

# 2020 Annual Wholesale Trade Survey

**CONFIDENTIAL once completed.**

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-800-858-7921 ou ATS 1-800-363-7629

This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S-19.  
**COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.**

## Introduction

### Survey purpose

The survey will collect information on the financial and operating data needed to develop national and regional economic policies and programs.

The information you provide may also be used by Statistics Canada for other statistical and research purposes.

### Security of emails and faxes

Statistics Canada advises you that there could be a risk of disclosure during facsimile or email. However, upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

**Note:** Our online questionnaires are secure, there is no risk of data interception when responding to Statistics Canada online surveys.

### Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada.

### Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes.

Information on confidentiality, data-sharing agreements and record linkages can be found on the last page of this questionnaire.

**Please return the questionnaire within 21 days.**

**Please mail the completed questionnaire in the enclosed envelope or fax it to Statistics Canada at 1-888-883-7999.**

If you are unable to complete within 21 days **OR** if you need help, call us at **1-800-858-7921** or **TTY 1-800-363-7629**.

Statistics Canada  
Operations and Integration Division  
150 Tunney's Pasture Driveway  
Ottawa, Ontario K1A 0T6

**Visit our website, [www.statcan.gc.ca](http://www.statcan.gc.ca)**

## Reporting instructions

- Please print in ink.
- Report dollar amounts **in thousands of Canadian dollars**.
- **Exclude** sales tax.
- Percentages should be rounded to whole numbers.
- When precise figures are not available, provide your best estimates.
- Consult the reporting guide at [www.statcan.gc.ca/guides-e](http://www.statcan.gc.ca/guides-e) for further information.

## Business or organization and contact information

1. **Verify or provide** the business or organization's **legal and operating name** and correct where needed.

**Note:** Legal name modifications should only be done to correct a spelling error or typo.

Legal name

Operating name (if applicable)

2. **Verify or provide the contact information** of the designated business or organization **contact person** for this questionnaire and correct where needed.

**Note:** The designated contact person is the person who should receive this questionnaire. The designated contact person may not always be the one who actually completes the questionnaire.

First name

Last name

Title

Preferred language of communication

English

French

Mailing address (number and street)

City

Province, territory or state

Postal code or ZIP code

Example: A9A 9A9 or 12345-1234

Country

Email address

Example: user@example.gov.ca

Telephone number (including area code)

Example: 123-123-1234

Extension number  
(if applicable)

Fax number (including area code)

Example: 123-123-1234

3. **Verify or provide the current operational status** of the business or organization identified by the legal and operating name above.

B00323

1  Operational → **Go to question 4**

2  Not currently operational

e.g., temporarily or permanently closed, change of ownership

Why is this business or organization not currently operational?

B00309

2  Seasonal operations → **Go to question 3a**

3  Ceased operations → **Go to question 3b**

4  Sold operations → **Go to question 3c**

5  Amalgamated with other businesses or organizations → **Go to question 3d**

6  Temporarily inactive but will re-open → **Go to question 3e**

7  No longer operating due to other reasons → **Go to question 3f**

### 3a. Seasonal operations

When did this business or organization close for the season?

Date B00217

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

When does this business or organization expect to resume operations?

Date B00218

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

 → **Go to question 4**

### 3b. Ceased operations

When did this business or organization cease operations?

Date B00211

YYYY	MM	DD
<input type="text"/>	<input type="text"/>	<input type="text"/>

Why did this business or organization cease operations?

B00311

1  Bankruptcy

2  Liquidation

3  Dissolution

4  Other  
Specify the other reasons why the operations ceased

B00312

→ **Go to question 4**

3c. Sold operations

When was this business or organization sold?

YYYY MM DD  
B00212

What is the legal name of the buyer?

B00406

→ Go to question 4

3d. Amalgamated with other businesses or organizations

When did this business or organization amalgamate?

YYYY MM DD  
B00213

What is the legal name of the resulting or continuing business or organization?

B00407

What are the legal names of the other amalgamated businesses or organizations?

B00408

→ Go to question 4

3e. Temporarily inactive but will re-open

When did this business or organization become temporarily inactive?

YYYY MM DD  
B00214

When does this business or organization expect to resume operations?

YYYY MM DD  
B00215

Why is this business or organization temporarily inactive?

B00313

→ Go to question 4

3f. No longer operating due to other reasons

When did this business or organization cease operations?

YYYY MM DD  
B00216

Why did this business or organization cease operations?

B00314

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4. **Verify or provide the current main activity** of the business or organization identified by the legal and operating name.

**Note:** The described activity was assigned using the North American Industry Classification System (NAICS).

B05002

1  This is the current main activity → **Go to question 7**

2  This is **not** the current main activity  
 Provide a **brief but precise description** of this business or organization's **main activity**  
 e.g., breakfast cereal manufacturing, shoe store, software development

B05003

5. Was this business or organization's main activity ever classified as:

B05111

1  Yes

2  No → **Go to question 7**

6. When did the main activity change?

Date YYYY MM DD

B00219

7. Are there any **other activities that contribute significantly (at least 10%) to this business or organization's revenue?**

B05024

1  **Yes**, there are other activities

2  **No**, that is the only significant activity → **Go to next section**

8. Provide a **brief but precise description** of this business or organization's **secondary activity**.

e.g., breakfast cereal manufacturing, shoe store, software development

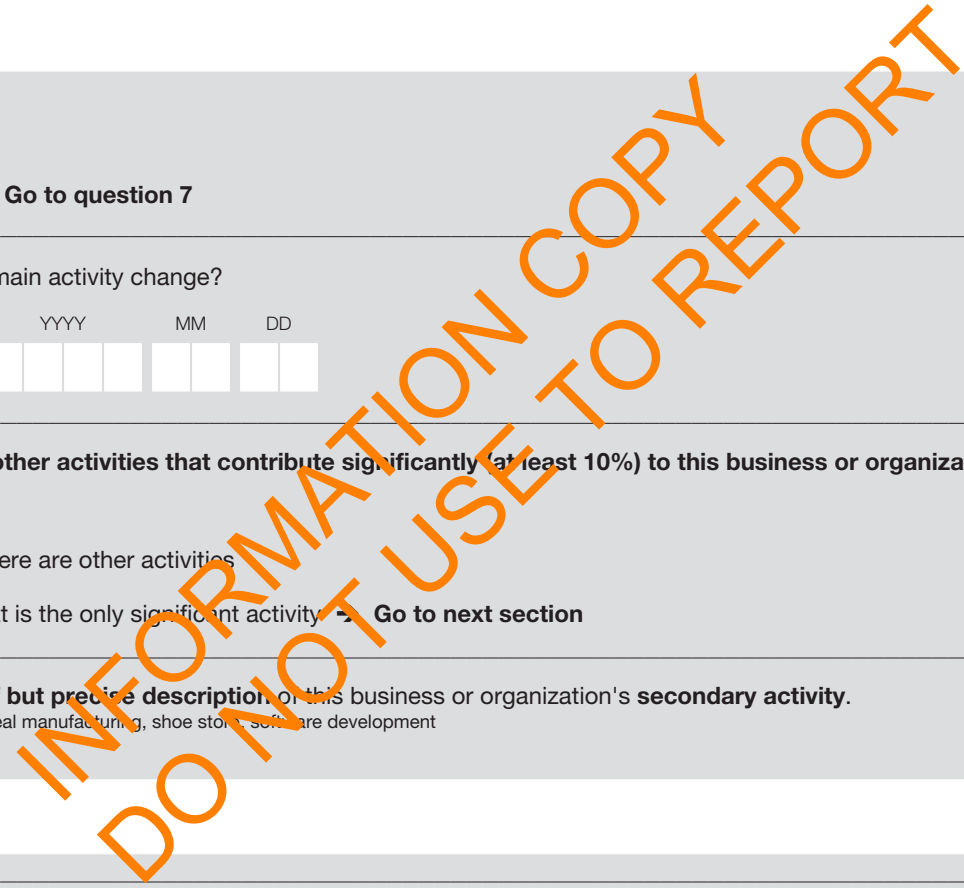
B05005

9. Approximately what **percentage of this business or organization's revenue** is generated by each of the following activities?

When precise figures are not available, provide your best estimates.

**Percentage of revenue**

a. Main activity .....	B05004	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	%
b. Secondary activity .....	B05006	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	%
c. All other activities .....	B05008	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	%
<b>Total percentage</b> .....	B05000	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	%



## Reporting period information

1. For this survey, please report information for this business or organization's most recent **12 month fiscal period**.

**Note:** For this survey, the **End date** should fall between April 1, 2020 and March 31, 2021.

Start date <sup>B00205</sup>      YYYY      MM      DD      End date <sup>B00206</sup>      YYYY      MM      DD

2. If the reporting period **does not cover a full year**, please check the reason(s) below (mark all that apply):

B00301\_r1

seasonal operations

B00301\_r5

ceased operations

B00301\_r2

new business

B00301\_r6

temporarily inactive

B00301\_r3

change of ownership

B00301\_r7

other reason — please specify:

B00301\_r4

change of fiscal year

B00301\_r8

3. Please indicate below, any changes or events that may have affected the reported values for this business or organization compared to the last reporting period (mark all that apply):

B00302\_t1

strike or lockout

B00302\_t10

sold business units

B00302\_t2

exchange rate impact

B00302\_t11

expansion

B00302\_t3

price changes in goods or services sold

B00302\_t12

new/lost contract

B00302\_t4

contracting out

B00302\_t13

plant closures

B00302\_t5

organizational change

B00302\_t14

acquisition of business units

B00302\_t6

price changes in labour or raw materials

B00302\_t15

other change or event — please specify:

B00302\_t7

natural disaster

B00302\_t16

B00302\_t8

recession

B00302\_t17

no change or event

B00302\_t9

change in product line

## Additional reporting instructions

1. Throughout this questionnaire, please report financial information **in thousands of Canadian dollars**.

For example, an amount of **\$763,880.25** should be reported as:

**CAN\$ '000**

\$ \_\_\_\_\_ ,000

I will report in the format above

## Revenue

- Notes:**
- A detailed breakdown may be requested in other sections.
  - These questions are asked of many different industries. Some questions may not apply to this business.
  - Refer to the reporting guide for detailed instructions.
  - Please report all amounts **in thousands of Canadian dollars**.

What was this business's revenue from each of the following sources?

	<b>CAN\$ '000</b>
1. Sales of goods and services <b>Exclude:</b> GST/HST, PST and QST .....	F43008 \$ <input type="text"/> ,000
2. Rental and leasing .....	F45801 \$ <input type="text"/> ,000
3. Commissions .....	F45701 \$ <input type="text"/> ,000
4. Subsidies <b>Include:</b> grants, donations and fundraising .....	F47101 \$ <input type="text"/> ,000
5. Royalties, rights, licensing and franchise fees .....	F47201 \$ <input type="text"/> ,000
6. Dividends .....	F51101 \$ <input type="text"/> ,000
7. Interest .....	F51201 \$ <input type="text"/> ,000
8. Other revenue — please specify: <b>Include:</b> intracompany transfers	
<small>F51302</small> <input type="text"/>	<small>F51301</small> \$ <input type="text"/> ,000
9. <b>Total revenue</b> (sum of questions 1 to 8) .....	<small>F40000</small> \$ <input type="text"/> ,000

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## Expenses

- Notes:**
- A detailed breakdown may be requested in other sections.
  - These questions are asked of many different industries. Some questions may not apply to this business.
  - Refer to the reporting guide for detailed instructions.
  - Please report all amounts **in thousands of Canadian dollars**.

What were this business's expenses for the following items?

1. Cost of goods sold

CAN\$ '000

	F61206	
a. opening inventories .....	\$	[ ] ,000
b. purchases <b>Include:</b> raw materials, goods purchased for resale and non-returnable containers <b>Exclude:</b> change in inventories .....	F61306 \$	[ ] ,000
c. closing inventories .....	F61406 \$	[ ] ,000
d. cost of goods sold (opening inventories <b>plus</b> purchases <b>minus</b> closing inventories) .....	F61101 \$	[ ] ,000

CAN\$ '000

2. Employment costs and expenses

**Include:** all employees who were issued a T4

**Exclude:** commissions paid to non-employees (report at question 3)

a. salaries, wages and commissions .....	F61501 \$	[ ] ,000
b. employee benefits (please refer to the reporting guide for the list of inclusions and exclusions) .....	F61502 \$	[ ] ,000

3. Subcontracts

**Include:** commissions paid to non-employees

**Exclude:** research and development .....

F62503 \$	[ ] ,000
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4. Research and development fees

**Exclude:** in-house research and development .....

F62504 \$	[ ] ,000
--------------	----------

5. Professional and business fees

(e.g., legal, accounting, consulting, scientific fees) .....

F62601 \$	[ ] ,000
--------------	----------

6. Utilities

(e.g., electricity, water and gas) .....

F61801 \$	[ ] ,000
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7. Office and computer related expenses

(e.g., office supplies, postage, computer upgrades) .....

F62505 \$	[ ] ,000
--------------	----------

8. Telephone, Internet and other telecommunication .....

F61802 \$	[ ] ,000
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9. Business taxes, licenses and permits

(e.g., beverage tax, business tax, license fees, property taxes) .....

F61901 \$	[ ] ,000
--------------	----------

10. Royalties, franchise fees and memberships

**Exclude:** Crown royalties .....

F62001 \$	[ ] ,000
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CAN\$ '000

11. Crown charges (for logging, mining and energy industries only) .....	F62506 \$ [ ] ,000
12. Rental and leasing <b>Include:</b> land, buildings, equipment and vehicles .....	F62101 \$ [ ] ,000
13. Repair and maintenance <b>Include:</b> buildings, equipment and vehicles .....	F62201 \$ [ ] ,000
14. Amortization and depreciation .....	F61601 \$ [ ] ,000
15. Insurance .....	F62301 \$ [ ] ,000
16. Advertising, marketing, promotion, meals and entertainment .....	F62507 \$ [ ] ,000
17. Travel, meetings and conventions .....	F62508 \$ [ ] ,000
18. Financial services (e.g., bank charges and transaction fees) .....	F62401 \$ [ ] ,000
19. Interest expense .....	F69101 \$ [ ] ,000
20. Other non-production-related costs and expenses <b>Include:</b> bad debt, loan losses, donations, political contributions and inventory write-down .....	F62509 \$ [ ] ,000
21. All other costs and expenses — please specify: <b>Include:</b> intracompany expenses F62512 [ ]	F62511 \$ [ ] ,000
22. <b>Total expenses</b> (sum of questions 1 to 21) .....	F60000 \$ [ ] ,000

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## Industry characteristics

### Selected sales information

1. What were this business's sales and revenue for each of the following products and services?  
Please report all amounts in thousands of Canadian dollars.

CAN\$ '000

- a. All products purchased for resale

Report sales **net** of returns, discounts and rebates.

**Include:** parts used in generating repair and maintenance revenue

**Exclude:** labour revenue from repair and maintenance (reported at question 1c.)

F43003

\$  ,000

F43002

- b. Products manufactured as a secondary activity by this wholesaling business unit

\$  ,000

F45902

- c. Repair and maintenance services

**Exclude:** sales of parts as reported in question 1a.

\$  ,000

F45804

- d. Rental and leasing of real estate

\$  ,000

F45802

- e. Rental and leasing of products and equipment

**Exclude:** sales of parts as reported in question 1a.

\$  ,000

### Other

2. What was the value of products where commissions and fees were earned by this business acting as an agent or broker?

Please report all amounts in thousands of Canadian dollars.

F43172

\$  ,000

3. Did this business **purchase goods** (raw materials, semi-finished, or finished goods) **"off the shelf"** **outside of Canada** and sell them **"as-is" in foreign markets** (including the U.S.) without altering the goods, and without the goods entering Canada before the sale?

B05192

1  Yes

2  No

3  Don't know

Provide comments if desired.

B05193


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4. On the last day of the fiscal year, did this business **hold inventories abroad**, including **inventories in transit to Canada**?

**Include:** raw materials, work in process, and finished goods recorded in this business's accounting books, but physically located outside of Canada. Also include goods purchased abroad for resale "as-is" in foreign markets.

B05194

- 1  Yes
- 2  No
- 3  Don't know

Provide comments if desired.

B05195


CAN\$ '000

F61409

5. What was the approximate value of inventories **held abroad** at the end of the reporting period? ... \$  ,000

6. Is the value reported above **included** in the closing inventories previously reported in question 1c. from the expenses section?

B00517

- 1  Yes
- 2  No

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## Sales by type of client

What was this business's breakdown of sales by the following types of clients?

### 1. Clients in Canada

#### Percentage

a. individuals and households .....    %

F43008\_c1

b. businesses .....    %

F43008\_c2

c. governments, not-for-profit organizations and public institutions  
(e.g., hospitals and schools) .....    %

F43008\_c3

2. Clients outside Canada .....    %

F43008\_c4

100%

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## Province/country of origin and destination of products sold

The goal of this section is to understand the supply chain for your products. We will ask for the percentage breakdown for each product sold according to the origin of the products purchased and the destination of products sold (see the grids on the next page).

**Please note that your best estimates are acceptable.**

**Origin:** to the best of your knowledge, where the products were originally produced or manufactured (i.e., which province, territory or country outside Canada). If the origin of the products is unknown, an acceptable substitute is the location of this business's supplier.

**Note:** exclude intermediate shipping points from your supplier to you.

The total for the origin should be equal to 100%.

**Destination:** to the best of your knowledge, the location where the products will ultimately be used (i.e., which province, territory or country outside Canada).

Acceptable substitutes:

- shipping destinations
- location of your retail customers
- location of your warehouses.

The percentages should sum to 100%.

If you have additional information, please use the blank origin and destination tables located at the end of the section.

### **Cost of goods sold and Sales of goods**

Please report the cost of goods sold and the sales of goods in thousands of Canadian dollars. When precise figures are not available, please provide your best estimate.

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Province/country of origin and destination of products sold

Product code

B40013\_lst1

Product description

B40014\_p1

Was this product sold during this reporting period?

B05028\_p1\_b

Yes

No → Go to next product

Cost of goods sold  
CAN\$ '000

F61101\_p1

\$  ,000

Sales of goods  
CAN\$ '000

F43173\_p1

\$  ,000

Purchased from origin

Sold to destination

Canada

	F61307_p1_g1		F43174_p1_g1		F61307_p2_g1		F43174_p2_g1	
N.L.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
P.E.I.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
N.S.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
N.B.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Que.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Ont.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Man.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Sask.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Alta.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
B.C.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Y.T.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
N.W.T.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Nvt.	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%

Outside Canada

USA	F61307_p1_g14	<input type="text"/>	%	F43174_p1_g14	<input type="text"/>	%	F61307_p2_g14	<input type="text"/>	%	F43174_p2_g14	<input type="text"/>	%
China	F61307_p1_g15	<input type="text"/>	%	F43174_p1_g15	<input type="text"/>	%	F61307_p2_g15	<input type="text"/>	%	F43174_p2_g15	<input type="text"/>	%
Other	F61307_p1_g16	<input type="text"/>	%	F43174_p1_g16	<input type="text"/>	%	F61307_p2_g16	<input type="text"/>	%	F43174_p2_g16	<input type="text"/>	%

Total

100%

100%

100%

100%

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**Province/country of origin and destination of products sold**

Product code

B40013\_lst3

Product description

B40014\_p3

Was this product sold during this reporting period?

B05028\_p3\_b

Yes

No → Go to next product

**Cost of goods sold  
CAN\$ '000**

F61101\_p3

\$  ,000

**Sales of goods  
CAN\$ '000**

F43173\_p3

\$  ,000

**Purchased from origin**

**Sold to destination**

**Canada**

N.L.	F61307_p3_g1	<input type="text"/>	%	F43174_p3_g1	<input type="text"/>	%
P.E.I.	F61307_p3_g2	<input type="text"/>	%	F43174_p3_g2	<input type="text"/>	%
N.S.	F61307_p3_g3	<input type="text"/>	%	F43174_p3_g3	<input type="text"/>	%
N.B.	F61307_p3_g4	<input type="text"/>	%	F43174_p3_g4	<input type="text"/>	%
Que.	F61307_p3_g5	<input type="text"/>	%	F43174_p3_g5	<input type="text"/>	%
Ont.	F61307_p3_g6	<input type="text"/>	%	F43174_p3_g6	<input type="text"/>	%
Man.	F61307_p3_g7	<input type="text"/>	%	F43174_p3_g7	<input type="text"/>	%
Sask.	F61307_p3_g8	<input type="text"/>	%	F43174_p3_g8	<input type="text"/>	%
Alta.	F61307_p3_g9	<input type="text"/>	%	F43174_p3_g9	<input type="text"/>	%
B.C.	F61307_p3_g10	<input type="text"/>	%	F43174_p3_g10	<input type="text"/>	%
Y.T.	F61307_p3_g11	<input type="text"/>	%	F43174_p3_g11	<input type="text"/>	%
N.W.T.	F61307_p3_g12	<input type="text"/>	%	F43174_p3_g12	<input type="text"/>	%
Nvt.	F61307_p3_g13	<input type="text"/>	%	F43174_p3_g13	<input type="text"/>	%
<b>Outside Canada</b>						
USA	F61307_p3_g14	<input type="text"/>	%	F43174_p3_g14	<input type="text"/>	%
China	F61307_p3_g15	<input type="text"/>	%	F43174_p3_g15	<input type="text"/>	%
Other	F61307_p3_g16	<input type="text"/>	%	F43174_p3_g16	<input type="text"/>	%
<b>Total</b>		<b>100%</b>		<b>100%</b>		

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Province/country of origin and destination of products sold

Product description

B40024\_lst4

[Product description input field]

Was this product sold during this reporting period?  Yes  No → Go to next product

Cost of goods sold CAN\$ '000: F61101\_p4 [ ] 000 \$

Sales of goods CAN\$ '000: F43173\_p4 [ ] 000 \$

Purchased from origin Sold to destination

Canada

	F61307_p4_g1	%	F43174_p4_g1	%	F61307_p5_g1	%	F43174_p5_g1	%
N.L.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
P.E.I.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
N.S.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
N.B.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Que.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Ont.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Man.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Sask.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Alta.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
B.C.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Y.T.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
N.W.T.	[ ]	%	[ ]	%	[ ]	%	[ ]	%
Nvt.	[ ]	%	[ ]	%	[ ]	%	[ ]	%

Outside Canada

USA	F61307_p4_g14	[ ]	%	F43174_p4_g14	[ ]	%	F61307_p5_g14	[ ]	%	F43174_p5_g14	[ ]	%
China	F61307_p4_g15	[ ]	%	F43174_p4_g15	[ ]	%	F61307_p5_g15	[ ]	%	F43174_p5_g15	[ ]	%
Other	F61307_p4_g16	[ ]	%	F43174_p4_g16	[ ]	%	F61307_p5_g16	[ ]	%	F43174_p5_g16	[ ]	%

Total 100% 100% 100% 100%

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## Details on this business's locations

1. Complete for all business locations operating during this reporting period.
2. If necessary, add all locations not listed on this questionnaire on the page "details on this business's additional locations".
3. Report dollar amounts **in thousands of Canadian dollars**.

Please verify the location address and correct where needed.

Operating name

B00102\_I

Address (number and street)

B00119\_I

Province, territory

B00122\_I

City

B00121\_I

Postal code

B00123\_I

Total operating revenue

F47001\_I

\$  ,000

Was this business location operational for the full year?

B00305\_b\_I

Yes ➔ **Go to next location**

No

What was the reason(s) for part year operation (mark all that apply)

B00301\_r1\_I1

seasonal operation

B00301\_r2\_I1

new store

B00301\_r3\_I1

change of fiscal year

B00301\_r4\_I1

change of ownership

B00301\_r5\_I1

ceased operations

B00301\_r6\_I1

temporarily closed

B00301\_r7\_I1

moved

B00301\_r8\_I1

other reason — please specify:

B00301\_r9\_I1

What were this location's operational start and end dates?

YYYY

MM

DD

B00201\_I

Start date

End date

YYYY

MM

DD

B00202\_I

Statistics Canada reviews all feedback.

We invite your comments pertaining to this business location.

B00001\_I

## Details on this business's additional locations

1. Complete for all business locations operating during this reporting period.
2. Add all locations not listed.
3. Report dollar amounts **in thousands of Canadian dollars**.

Please provide the business location address.

Operating name

B00129\_I

Address (number and street)

B00125\_I

Province, territory

B00127\_I

City

B00126\_I

Postal code

B00128\_I

Total operating revenue

F47004\_I

\$  ,000

Was this business location operational for the full year?

B00306\_b\_I

Yes ➔ **Go to next location**

No

What was the reason(s) for part year operation (mark all that apply)?

B00307\_r1\_I1

seasonal operation

B00307\_r2\_I1

new store

B00307\_r3\_I1

change of fiscal year

B00307\_r4\_I1

change of ownership

B00307\_r5\_I1

ceased operations

B00307\_r6\_I1

temporarily closed

B00307\_r7\_I1

moved

B00307\_r8\_I1

other reason — please specify:

B00307\_r9\_I1

What were this location's operational start and end dates?

YYYY

MM

DD

B00208\_I

Start date

End date

YYYY

MM

DD

B00209\_I

Statistics Canada reviews all feedback.

We invite your comments pertaining to this business location.

B00015\_I

## COVID-19

1. In response to the COVID-19 pandemic, did this business experience additional expenses to comply with public health and safety guidelines or corporate guidelines to be allowed to operate?

Additional expenses could **include**: purchases of cleaning supplies, sanitation measures, protective equipment for employees or customers and costs to retrofit business operations (e.g., Plexiglass barriers, new equipment that facilitates physical distancing, additional labour costs).

Public health and safety guidelines refer to guidelines from a federal, provincial or municipal health agency.

B05140\_t41

1  Yes



What were the total additional expenses in fiscal year 2020?

Report dollar amounts **in thousands of Canadian dollars**.

For expenses less than \$500, enter "0".

When precise figures are not available, provide your best estimates.

**Additional labour  
costs, if applicable  
(CAN\$ '000)**

\$  ,000

F60102\_t41\_sr69

**Other additional  
expenses  
(CAN\$ '000)**

\$  ,000

F60102\_t41\_sr19

As a result of the additional expenses or business conditions, did this business develop plans to expand operating capacity or undertake investments?

B05140\_t41\_y64

1  Yes

2  No

2  No

2. In response to the COVID-19 pandemic, in which of the following ways did this business change operating methods?

**Include** both temporary and ongoing changes.

Mark all that apply.

Adopt or expand upon a contact-less business model  
e.g., e-commerce sales, drive-through, delivery, curbside pickup, offer virtual services

B00381\_t41\_y41

Retrofit the workspace

B00381\_t41\_y42

Invest in e-commerce platforms

B00381\_t41\_y43

Use business intelligence technologies  
e.g., cloud-based computing systems and big data analytic tools

B00381\_t41\_y44

Develop new supply chains

B00381\_t41\_y45

Ask some or all employees to work from home

B00381\_t41\_y46

Introduce or accelerate the introduction of new goods and services

B00381\_t41\_y47

**Increase** prices charged to customers of certain goods and services as a result of the COVID-19 pandemic

B00381\_t41\_y48

...continues on next page

...continued from previous page

**Decrease** prices charged to customers of certain goods and services as a result of the COVID-19 pandemic

B00381\_t41\_y49

**Change** marketing strategy  
**Include** re-allocating marketing budget.

B00381\_t41\_y50

**Increase** marketing budget

B00381\_t41\_y51

**Decrease** marketing budget

B00381\_t41\_y52

**Expand** to new markets

B00381\_t41\_y53

**Substitute** capital for labour  
**e.g.**, automation, robots for use in producing goods and services

B00381\_t41\_y54

**Provided** extra staff training  
**e.g.**, job specific training, managerial training, training in new technology, training in new business practices, digital skills training, data literacy skills, other training and development

B00381\_t41\_y55

**Downsize** business activities  
**e.g.**, reduce goods and services offered

B00381\_t41\_y56

**Reduce** labour costs  
**e.g.**, lay off employees, furlough employees, request employees take vacation, reduce hours of employees, offer early retirement packages, outsource work

B00381\_t41\_y58

**Reduce** costs other than labour costs

B00381\_t41\_y59

**Take** other actions

B00381\_t41\_y60

↳ Specify the additional actions taken

B00381\_t41\_y61

OR

**No changes** to operating methods in response to the COVID-19 pandemic

B00381\_t41\_y62

3. Due to COVID-19, did this business receive public financial relief to avoid layoffs through the Canada Emergency Wage Subsidy or Temporary 10% Wage Subsidy programs?

B05150\_t41

1

Yes

↳ How much did your business obtain through these means?

**Financial relief received  
(CAN\$ '000)**

\$  ,000

F47123\_t41

2

No

## Notification of intent to extract web data

1. Does this business have a website?

B00024

1  Yes



Specify the business website address

e.g., [www.example.ca](http://www.example.ca)

F62512

2  No



Statistics Canada is piloting a web data extraction initiative, also known as web scraping, which uses software to search and compile publicly available data from organization websites. As a result, we may visit the website for this organization to search for, and compile, additional information. This initiative should allow us to reduce the reporting burden on organization, as well as produce additional statistical indicators to ensure that our data remain accurate and relevant.

We will do our utmost to ensure the data are collected in a manner that will not affect the functionality of the website. Any data collected will be used by Statistics Canada for statistical and research purposes only, in accordance with the agency's mandate.

For more information regarding Statistics Canada's web scraping initiative, please visit <http://www.statcan.gc.ca/eng/about/about>.

To learn more about Statistics Canada's transparency and accountability, please visit <http://www.statcan.gc.ca/eng/transparency-accountability>.

If you have any questions or concerns, please contact **Statistics Canada Client Services**, toll-free at 1-877-949-9492 (TTY: 1-800-363-7629) or by email at [infostat@canada.ca](mailto:infostat@canada.ca). Additional information about this survey can be found by selecting the following link.

Consult the reporting guide at [www.statcan.gc.ca/guides-e](http://www.statcan.gc.ca/guides-e) for further information.

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## Changes or events

1. Indicate any changes or events that affected the reported values for this business or organization compared with the last reporting period.

Mark all that apply.

B00302\_t1

Strike or lock-out

B00302\_t2

Exchange rate impact

B00302\_t3

Price changes in goods or services sold

B00302\_t4

Contracting out

B00302\_t5

Organizational change

B00302\_t6

Price changes in labour or raw materials

B00302\_t7

Natural disaster

B00302\_t8

Recession

B00302\_t9

Change in product line

B00302\_t10

Sold business or business units

B00302\_t11

Expansion

B00302\_t12

New or lost contract

B00302\_t13

Plant closures

B00302\_t14

Acquisition of business or business units

B00302\_t15

Other changes or events — specify:

B00302\_t16

**OR**

B00302\_t17

No changes or events

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## Contact person

1. Statistics Canada may need to contact the person who completed this questionnaire for further information.

If the contact person is the same as on cover page, please check  → **Go to "Feedback"**

Otherwise, who is the **best person to contact** about this questionnaire?

First name

Last name

Title

Email address (Example: user@example.gov.ca)

Telephone number (including area code)  
Example: 123-123-1234

Extension number  
(if applicable)

Fax number (including area code)  
Example: 123-123-1234

## Feedback

2. How long did it take to complete this questionnaire?

**Include** the time spent gathering the necessary information.....

Hours

Minutes

3. We invite your comments about this questionnaire.

B00002

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## General information

### Confidentiality

#### Your answers are confidential.

By law, Statistics Canada is prohibited from releasing any information it collects that could identify any person, business, or organization, unless consent has been given by the respondent, or as permitted by the *Statistics Act*. Statistics Canada will use the information from this survey for statistical purposes only.

### Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data-sharing agreements with provincial and territorial statistical agencies and other government organizations, which have agreed to keep the data confidential and use them only for statistical purposes. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

**Section 11** of the *Statistics Act* provides for the sharing of information with provincial and territorial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide the same information, consent is not requested and businesses may not object to the sharing of the data.

For this survey, there are **Section 11** agreements with the provincial and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Québec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia and the Yukon.

The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

**Section 12** of the *Statistics Act* provides for the sharing of information with federal, provincial or territorial government organizations. Under **Section 12**, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician and returning it with the completed questionnaire. Please specify the organizations with which you do not want to share your data.

For this survey, there are **Section 12** agreements with the statistical agencies of Prince Edward Island, the Northwest Territories and Nunavut.

For agreements with provincial and territorial government organizations, the shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

### Record linkages

To enhance the data from this survey and to reduce the reporting burden, Statistics Canada may combine the acquired data with information from other surveys or from administrative sources.

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**Thank you for completing this questionnaire.**

**Please retain a copy for your records.**

**Visit our website, [www.statcan.gc.ca](http://www.statcan.gc.ca)**