

<b>Report Criteria:</b> 2006	▶	Canada	▶	All Businesses	▶	Thousands of Dollars	▶	44821
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STATISTICS CANADA

2006 SMALL BUSINESS PROFILES - Canada

NAICS Number: 44821 - Shoe Stores US

**Average of all Businesses**

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses	1006							
Revenue Range:								
Low Value (\$ 000)	30	30	411	30	196	411	775	
High Value (\$ 000)	5000	411	5000	196	411	775	5000	

(thousands of dollars)

<b>Total revenue</b>	<b>624.1</b>	<b>206.4</b>	<b>1041.7</b>	<b>111.0</b>	<b>301.8</b>	<b>569.7</b>	<b>1513.7</b>	<b>100.0</b>
<b>Cost of sales (direct expenses)</b>	<b>355.2</b>	<b>117.5</b>	<b>593.0</b>	<b>59.0</b>	<b>175.9</b>	<b>332.2</b>	<b>853.9</b>	<b>96.4</b>
Wages and benefits	10.9	4.7	17.0	2.6	6.7	8.9	25.2	21.6
Purchases, materials and sub-contracts	353.5	113.7	593.4	53.1	174.2	325.6	861.3	95.8
Opening Inventory	177.9	70.7	285.0	42.8	98.6	163.1	406.9	87.6
Closing inventory	187.0	71.6	302.4	39.5	103.7	165.4	439.5	88.7
<b>Operating expenses (indirect expenses)</b>	<b>248.5</b>	<b>85.9</b>	<b>411.2</b>	<b>52.9</b>	<b>118.9</b>	<b>217.5</b>	<b>604.9</b>	<b>100.0</b>
Labour and commissions	112.3	30.3	194.3	15.3	45.2	96.1	292.5	85.3
Amortization and depletion	6.6	2.7	10.4	2.6	2.9	5.1	15.6	84.7
Repairs and maintenance	3.3	1.9	4.7	1.2	2.6	2.8	6.5	68.3
Utilities and telephone/telecommunication	6.6	3.8	9.5	2.8	4.7	6.2	12.8	89.4
Rent	51.8	19.4	84.1	12.2	26.6	46.0	122.1	85.3
Interest and bank charges	9.0	3.9	14.0	2.6	5.2	9.3	18.7	81.5
Professional and business fees	7.8	3.3	12.3	2.4	4.1	7.4	17.3	92.6
Advertising and promotion	12.9	3.5	22.2	1.9	5.1	10.5	34.0	81.8
Delivery, shipping and warehouse expenses	1.0	0.3	1.7	0.2	0.5	1.0	2.5	20.6
Insurance	3.7	2.1	5.3	1.3	2.9	3.4	7.1	82.8
Other expenses	33.7	14.7	52.8	10.3	19.1	29.7	75.9	99.4
<b>Total expenses</b>	<b>603.8</b>	<b>203.3</b>	<b>1004.2</b>	<b>111.9</b>	<b>294.8</b>	<b>549.7</b>	<b>1458.8</b>	<b>100.0</b>
<b>Net profit/loss</b>	<b>20.3</b>	<b>3.1</b>	<b>37.5</b>	<b>-0.9</b>	<b>7.1</b>	<b>20.0</b>	<b>54.9</b>	<b>99.9</b>

**FINANCIAL RATIOS**

Interest coverage ratio	3.3	1.8	3.7	0.6	2.3	3.2	3.9
Gross margin (%)	43.1	43.1	43.1	46.8	41.7	41.7	43.6

**PROFITABLE vs NON-PROFITABLE BUSINESSES**

(thousands of dollars)

**Profitable**

Percent of businesses (%)	69.8						
Total revenue	692.8	207.2	1081.8	111.7	294.0	569.3	1523.6

<a href="#">Total expenses</a>	643.0	185.4	1009.4	95.2	267.4	532.3	1420.7
<a href="#">Net profit</a>	49.9	21.8	72.4	16.5	26.6	37.0	102.9
<b>Non-Profitable</b>							
<a href="#">Total revenue</a>	464.8	205.1	903.2	110.0	316.4	570.4	1464.6
<a href="#">Total expenses</a>	513.1	232.7	986.4	136.1	345.7	593.9	1648.7
<a href="#">Net loss</a>	-48.3	-27.6	-83.2	-26.1	-29.3	-23.4	-184.1

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