment of loans from shareholders	-19	-7	-51	-2	-18
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	-
Decrease in equity	-2	-2	-	-	-7
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	2	-5	5	6	-1
Cash & equivalents-Beginning of the year	8	9	3	15	6
Cash & equivalents - End of the year	10	5	7	21	5

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Wholesale Waste Materials (SIC 591)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>1,387</b>	<b>164,413</b>	<b>9,879</b>	<b>189</b>	<b>122</b>
less than 20	1,256	74,404	4,537	177	117
20 - 99	113	63,981	3,839	7	4
100 - 499	18	26,028	1,503	5	1
500 and over	-	-	-	-	-
<b>1987</b>					
<b>Total</b>	<b>1,505</b>	<b>210,747</b>	<b>10,608</b>	<b>228</b>	<b>...</b>
less than 20	1,360	93,476	4,719	221	...
20 - 99	128	90,888	4,595	6	...
100 - 499	17	26,383	1,294	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Waste Materials (SIC 591)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	227				
Average sales \$	329,857	46,857	115,854	221,372	935,343
Average expense \$	320,845	40,017	110,026	212,777	920,558
Average net profit (loss) \$	9,012	6,840	5,828	8,595	14,785
Businesses reporting a profit (No.)	185				
Average sales \$	338,090	48,016	112,535	230,026	961,784
Average expense \$	314,719	38,451	100,055	210,225	910,146
Average net profit \$	23,371	9,565	12,480	19,801	51,638
Businesses reporting a loss (No.)	42				
Average sales \$	302,980	41,477	121,181	185,269	863,992
Average expense \$	336,350	47,290	126,033	223,423	948,652
Average net loss \$	-33,370	-5,813	-4,852	-38,154	-84,860
<b>1986</b>					
Number of observations in sample	319				
Average sales \$	282,212	42,790	100,035	216,309	769,714
Average expense \$	271,336	40,841	92,223	211,571	740,709
Average net profit (loss) \$	10,876	1,949	7,812	4,738	29,005
Businesses reporting a profit (No.)	275				
Average sales \$	276,411	39,248	99,574	222,044	744,777
Average expense \$	255,375	29,142	88,028	201,412	702,918
Average net profit \$	21,036	10,106	11,546	20,632	41,859
Businesses reporting a loss (No.)	44				
Average sales \$	358,662	48,453	102,036	206,149	1,078,008
Average expense \$	401,876	59,550	110,465	229,569	1,207,919
Average net loss \$	-43,214	-11,097	-8,429	-23,420	-129,911
<b>1987</b>					
Number of observations in sample	354				
Average sales \$	339,455	46,241	102,474	284,492	924,613
Average expense \$	324,473	42,351	93,187	291,137	871,216
Average net profit (loss) \$	14,982	3,890	9,287	-6,645	53,397
Businesses reporting a profit (No.)	275				
Average sales \$	344,368	45,285	104,550	304,253	923,383
Average expense \$	314,115	36,205	87,991	277,896	854,367
Average net profit \$	30,253	9,080	16,559	26,357	69,016
Businesses reporting a loss (No.)	79				
Average sales \$	334,946	48,031	97,878	261,980	931,895
Average expense \$	358,934	53,860	104,696	306,221	970,957
Average net loss \$	-23,988	-5,829	-6,818	-44,241	-39,062

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

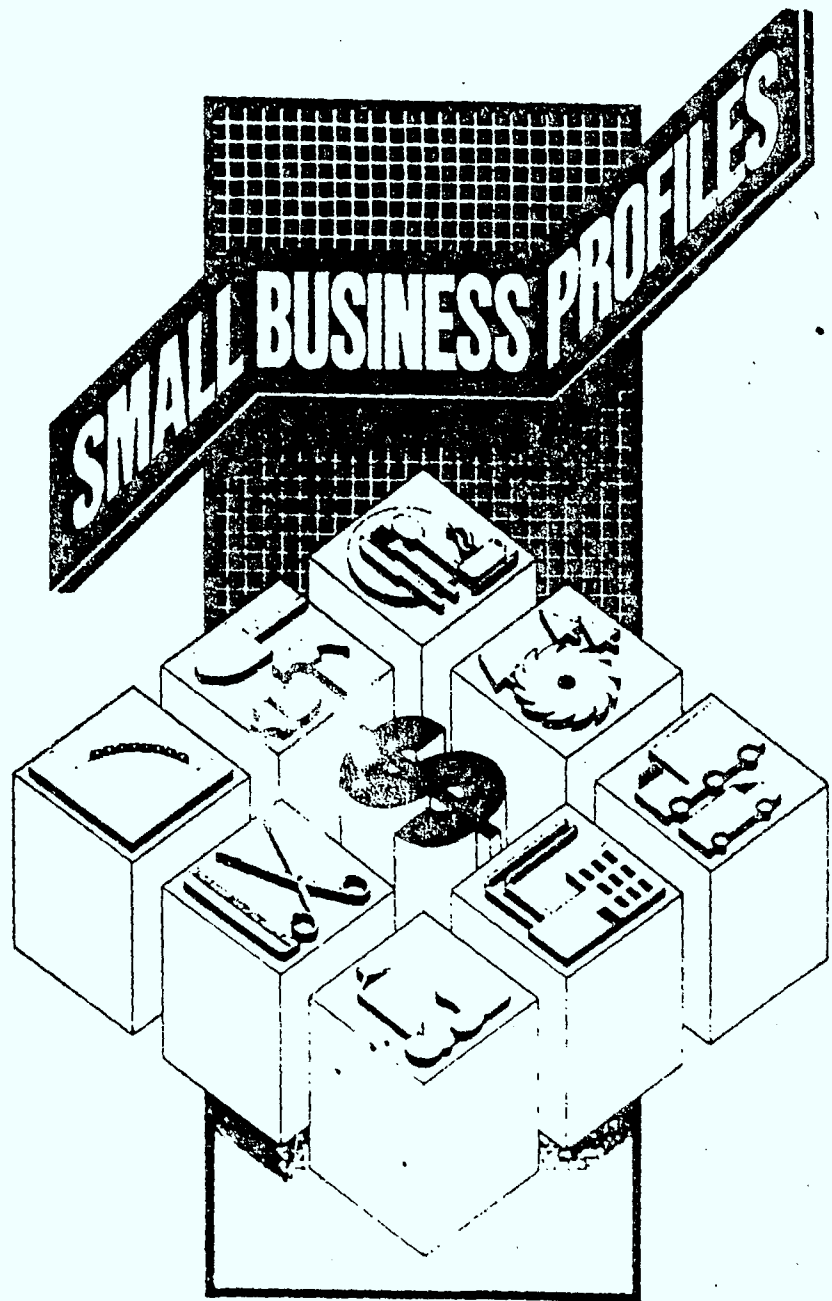
See Table 1 for symbols and notes



# WOMEN'S CLOTHING INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Women's Clothing Industries (SIC 244)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	551										
Low sales value (\$000's)	(1)	(1)	95	254	331						
High sales value (\$000's)	(1)	95	254	331	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	16.3	11.1	12.5	14.4	27.2	75.4	21.7	19.0	19.7	16.9	29.0
Occupancy expenses	7.5	11.8	6.9	6.8	4.8	99.1	7.6	11.8	6.9	6.9	4.9
Depreciation	1.8	2.7	1.6	1.8	1.2	86.7	2.1	3.6	1.9	2.0	1.3
Repairs & maintenance	0.9	0.8	1.0	0.9	0.7	63.2	1.4	1.5	1.6	1.3	1.1
Heat, light & telephone	1.5	2.9	1.1	1.1	0.9	87.4	1.7	3.2	1.4	1.2	1.0
Rent	3.4	5.3	3.2	3.0	2.0	72.8	4.6	9.5	4.6	3.6	2.5
Personnel expenses	39.2	28.1	38.6	47.9	41.7	87.2	45.0	45.6	43.3	48.6	42.5
Financial expenses	1.9	2.3	1.9	1.8	1.7	91.8	2.1	3.0	2.1	1.8	1.7
Interest & bank charges	0.9	0.8	1.0	0.9	1.0	75.0	1.3	1.3	1.6	1.1	1.1
Professional fees	1.0	1.5	0.9	0.9	0.7	85.6	1.1	2.2	1.0	0.9	0.7
Other expenses	30.6	40.4	34.5	27.0	20.8	100.0	30.6	40.4	34.5	27.0	20.8
Profit (loss)	4.5	6.2	5.7	2.1	3.8	99.5	4.5	6.2	5.8	2.1	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2440 - Women's Clothing Industries

Businesses primarily engaged in manufacturing women's, misses' and juniors' outerwear, sportswear, dresses, blouses, shirts and similar products according to recognized size scales. Both "regular" factories and "contract" factories making women's clothing are classified in this industry group.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Women's Clothing Industries (SIC 244)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	462	(1)	219	413	805
Low sales value (\$000's)	(1)	219	413	805	(1)
High sales value (\$000's)	(1)	219	413	805	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	58	6	20	55	152
Inventory	-	-	-	-	-
Other current assets	97	38	42	95	212
Total current assets	155	44	62	151	363
Fixed assets	44	16	34	51	73
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	2	10	15	23
<b>Total assets</b>	<b>211</b>	<b>63</b>	<b>107</b>	<b>216</b>	<b>459</b>
<b>Liabilities and equity</b>					
Current loans	32	5	12	31	81
Other current liabilities	71	21	32	66	162
Total current liabilities	103	26	44	97	243
Mortgages payable	-	-	-	-	-
Long term debt	2	-	1	-	7
Other liabilities	32	21	26	35	44
<b>Total liabilities</b>	<b>137</b>	<b>47</b>	<b>71</b>	<b>133</b>	<b>294</b>
<b>Total equity</b>	<b>75</b>	<b>15</b>	<b>35</b>	<b>83</b>	<b>165</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Women's Clothing Industries (SIC 244)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	462	(1)	219	413	805
Low sales value (\$000's)	(1)	219	413	805	(1)
High sales value (\$000's)	(1)	219	413	805	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.7	1.4	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	3.2	2.0	1.6	1.8
Interest coverage ratio (times)	4.1	1.2	3.1	4.4	4.6
Debt ratio (times)	0.6	0.8	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Women's Clothing Industries (SIC 244)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	258				825
Low sales value (\$000's)	(1)	(1)	229	416	825
High sales value (\$000's)	(1)	229	416	825	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	19	-	9	18	47
Depreciation	9	3	3	10	15
Other	-10	8	-2	-15	-28
<b>Dividends</b>	-13	-8	-9	-14	-18
<b>Investment activities</b>					
Disposal of fixed assets	2	1	5	1	1
Purchase of fixed assets	-15	-3	-10	-20	-28
Increase in investment	-2	-	-1	-3	-4
Decrease in investment	1	-	-	2	-
<b>Financing activities</b>					
Increase in long term debt	8	-	5	10	16
Repayment of long term debt	-4	-1	-2	-5	-9
Loans from shareholders	7	5	2	9	10
Repayment of loans from shareholders	-6	-1	-9	-4	-11
Advances & loans from government	1	-	-	-	2
Increase in equity	2	-	5	1	3
Decrease in equity	-1	-	-2	-1	-1
Other	-	1	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	4	-	-11	-4
Cash & equivalents-Beginning of the year	8	30	5	14	-16
Cash & equivalents - End of the year	5	34	5	3	-20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Women's Clothing Industries (SIC 244)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
Total	1,477	526,127	39,491	263	178
less than 20	937	75,407	5,627	218	145
20 - 99	436	223,072	16,646	37	27
100 - 499	90	187,547	14,023	7	6
500 and over	14	40,101	3,195	1	
<b>1987</b>					
Total	1,703	597,863	37,936	330	
less than 20	1,188	104,719	6,551	272	
20 - 99	408	247,618	15,649	42	
100 - 499	92	194,131	12,402	15	
500 and over	15	51,395	3,334		

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Women's Clothing Industries (SIC 244)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	334				
Average sales \$	455,399	64,077	196,203	171,581	1,089,532
Average expense \$	445,197	38,525	193,982	456,184	1,072,095
Average net profit (loss) \$	10,202	5,552	2,221	15,497	17,538
Businesses reporting a profit (No.)	266				
Average sales \$	448,828	62,834	176,974	479,170	1,076,332
Average expense \$	420,961	48,602	164,995	446,969	1,023,275
Average net profit \$	27,867	14,232	11,979	32,201	53,056
Businesses reporting a loss (No.)	68				
Average sales \$	475,003	66,589	241,120	447,044	1,145,259
Average expense \$	525,758	78,576	261,691	486,502	1,276,282
Average net loss \$	-50,755	-11,987	-20,571	-39,458	-131,003
<b>1986</b>					
Number of observations in sample	365				
Average sales \$	400,934	41,544	148,849	397,571	1,015,770
Average expense \$	391,917	40,760	142,466	394,771	989,671
Average net profit (loss) \$	9,017	784	6,383	2,800	26,099
Businesses reporting a profit (No.)	278				
Average sales \$	408,071	51,038	146,590	400,960	1,033,696
Average expense \$	380,973	40,197	134,444	374,752	974,499
Average net profit \$	27,098	10,841	12,146	26,208	59,197
Businesses reporting a loss (No.)	87				
Average sales \$	388,690	35,713	156,831	387,296	974,920
Average expense \$	422,911	41,106	170,814	455,476	1,024,247
Average net loss \$	-34,221	-5,393	-13,983	-68,180	-49,327
<b>1987</b>					
Number of observations in sample	590				
Average sales \$	423,954	57,586	157,887	402,292	1,078,051
Average expense \$	406,139	48,655	146,050	392,922	1,036,930
Average net profit (loss) \$	17,815	8,931	11,837	9,370	41,121
Businesses reporting a profit (No.)	434				
Average sales \$	427,390	57,718	157,094	404,046	1,090,702
Average expense \$	393,722	41,658	134,825	376,709	1,021,694
Average net profit \$	33,668	16,060	22,269	27,337	69,008
Businesses reporting a loss (No.)	156				
Average sales \$	411,462	57,099	160,301	398,667	1,029,779
Average expense \$	444,056	74,531	180,212	426,411	1,095,070
Average net loss \$	-32,594	-17,432	-19,911	-27,744	-65,291

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

1952

1953

1954

1955

1956

1957

1958

1959

1960

1961

1962

1963

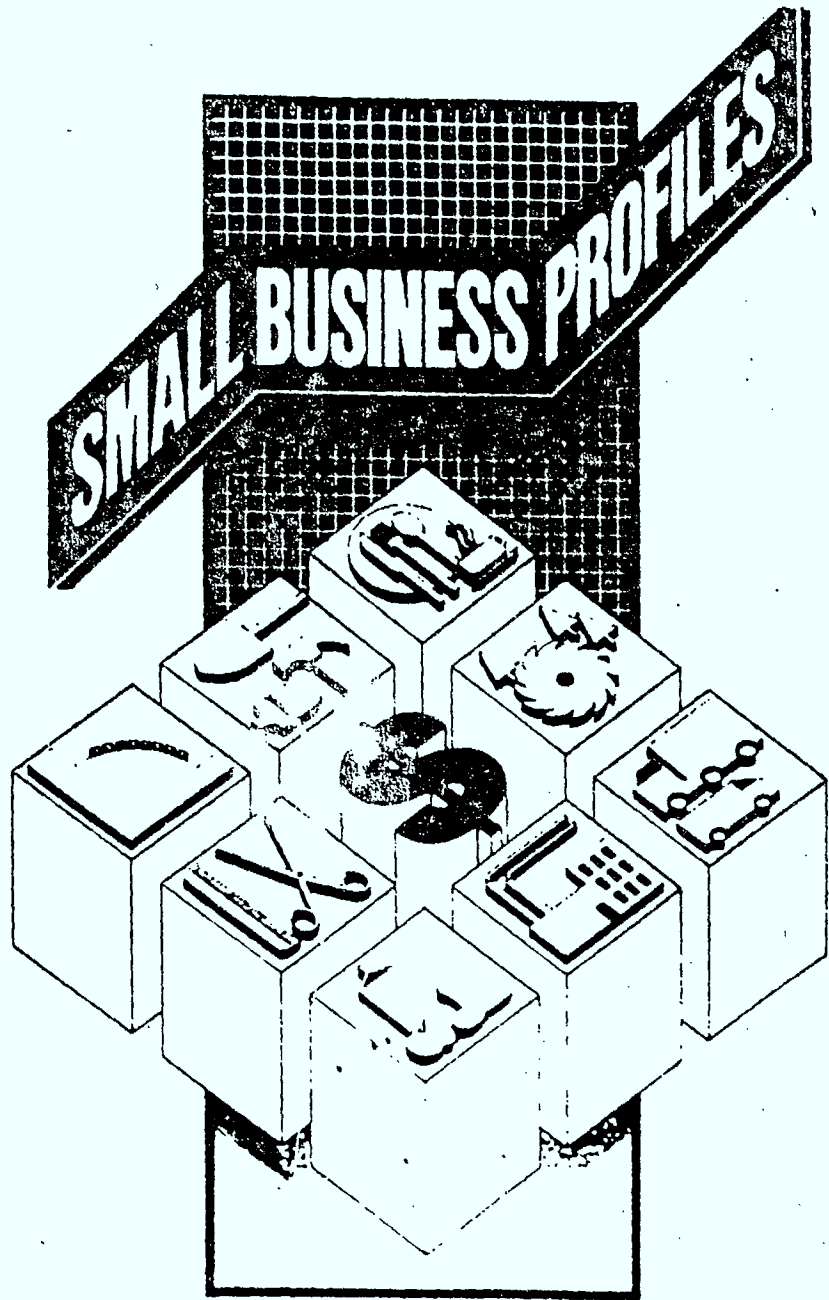
1964

1965

# WOMEN'S CLOTHING STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only( 3)						
Businesses in sample (No.)	1,052												
Low sales value (\$000's)	(1)	(1)	62	150	150								
High sales value (\$000's)	(1)	62	150	292	292								
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)						
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		
	Percent of sales						Percent of sales						
Cost of sales	58.7	60.1	58.2	60.1	56.6	96.2	61.1	64.5	62.1	60.2	57.8		
Occupancy expenses	11.1	14.8	11.9	9.1	8.4	98.2	11.3	15.8	12.0	9.1	8.4		
Depreciation	1.4	1.9	1.3	1.2	1.2	80.1	1.8	3.4	1.7	1.3	1.3		
Repairs & maintenance	0.6	0.5	0.6	0.6	0.4	63.3	0.9	1.1	0.9	0.9	0.6		
Heat, light & telephone	1.5	2.3	1.5	1.2	0.8	90.7	1.6	2.9	1.7	1.3	0.9		
Rent	7.6	10.0	8.5	6.1	5.9	80.7	9.4	14.4	10.5	7.0	6.9		
Personnel expenses	12.3	9.9	9.9	13.6	15.9	85.4	14.4	17.1	11.6	13.7	16.1		
Financial expenses	2.7	3.5	2.6	2.5	2.1	93.5	2.9	4.2	2.8	2.6	2.1		
Interest & bank charges	1.9	2.5	1.8	1.7	1.4	75.8	2.5	3.8	2.7	2.0	1.7		
Professional fees	0.8	1.0	0.8	0.8	0.6	85.4	1.0	1.4	0.9	0.9	0.7		
Other expenses	14.7	16.4	16.5	11.5	14.6	100.0	14.7	16.4	16.5	11.5	14.6		
Profit (loss)	0.5	-4.7	0.8	3.3	2.5	99.5	0.5	-4.7	0.9	3.3	2.5		
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...		

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6131 - Women's Clothing Stores

Businesses primarily engaged in retail dealing in women's clothing (except athletic) and accessories. Included are businesses engaged in retail women's clothing and accessories, retail women's apparel, retail women's clothing, retail women's coats, women's clothing custom tailoring, retail dresses, retail women's dressing gowns, retail foundation garments, retail women's gloves, retail women's headwear, retail women's hosiery, retail lingerie, retail millinery, retail women's neckwear, retail skirts, retail women's slacks and pants, retail women's sleepwear, retail women's sportswear (except athletic), retail women's suits, retail women's sweaters, retail women's undergarments, retail women's uniforms (except athletic) and women's clothing stores.

TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Reporting businesses only (3)				
Businesses in sample (No.)	1,052	(1)	62	150	292						
Low sales value (\$000's)	(1)	52	150	292	(1)						
High sales value (\$000's)	(1)										
Selected expense item	Industry average(2)					% businesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	58.7	60.1	58.2	60.1	56.6	96.2	61.1	64.5	62.1	60.2	57.8
Occupancy expenses	11.1	14.8	11.9	9.1	8.4	98.2	11.3	15.8	12.0	9.1	8.4
Depreciation	1.4	1.9	1.3	1.2	1.2	80.1	1.8	3.4	1.7	1.3	1.3
Repairs & maintenance	0.6	0.5	0.6	0.6	0.4	63.3	0.9	1.1	0.9	0.9	0.6
Heat, light & telephone	1.5	2.3	1.5	1.2	0.8	90.7	1.6	2.9	1.7	1.3	0.9
Rent	7.6	10.0	8.5	6.1	5.9	80.7	9.4	14.4	10.5	7.0	6.9
Personnel expenses	12.3	9.9	9.9	13.6	15.9	85.4	14.4	17.1	11.6	13.7	16.1
Financial expenses	2.7	3.5	2.6	2.5	2.1	93.5	2.9	4.2	2.8	2.6	2.1
Interest & bank charges	1.9	2.5	1.8	1.7	1.4	75.8	2.5	3.8	2.7	2.0	1.7
Professional fees	0.8	1.0	0.8	0.8	0.6	85.4	1.0	1.4	0.9	0.9	0.7
Other expenses	14.7	16.4	16.5	11.5	14.6	100.0	14.7	16.4	16.5	11.5	14.6
Profit (loss)	0.5	-4.7	0.8	3.3	2.5	99.5	0.5	-4.7	0.9	3.3	2.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrial Classification Definition (SIC 1980):

SIC 6131 - Women's Clothing Stores

Businesses primarily engaged in retail dealing in women's clothing (except athletic) and accessories. Included are businesses engaged in retail women's clothing and accessories, retail women's apparel, retail women's clothing, retail women's coats, women's clothing custom tailoring, retail dresses, retail women's dressing gowns, retail foundation garments, retail women's gloves, retail women's headwear, retail women's hosiery, retail lingerie, retail millinery, retail women's neckwear, retail skirts, retail women's slacks and pants, retail women's sleepwear, retail women's sportswear (except athletic), retail women's suits, retail women's sweaters, retail women's undergarments, retail women's uniforms (except athletic) and women's clothing stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	767				
Low sales value (\$000's)	(1)	(1)	152	248	433
High sales value (\$000's)	(1)	152	248	433	(1)
	Average (\$000's)				
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	2	3	5	22
Inventory	-	-	-	-	-
Other current assets	104	34	59	96	225
Total current assets	112	36	62	101	247
Fixed assets	26	11	13	25	56
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	5	7	34
<b>Total assets</b>	<b>150</b>	<b>50</b>	<b>80</b>	<b>134</b>	<b>338</b>
<b>Liabilities and equity</b>					
Current loans	19	8	9	15	45
Other current liabilities	56	25	28	47	125
Total current liabilities	75	33	37	62	170
Mortgages payable	-	-	-	-	-
Long term debt	4	1	3	5	6
Other liabilities	34	19	24	28	63
<b>Total liabilities</b>	<b>113</b>	<b>52</b>	<b>64</b>	<b>95</b>	<b>239</b>
<b>Total equity</b>	<b>38</b>	<b>-3</b>	<b>15</b>	<b>38</b>	<b>99</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Women's Clothing Stores (SIC 6131)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	767				
Low sales value (\$000's)	(1)	(1)	152	248	433
High sales value (\$000's)	(1)	152	248	433	(1)
	Average				
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.7	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.0	-19.9	4.2	2.5	2.4
Interest coverage ratio (times)	2.1	...	1.4	3.0	2.7
Debt ratio (times)	0.8	1.1	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	464				
Low sales value (\$000's)	(1)	(1)	170	262	471
High sales value (\$000's)	(1)	170	262	471	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	-1	3	8	1722
Depreciation	6	3	3	5	32
Other	-9	5	-11	-5	-24
<b>Dividends</b>	-4	-2	-1	-2	-9
<b>Investment activities</b>					
Disposal of fixed assets	2	-	-	-	7
Purchase of fixed assets	-9	-	-2	-6	-25
Increase in investment	-1	-	-	-2	-2
Decrease in investment	1	1	-	-	3
<b>Financing activities</b>					
Increase in long term debt	5	2	5	1	13
Repayment of long term debt	-4	-2	-2	-5	-6
Loans from shareholders	5	2	4	5	10
Repayment of loans from shareholders	-5	-4	-3	-5	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	10	4	1
Decrease in equity	-1	-	-4	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	2	1	-2	13
Cash & equivalents-Beginning of the year	9	2	8	6	20
Cash & equivalents - End of the year	6	4	9	4	7

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes. See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Women's Clothing Stores (SIC 6131)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
<b>1984</b>					
<b>Total</b>	<b>5,246</b>	<b>416,327</b>	<b>42,063</b>	<b>852</b>	<b>668</b>
less than 20	4,857	153,537	15,470	839	644
20 - 99	226	74,166	7,463	19	15
100 - 499	83	55,475	5,547	2	11
500 and over	80	133,149	13,583	2	-
<b>1987</b>					
<b>Total</b>	<b>6,216</b>	<b>587,024</b>	<b>52,554</b>	<b>1,192</b>	
less than 20	5,731	195,828	17,484	1,149	
20 - 99	288	107,345	9,523	28	
100 - 499	99	78,523	7,035	10	
500 and over	98	205,328	18,512	-	

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	751				
Average sales \$	239,518	49,254	118,099	206,007	584,710
Average expense \$	227,454	51,765	108,402	198,323	550,825
Average net profit (loss) \$	12,064	-2,511	9,697	7,184	33,884
<b>Businesses reporting a profit (No.)</b>	<b>622</b>				
Average sales \$	243,261	50,925	115,280	210,324	596,516
Average expense \$	223,646	44,574	100,346	196,640	553,024
Average net profit \$	19,615	6,351	14,934	13,684	43,492
<b>Businesses reporting a loss (No.)</b>	<b>129</b>				
Average sales \$	221,005	46,660	129,475	188,965	518,920
Average expense \$	237,463	62,924	140,907	207,444	538,576
Average net loss \$	-16,458	-16,264	-11,432	-18,479	-19,656
<b>1986</b>					
Number of observations in sample	934				
Average sales \$	252,352	51,413	112,447	216,816	632,731
Average expense \$	246,364	52,366	109,690	211,438	611,960
Average net profit (loss) \$	6,988	-953	2,757	5,378	20,771
<b>Businesses reporting a profit (No.)</b>	<b>637</b>				
Average sales \$	257,898	53,393	115,727	222,794	639,678
Average expense \$	241,033	46,355	103,731	209,711	604,334
Average net profit \$	16,865	7,038	11,996	13,083	35,344
<b>Businesses reporting a loss (No.)</b>	<b>297</b>				
Average sales \$	241,802	49,384	105,641	201,227	610,957
Average expense \$	258,095	58,526	122,050	215,939	635,864
Average net loss \$	-16,293	-9,142	-16,409	-14,712	-24,907
<b>1987</b>					
Number of observations in sample	1,210				
Average sales \$	234,403	40,713	106,959	206,304	583,637
Average expense \$	229,496	42,519	105,168	200,774	569,524
Average net profit (loss) \$	4,907	-1,806	1,791	5,530	14,113
<b>Businesses reporting a profit (No.)</b>	<b>814</b>				
Average sales \$	235,034	42,527	108,561	209,120	579,928
Average expense \$	219,557	35,956	99,427	193,851	546,993
Average net profit \$	15,477	6,571	9,134	15,269	30,935
<b>Businesses reporting a loss (No.)</b>	<b>396</b>				
Average sales \$	234,402	39,409	103,636	200,609	593,952
Average expense \$	251,428	47,236	117,074	214,777	626,626
Average net loss \$	-17,026	-7,827	-13,438	-14,168	-32,674

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



