



2000 Annual Retail Chain Survey

Collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S19. Completion of this questionnaire is a legal requirement under this Act.

This document is confidential when completed.

Si vous préférez recevoir ce questionnaire en français, veuillez nous appeler sans frais au numéro de téléphone suivant : **1 888 881-3666**.

Correct pre-printed information, if necessary, using the corresponding boxes below:

0001	Legal name	0004	Number and street		
0002	Business name	0005	City	0006	Province or State
0003	C/O	0053	Country	0007	Postal code/Zip code
0008	First name of contact	0028	Last name of contact		
0052	Please report for:	0010	Language preference 1 <input type="radio"/> English 2 <input type="radio"/> French		

A - Introduction

Survey Purpose

This survey collects the financial and operating data needed to produce statistics concerning your industry. For more information on survey purpose, please consult the enclosed booklet entitled "Statistics Canada Business Surveys".

Confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information obtained from this survey that relates to any identifiable business. **The data reported on this questionnaire will be treated in strict confidence**, used for statistical purposes and published in aggregate form only. The confidentiality provisions of the *Statistics Act* are not affected by either the *Access to Information Act* or any other legislation.

Please return the completed questionnaire(s) in the enclosed envelope **within 30 days** of receipt. The questionnaire(s) can also be faxed back to Statistics Canada at **1 888 883-7999**. Thank you.

If you need further information or help, please call 1 888 881-3666.

Name of the primary person completing this questionnaire:		0013	_____		
0026		0054	First name	_____	
<input type="radio"/> Mr. <input type="radio"/> Mrs. <input type="radio"/> Miss <input type="radio"/> Ms.		Last name			
Title: 0014	E-mail address: 0018		Web site address: 0020		
Telephone number: 0017 ()	Extension: 0027	Fax number: 0016 ()		Date completed: YYYY MM DD	
Signature: _____			0015	_____	
I certify that the information contained herein is complete and correct to the best of my knowledge.					

Coverage

Please complete this questionnaire for the operation(s) (business unit) described in the pre-printed area on the front page of this questionnaire. Report for Canadian operations only.

Reporting Instructions

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

1. Please report all dollar amounts in CANADIAN DOLLARS (\$ CDN).
2. All dollar amounts reported should be rounded to the nearest whole dollar (e.g., \$55,417.40 should be reported as \$55,417).
3. All percentages reported should be rounded to the nearest whole percent (e.g., 37.3% to 37%, 75.8% to 76%).
4. Please write clearly in ink.
5. This survey questionnaire can be faxed back to Statistics Canada at **1 888 883-7999**.

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

Reporting Period Information

Reporting Period

Please report information for your **most recent fiscal period** ending on or before March 31, 2001. Please indicate below the period covered by this questionnaire.

1. From ⁰⁰¹¹

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 To ⁰⁰¹²

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2. Do the dates reported above represent a change in your fiscal period?

⁰⁰⁵⁹ Yes No

Data-sharing Agreements

To avoid duplicating survey activity, Statistics Canada has entered into agreements with provincial and territorial statistical agencies for the sharing of data. This is done in accordance with the federal *Statistics Act* and corresponding provincial and territorial legislation. The data are kept confidential and used for statistical purposes only. **Your responses are not shared with Canada Customs and Revenue Agency (formerly Revenue Canada)**. More details on data-sharing are included in this package.

Main Business Activity

1. Is this business unit primarily a store retailer?

Definition of store retailers: store retailers operate fixed point-of-sale locations, located and designed to attract a high volume of walk-in customers. In general, retail stores have extensive displays of merchandise and use mass-media advertising to attract customers. They typically sell merchandise to the general public for personal or household consumption, but some also serve business and institutional clients.

0840 Yes → If yes, please go to question 2.

No → If no, please list the main activities of this business unit and indicate the estimated percentage of total operating revenue associated with each one and call **1 888 881-3666** for further instructions.

0041

2. Principal Lines of Merchandise and Services

Please list the principal lines of merchandise and services sold by this business unit and indicate the estimated percentage of total operating revenue associated with each one. This information will be used to confirm the industrial classification of this business unit.

	%
2.a. (please specify): 0833	0834
2.b. (please specify): 0835	0836
2.c. (please specify): 0837	0838
2.d. All other lines of merchandise and services	0839
Total	100%

B - Revenue

Please include: • all revenue (including revenue from electronic commerce) received from within or outside Canada and recorded by this business unit.

Please exclude: • federal or provincial sales taxes collected for remittance to a government agency.

Revenue from Sales of Goods

	\$ CDN
1. Total sales of goods purchased for resale (in the same condition as purchased) Please report gross sales of new and used goods less returns and discounts; do not deduct the value of trade-ins. Include parts used in generating repair and maintenance revenue.	2020
2. Total sales of goods manufactured on own account	2299
3. Commission revenue or fees earned from selling merchandise on account of others (e.g., pre-owned clothing, automobiles and gasoline sold on consignment)	2060

Revenue from Sales of Services

	\$ CDN
4. Repair and maintenance revenue Include labour receipts for installations, warranty and repair work. Exclude parts used in generating repair and maintenance revenue and report these in this section at question 1, "Total sales of goods purchased for resale".	2041
5. Revenue from rental or leasing of goods and equipment (e.g., videos and rug shampoo equipment)	2037
6. Revenue and commission from other services (e.g., from selling lottery and bus tickets, phone cards, fax and/or photocopying services)	2038

Other Operating Revenue

	\$ CDN
7. Operating subsidies and grants (e.g., donations, subsidies and grants from governments, public institutions, private individuals, businesses, non-profit and charitable institutions and foundations)	2068
8. All other operating revenue Include placement fees for displaying items in Web sites, store windows, catalogues; rental or leasing of office space and other real estate; revenue from shipping and handling charges which are not included in the price of the merchandise; fees and commissions from concessions, etc. Exclude interest income, dividends, insurance and bad debt recovery. Please report this amount in this section at question 10, "Non-operating revenue".	2077
Please list major items:	
2071	
2072	
2073	

Revenue Totals

	\$ CDN
9. Total operating revenue (add amounts reported at questions 1 to 8 above)	2080
10. Non-operating revenue (e.g., interest income, dividends, insurance and bad debt recovery)	2097
11. Total revenue (add amounts reported at questions 9 and 10 above)	2098

C - Inventories and Cost of Goods Sold (Goods Purchased for Resale only)

Inventories are to be reported at book value (i.e., the value maintained in the accounting records).

Please include: • inventory **owned** by this business unit within or outside Canada (including inventory: at any warehouse, selling outlet, in transit, or out on consignment).

Please exclude: • inventory held on consignment for others.

	Value of inventory \$ CDN
1. Opening inventory of goods purchased for resale (in the same condition as purchased)	5560
2. Purchases of new and used goods for resale including parts used in generating repair and maintenance revenue Include freight-in and the value of goods taken in trade, less returns and discounts.	4019
3. Closing inventory of goods purchased for resale (in the same condition as purchased)	5565
4. Cost of goods sold Value of opening inventory (reported at question 1) plus purchases of goods for resale (reported at question 2) minus the value of closing inventory (reported at question 3)	5720

For information only

D - Expenses

Please include: • all expenses (including expenses for electronic commerce) incurred within or outside Canada and recorded by this business unit.

Please exclude: • purchases of goods for resale, income tax and the portion of federal or provincial sales taxes refunded by government.

Labour Remuneration

- Employees are defined as those workers for whom you completed a Canada Customs and Revenue Agency (formerly Revenue Canada) **T4 - Statement of Remuneration Paid** form.
- Please report all wages and salaries (including taxable allowances and employment commissions as defined on the **T4 - Statement of Remuneration Paid** form) **before deductions**.
- Please **exclude** employer portion of employee benefits from salaries and wages and report these benefits separately at question 2 below.

	\$ CDN
<p>1. Wages and salaries of employees</p> <p>Include: • those amounts deposited to accounts outside Canada.</p> <p>Exclude: • all payments and expenses associated with outside contract workers and employment agencies or personnel suppliers. Please report these payments in this section at the appropriate question(s);</p> <p>For example:</p> <ul style="list-style-type: none"> • the cost of a receptionist or filing clerk under direct contract to you. Please report these payments in this section at question 16, "Professional and business service fees"; • the cost of maintenance or cleaning staff under direct contract to you. Please report these payments in this section at question 14, "Purchased maintenance and repair service expenses, including janitorial and cleaning services". • all payments to casual labour without a T4 - Statement of Remuneration Paid form. Please report these payments in this section at question 27, "All other operating expenses". 	3010
<p>2. Employer portion of employee benefits</p> <p>Include: • contributions to health plans, insurance plans, employment insurance, pension contributions, workers' compensation, retiring allowances or lump sum payments to employees upon termination or retirement, etc.</p> <p>Exclude: • contributions to provincial health and education payroll taxes, if applicable. Please report these payments in this section at question 27, "All other operating expenses".</p>	3040
<p>3. Total labour remuneration (add amounts reported at questions 1 and 2 above)</p>	3041

Purchased Energy and Water Expenses

Exclude energy and water expenses that are covered in your rental and leasing expenses. Please report these payments in this section at question 13, "Rental and leasing expenses".

\$ CDN

4066

4. Total cost of energy and water expenses
(e.g., electricity, gasoline, fuel oil, diesel fuel, propane, natural gas, water)

Non-returnable Containers and Other Shipping and Packaging Material Expenses

\$ CDN

3402

5. Cartons, boxes and cases of corrugated paper or paperboard expenses

3408

6. Plastic packaging expenses

3403

7. All other non-returnable containers and other shipping and packaging material expenses

3499

8. Total cost of non-returnable containers and other shipping and packaging material expenses
(add amounts reported at questions 5 to 7 above)

Materials, Components and Supply Expenses

Exclude capital expenditures.

\$ CDN

3301

9. Office supply expenses

Include:

- paper and supplies for photocopiers, printers and fax machines; diskettes; writing instruments, and other office supplies. Also, **if not capitalized, include** computers, printers, photocopiers, computer software and office furniture, etc.

Exclude:

- postage and courier expenses. Please report these payments in this section at question 27, "All other operating expenses";

- telephone and other telecommunication expenses. Please report these payments in this section at question 12, "Telephone and other telecommunication expenses".

3302

10. Operating, maintenance and repair supply expenses

Include:

- supplies for the operation, maintenance and repair of your equipment, vehicles and buildings.

Exclude:

- purchases of goods for resale. Please report this amount in **Section C - Inventories and Cost of Goods Sold**, at question 2, "Purchases of new and used goods for resale";

- parts used in generating revenue from repair and maintenance. Please report this amount in **Section C - Inventories and Cost of Goods Sold**, at question 2, "Purchases of new and used goods for resale";

- expenses that are covered in your Rental and leasing expenses. Please report these payments in this section at question 13, "Rental and leasing expenses";

- expenses that are covered in your purchased maintenance and repair service expenses. Please report these payments in this section at question 14, "Purchased maintenance and repair service expenses, including janitorial and cleaning services".

Purchased Service Expenses

Please include: • expenses for services purchased from outside this business unit.

Please exclude: • services that you produce within this business unit;
 • services that you purchased from your head office or business support units outside this business unit. Please report these amounts in this section at question 25, "Management fees or any other service fees paid to head office and other business support units".

	\$ CDN
	4070
11. Goods transportation, warehousing and storage expenses	
12. Telephone and other telecommunication expenses Include: • telephone, fax, cellular phone, or pager services for transmission of voice, data or image; • Internet access charge; • purchased cable and satellite transmission of television, radio and music programs.	4101
13. Rental and leasing expenses Include office space or other real estate, motor vehicles, computers and peripherals, other machinery and equipment, and other goods.	4115
14. Purchased maintenance and repair service expenses, including janitorial and cleaning services Include materials, parts and labour.	4175
15. Payments to employment agencies or personnel suppliers (e.g., pay for temporary workers paid through an agency and/or charges for personnel search services)	3080
16. Professional and business service fees (e.g., legal, accounting, architectural, engineering, consulting and other professional and business service fees)	4225
17. Financial service fees (e.g., bank charges, credit and debit card commissions) Exclude interest expenses; please report these amounts in this section at question 29, "Other expenses".	4325
18. Insurance premiums (e.g., liability, auto, building, equipment) Exclude premiums paid directly to your Head Office, if applicable. Please report this amount in this section at question 25, "Management fees or any other service fees paid to head office and other business support units".	4350
19. Advertising expenses	4365
20. Travel expenses Include passenger transportation, accommodation, meals while travelling, and other travel expenses.	4366
21. Property and business taxes, licences and permits expenses Include: • property taxes (except those covered in your rental and leasing expenses); • property transfer taxes; • vehicle license fees; • lot levies; • provincial capital taxes; • import duties (except where these are included in the purchase of goods for resale).	4410
22. Fees (commissions) paid to agents and brokers in wholesale and retail trade	4466

Depreciation and Amortization

\$ CDN

23. Total depreciation and amortization
(including this business unit's assets and capital lease obligations, e.g., vehicles, buildings, equipment)

4520

Other Operating Expenses

\$ CDN

24. Franchise fees

4441

25. Management fees or any other service fees (e.g., legal, advertising, insurance) paid to head office and other business support units (e.g., warehouses, sales centres, trucking facilities)

4555

26. Bad debt expenses

4467

27. All other operating expenses
(e.g., contributions to provincial health and education payroll taxes, donations)

4569

Exclude interest expenses. Please report these amounts in this section at question 29, "Other expenses".

Please list major items:

4561

4562

4563

Expense Totals

\$ CDN

28. Total operating expenses (add amounts reported in this section at questions 3, 4, 8 and 9 to 27 above)

4598

29. Other expenses
(e.g., interest expenses on capital lease obligations plus all other miscellaneous interest expenses such as interest on loans and the interest portion of mortgage payments)

4630

30. Total expenses (add amounts reported at questions 28 and 29 above)

4698

E - Distribution of Operating Revenue by Type of Customer

Data on revenue by type of customer will be used to improve information on origin of demand for goods and services. We recognize that this may be a difficult question to answer, especially for retail trade, and your best estimates will be acceptable. We welcome your suggestions on how to improve it in the **Comments Section** at the end of the questionnaire.

Please indicate the approximate percentage of "Total operating revenue" (reported in **Section B - Revenue**, at question 9, "Total operating revenue") by type of customer to whom the goods or services were delivered.

Customers in Canada	%
1. Individuals and households	8100
2. Private businesses (e.g., retail businesses, wholesale businesses, manufacturers, construction contractors, farmers for farm operations, financial intermediaries including banks, trust companies and financial crown corporations)	8170
3. Public institutions (e.g., hospitals, schools, universities)	8120
4. Governments (e.g., federal, provincial, territorial and municipal administration)	8130
5. All other customers in Canada	8115
Please specify:	
8172	
8173	
8174	
6. Customers outside Canada	8140
Total	100%

Name of **person** reporting **Type of Customer** information (if different from name on page 1)

8190

First name Last name

Telephone number (include area code) 8192

F - Events That May Have Affected Your Business Unit

1. Compared to **last fiscal year**, were there any events that may have **significantly affected the reported values** for this business unit?

- 9929 Yes → **If yes**, please go to question 2.
 No → **If no**, please go to **Section G - Comments**.

2. Please check the box(es) that best reflect this change.

- | | |
|---|---|
| 9930 <input type="radio"/> Longer scheduled work week | 9931 <input type="radio"/> Shorter scheduled work week |
| 9932 <input type="radio"/> Increase in business | 9933 <input type="radio"/> Decrease in business |
| 9934 <input type="radio"/> More overtime | 9935 <input type="radio"/> Less overtime |
| 9936 <input type="radio"/> Foreign exchange | 9937 <input type="radio"/> Merger or acquisition |
| 9938 <input type="radio"/> Layoffs | 9939 <input type="radio"/> Increase in hiring |
| 9940 <input type="radio"/> Temporary shutdown | 9941 <input type="radio"/> Permanent shutdown |
| 9942 <input type="radio"/> Strike | 9943 <input type="radio"/> Weather |
| 9944 <input type="radio"/> Change in supplier | 9945 <input type="radio"/> Change in product line |
| 9946 <input type="radio"/> Price changes, goods or services sold (output) | 9947 <input type="radio"/> Price changes, labour or raw materials (input) |
| 9948 <input type="radio"/> Changes in industry regulation | 9949 <input type="radio"/> Changes in government taxes |
| | 9952 <input type="radio"/> Natural disaster |

3. 9950 Other (please specify):

G - Comments

1. How long did you spend collecting the data and completing this form? hours

2. Comments?

We invite your comments on the following topics or any others related to our business survey program. We appreciate your assistance.

- questionnaire content
- new questions of interest to your industry
- questionnaire language
- use of business terminology
- clarity of questions (e.g., definitions, examples of inclusions and exclusions, code sheets, instruction sheets, reporting guides)
- order and flow of questions
- timing of receipt of questionnaire and the period given for response
- other sources of data to further reduce response burden
- potential for electronic data reporting
- general (non-proprietary) business software packages in use

9920

Lost the return envelope?

Please telephone 1 888 881-3666 OR fax the questionnaire back to us at 1 888 883-7999

OR

mail your questionnaire to Statistics Canada, Operations and Integration Division,
120 Parkdale Ave., Ottawa, Ontario K1A 0T6



Thank you for your co-operation

Statistics Canada's publications are available for use
in Statistics Canada's regional offices and all major libraries.
As well, please visit our Web site at www.statcan.ca