

2016 Survey of Service Industries: Book Publishers

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COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.

Introduction

Survey purpose

This survey collects the financial and operating data needed to develop national and regional economic policies and programs. Your information may also be used by Statistics Canada for other statistical and research purposes. Please access www.statcan.gc.ca/survey-enquete/index-eng.htm for more information on this survey.

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Please return the questionnaire within 21 days.

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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 **1-800-972-9692** or **TTY 1-855-382-7745**.

Statistics Canada
Operations and Integration Division
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Ottawa, Ontario K1A 0T6

Visit our website, www.statcan.gc.ca



Reporting instructions

- Please print in ink.
- **Report** dollar amounts in **thousands of Canadian dollars** ('000).
- **Exclude** sales tax.
- Percentages should be rounded to whole numbers.
- When precise figures are not available, please provide your best estimates.
- Consult the reporting guide at www.statcan.gc.ca/guides-e for further information.

Business or organization and contact information

1. Please **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. Please **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

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

B00323

001 Operational → **Go to question 4**

002 Not currently operational

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

→ Why is this business or organization not currently operational?

B00309

002 Seasonal operations → **Go to question 3a.**

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

004 Sold operations → **Go to question 3c.**

005 Amalgamated with (an) other business(es) or organization(s) → **Go to question 3d.**

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

007 No longer operating due to other reason(s) → **Go to question 3f.**

3a. Seasonal operations

When did this business or organization close for the season?

Date YYYY MM DD
B00217

When does this business or organization expect to resume operations?

Date YYYY MM DD
B00218 → **Go to question 4**

3b. Ceased operations

When did this business or organization cease operations?

Date YYYY MM DD
B00211

Why did this business or organization cease operations?

B00311

001 Bankruptcy

002 Liquidation

003 Dissolution

004 Other reasons — specify:

B00312

} → **Go to question 4**

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3c. Sold operations

When was this business or organization sold?

Date B00212

What is the legal name of the buyer?

B00406

→ Go to question 4

3d. Amalgamated with (an) other business(es) or organization(s)

When did this business or organization amalgamate?

Date B00213

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

B00407

What is(are) the legal name(s) of the other amalgamated business(es) or organization(s)?

B00408

→ Go to question 4

3e. Temporarily inactive but will re-open

When did this business or organization become temporarily inactive?

Date B00214

When does this business or organization expect to resume operations?

Date B00215

Why is this business or organization temporarily inactive?

B00313

→ Go to question 4

3f. No longer operating due to other reason(s)

When did this business or organization cease operations?

Date B00216

Why did this business or organization cease operations?

B00314

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4. Please **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
001



Go to question 7

002 **Other main activity** → Please 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
001 **Yes**

002 **No** → **Go to question 7**

6. When did the main activity change?

B00219
Date

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

B05024
001 **Yes**, there are other activities.

002 **No**, that is the only significant activity. → **Go to question 9**

8. Please 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, please provide your best estimates.

a. Main activity

Percentage of revenue
B05004 %

b. Secondary activity

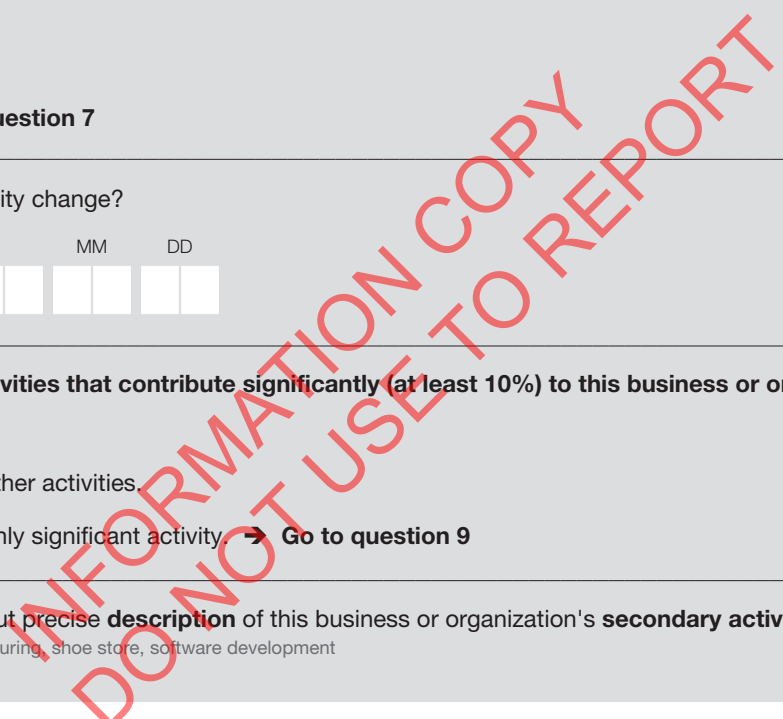
B05006 %

c. All other activities

B05008 %

Total percentage

B05000 %



Reporting period information

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

Note: For this survey, the **End date** should fall between April 1, 2016 and March 31, 2017.

	YYYY	MM	DD		YYYY	MM	DD
Start date	<input type="text"/>	<input type="text"/>	<input type="text"/>	End date	<input type="text"/>	<input type="text"/>	<input type="text"/>

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_r2

new business

B00301_r3

change of ownership

B00301_r4

change of fiscal year

B00301_r5

ceased operations

B00301_r6

temporarily inactive

B00301_r7

other reason — please specify:

B00301_r8

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

B00302_t1

strike or lockout

B00302_t2

exchange rate impact

B00302_t3

price changes in goods or services sold

B00302_t4

contracting out

B00302_t5

organisational 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 units

B00302_t11

expansion

B00302_t12

new/lost contract

B00302_t13

plant closures

B00302_t14

acquisition of business units

B00302_t15

other change or event — please specify:

B00302_t16

B00302_t17

no change or event

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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?

		CAN\$ '000
1.	Sales of goods and services Include: sales, commissions, rental and leasing revenue if they are this business's primary revenue source.	F43008 \$ <input type="text"/> ,000
2.	Rental and leasing (report only if this is a secondary source of revenue; if rental and leasing are your primary revenue source, report in question 1)	F45801 \$ <input type="text"/> ,000
3.	Commissions (report only if this is a secondary source of revenue; if commissions are your primary revenue source, report in question 1)	F45701 \$ <input type="text"/> ,000
4.	Subsidies Include: grants, donations, fundraising and sponsorships.	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: Include: intracompany transfers. F51302 <input type="text"/>	F51301 \$ <input type="text"/> ,000
9.	Total revenue (sum of questions 1 to 8)	F40000 \$ <input type="text"/> ,000

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E-Commerce

1. For this reporting period, what was this business's total revenue?

Please report all amounts in **thousands of Canadian dollars**.

Include: sales of goods and services; rental, leasing and property management; commissions; subsidies, grants, donations, fundraising and sponsorships; royalties; rights; licensing and franchise fees; dividends, interest and other revenue.

CAN\$ '000

F4000PF1

€\$,000

2. Did this business have any e-commerce revenue in this reporting period?

E-commerce revenue: sale of goods and services conducted over the Internet with or without online payment.

Include: all revenue for which an order is received and commitment to purchase is made via the Internet, although payment can be made by other means, such as orders made on web pages, an extranet, mobile devices or Electronic Data Interchange (EDI).

Exclude: orders made by telephone, facsimile or e-mail.

B05163

1 Yes → **Go to question 3**

3 No → **Go to question 6**

CAN\$ '000

F43459

3. What was the total e-commerce revenue in this reporting period?

If precise figures are not available, please provide your best estimate.

€\$,000

4. During this reporting period, did this business make sales over the Internet through any of the following methods?

Mark all that apply.

a. Via a mobile app

B05164_m1

b. Via your company website

B05164_m2

c. Via a third-party website

B05164_m3

d. Via Electronic Data Interchange (EDI)

B05164_m4

e. Other methods — specify:

B05164_m5

B05164_m6

5. Does this business have any full-time staff dedicated solely to activities related to e-commerce?

B20052

1 Yes

3 No

6. If you answered No at question 2, please identify the reasons why this business did not make sales over the Internet:

Mark all that apply.

a. Goods and services do not lend themselves to online sales

B05165_r1

b. Prefer to maintain current business model

B05165_r2

c. Lack of skilled workers to implement and maintain e-commerce infrastructure

B05165_r3

d. Cost of development is too high

B05165_r4

e. Security concerns

B05165_r5

f. Other reasons — specify:

B05165_r6

B05165_r7

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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		
Include: raw materials, goods purchased for resale and non-returnable containers.	F61306	
Exclude: change in inventories.	\$,000
c. closing inventories	F61406	
	\$,000
d. cost of goods sold (opening inventories plus purchases minus closing inventories)	F61101	CAN\$ '000
	\$,000
2. Employment costs and expenses		
Include: all employees who were issued a T4.		
Exclude: commissions paid to non-employees, report in 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
4. Research and development fees		
Exclude: in-house research and development.	F62504	\$,000
5. Professional and business fees (e.g., legal, accounting, consulting, scientific and property management fees)	F62601	\$,000
6. Utilities (e.g., electricity, water and gas)	F61801	\$,000
7. Office and computer related expenses (e.g., office supplies, postage and computer upgrades)	F62505	\$,000
8. Telephone, Internet and other telecommunication	F61802	\$,000
9. Business taxes, licenses and permits (e.g., beverage tax, business tax, license fees and property taxes)	F61901	\$,000
10. Royalties, franchise fees and memberships		
Exclude: Crown royalties.	F62001	\$,000
11. Crown charges (for logging, mining and energy industries only)	F62506	\$,000

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CAN\$ '000

12. Rental and leasing Include: land, building, equipment and vehicles.	F62101 \$ [] ,000
13. Repair and maintenance Include: 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 Include: bad debt, loan losses, donations, political contributions and inventory write-down.	F62509 \$ [] ,000
21. All other cost and expenses — please specify: Include: intracompany expenses. F62512 []	F62511 \$ [] ,000
22. Total expenses (sum of lines 1 to 21)	F60000 \$ [] ,000

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Industry characteristics

Definitions:

Own titles: works published (or co-published) in Canada by a firm holding the Canadian territorial rights to these titles.

Agency titles: titles which are published or reprinted outside of Canada, but sold in Canada.

Revenue from pre-sold books should be reported in the year in which they are delivered.

Include e-books and print books.

Please report all amounts in **thousands of Canadian dollars**.

		Sales CAN\$ '000
1. What were this business's net sales of the following goods and services ?		
a.	net sales of own and agency titles. Report book sales only (minus book returns)	F43426 \$ <input type="text"/> ,000
b.	other sales of goods and services — specify: (e.g., sales of rights, periodical publishing, printing services, marketing, rental and leasing revenue, etc.) F43175 <input type="text"/>	F43005 \$ <input type="text"/> ,000
Total sales of goods and services		F43000 \$ <input type="text"/> ,000
2. How much did this business receive in grants and subsidies ? Include federal, provincial/territorial and municipal grants and subsidies. Exclude tax credits.		
		F47115_sr7 \$ <input type="text"/> ,000
3. Of the net sales of own and agency titles reported in question 1 a. , what was the percentage breakdown of own and agency titles by language of printing ? Exclude sales of rights.		
		Percentage
a.	English	F43429_n1 <input type="text"/> %
b.	French	F43429_n2 <input type="text"/> %
c.	other languages	F43429_n3 <input type="text"/> %
		100%
4. Of the net sales of own and agency titles reported in question 1 a. , how much was attributed to online sales of print titles for the following breakdown by authorship? Include:		
<ul style="list-style-type: none"> • sales to online stores, including sales made through other companies' websites • sales in Canada and export sales. 		
		Online sales of print titles CAN\$ '000
a.	Canadian authorship	F43426_pc1_y1 \$ <input type="text"/> ,000
b.	Foreign authorship	F43426_pc1_y2 \$ <input type="text"/> ,000
Total online sales of print titles		F43426_pc1PF1 \$ <input type="text"/> ,000

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5. Of the **net sales of own and agency titles reported in question 1 a.**, how much was attributed to **sales of E-books** for the following breakdown by authorship?

Include all sales by other companies/websites, sales in Canada and export sales.

**E-book sales
CAN\$ '000**

a. Canadian authorship	\$	<input type="text" value="F43426_pc2_y1"/>	,000
b. Foreign authorship	\$	<input type="text" value="F43426_pc2_y2"/>	,000
Total E-book sales	\$	<input type="text" value="F43426_pc2PF1"/>	,000

6. What were this business's **net sales of own and agency titles in Canada** through the following channels?

Include sales done via distributors.

Exclude sale of rights.

If exact figures are unknown, estimates are acceptable.

Net sales of print books in Canada

Exclude online sales.

**Net sales of
books in Canada
CAN\$ '000**

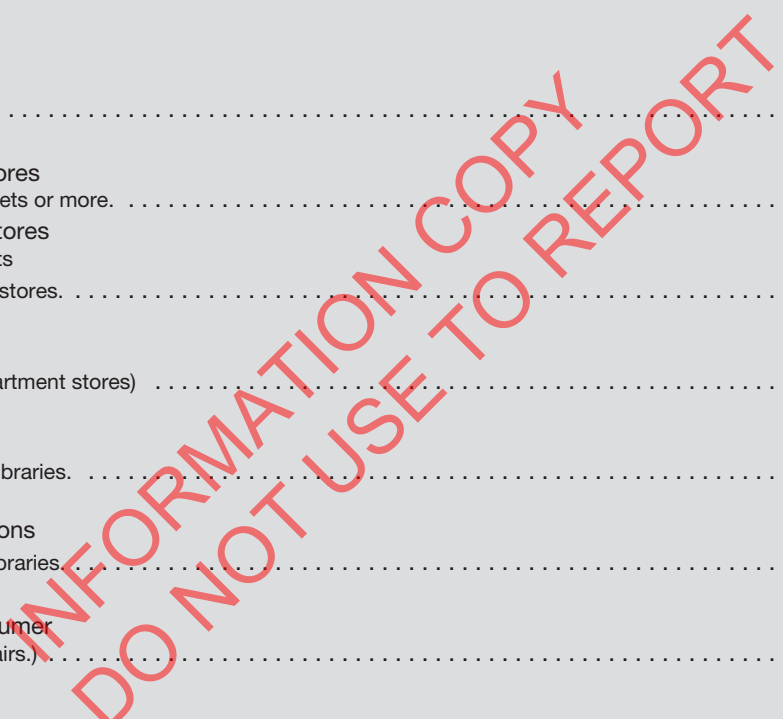
a. wholesalers	\$	<input type="text" value="F43428_c1"/>	,000
b. major chain bookstores i.e., chains of four outlets or more.	\$	<input type="text" value="F43428_c9"/>	,000
c. independent bookstores i.e., one to three outlets Include campus bookstores.	\$	<input type="text" value="F43428_c10"/>	,000
d. general retailers (e.g., drugstores, department stores)	\$	<input type="text" value="F43428_c3"/>	,000
e. libraries Exclude educational libraries.	\$	<input type="text" value="F43428_c4"/>	,000
f. educational institutions Include educational libraries.	\$	<input type="text" value="F43428_c5"/>	,000
g. direct sales to consumer (e.g., festivals, trade fairs.)	\$	<input type="text" value="F43428_c6"/>	,000
h. other channel of sale, excluding online sales — specify: F43428_c8 <input type="text" value=""/>	\$	<input type="text" value="F43428_c7"/>	,000

Online sales of print books in Canada

i. online sales of print books through any channel	\$	<input type="text" value="F43426_pc1_PF2"/>	,000
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Sales of E-books in Canada

j. sales of E-books through any channel.	\$	<input type="text" value="F43426_pc2_PF2"/>	,000
Total net sales in Canada of print books and E-books	\$	<input type="text" value="F43630"/>	,000



7. What was the **breakdown of this business's net sales for own and agency titles**, according to the following commercial categories?

Include e-books and print books sales.

Own titles	Sold in Canada CAN\$ '000	Export sales CAN\$ '000
a. textbooks Include: • workbooks, readers and teachers' manuals, • sales to schools at all levels of education.	F43429_sr1_pc1PF1 \$ <input type="text"/> ,000	F43429_sr2_pc1PF1 \$ <input type="text"/> ,000
b. children and juvenile books Include picture books and texts not primarily intended as textbooks. Exclude colouring books.	F43429_sr1_pc2PF1 \$ <input type="text"/> ,000	F43429_sr2_pc2PF1 \$ <input type="text"/> ,000
c. tradebooks Include mass market paperbacks, trade paperbacks and trade hardcovers.	F43429_sr1_pc3PF1 \$ <input type="text"/> ,000	F43429_sr2_pc3PF1 \$ <input type="text"/> ,000
d. reference, scholarly, professional and technical (e.g., dictionaries, encyclopedias, thesauruses) Include titles aimed at the academic community, research institutes and specific groups of individuals.	F43475 \$ <input type="text"/> ,000	F43521 \$ <input type="text"/> ,000
Subtotal own titles	F43429_sr1 \$ <input type="text"/> ,000	F43429_sr2 \$ <input type="text"/> ,000
Exclusive agency titles		
e. textbooks Include: • workbooks, readers and teachers' manuals • sales to schools at all levels of education.....	F43431_sr1_pc1PF1 \$ <input type="text"/> ,000	F43431_sr2_pc1PF1 \$ <input type="text"/> ,000
f. children and juvenile books Include picture books and texts not primarily intended as textbooks. Exclude colouring books.	F43431_sr1_pc2PF1 \$ <input type="text"/> ,000	F43431_sr2_pc2PF1 \$ <input type="text"/> ,000
g. tradebooks Include mass market paperbacks, trade paperbacks and trade hardcovers.	F43431_sr1_pc3PF1 \$ <input type="text"/> ,000	F43431_sr2_pc3PF1 \$ <input type="text"/> ,000
h. reference, scholarly, professional and technical (e.g., dictionaries, encyclopedias, thesauruses) Include titles aimed at the academic community, research institutes and specific groups of individuals.....	F43476 \$ <input type="text"/> ,000	F43522 \$ <input type="text"/> ,000
Subtotal exclusive agency titles	F43431_sr1 \$ <input type="text"/> ,000	F43431_sr2 \$ <input type="text"/> ,000
Total book sales	F43474 \$ <input type="text"/> ,000	F43477 \$ <input type="text"/> ,000

8. What was the percentage breakdown of this business's **net sales in Canada of own titles** according to the following authorships?

	Percentage
a. Canadian authors	F43429_sr1_y1 <input type="text"/> <input type="text"/> <input type="text"/> %
b. Foreign authors	F43429_sr1_y2 <input type="text"/> <input type="text"/> <input type="text"/> %
100%	

9. What was the percentage breakdown of this business's **net export sales of own titles** according to the following authorships? **Percentage**

a. Canadian authors F43429_sr2_y1
 %

b. Foreign authors F43429_sr2_y2
 %

100%

10. What was the percentage breakdown of this business's **net sales in Canada of exclusive agency titles** according to the following authorships? **Percentage**

a. Canadian authors F43431_sr1_y1
 %

b. Foreign authors F43431_sr1_y2
 %

100%

11. What was the percentage breakdown of this business's **net export sales of exclusive agency titles** according to the following authorships? **Percentage**

a. Canadian authors F43431_sr2_y1
 %

b. Foreign authors F43431_sr2_y2
 %

100%

A new title is a book with more than 50% original content. New editions and reprints are not considered new titles. In contrast with a new title, a book is considered a new edition if less than 50% of its content is original.

12. How many **new titles** did this business publish in each of the following commercial categories?

Include:

- e-books and print books sales
- your own titles and exclusive agency titles.

	Number of Canadian authors	Number of foreign authors
a. textbooks Include:		
• workbooks, readers and teachers' manuals.	B45085_pc1 <input type="text"/>	B45086_pc1 <input type="text"/>
• sales to schools at all levels of education.....		
b. children and juvenile books Include picture books and texts not primarily intended as textbooks. Exclude colouring books.	B45085_pc2 <input type="text"/>	B45086_pc2 <input type="text"/>
c. tradebooks Include mass market paperbacks, trade paperbacks and trade hardcovers.	B45085_pc3 <input type="text"/>	B45086_pc3 <input type="text"/>
d. reference, scholarly, professional and technical (e.g., dictionaries, encyclopedias, thesauruses) Include titles aimed at the academic community, research institutes and specific groups of individuals.	B45102 <input type="text"/>	B45103 <input type="text"/>
	B45180 <input type="text"/>	B45190 <input type="text"/>
Total number of new titles published by authorship.		
		B45200 <input type="text"/>
Total number of new titles published		

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13. Of the **new titles published**, how many are available in the following formats?

Number of new titles

a. print only

B45117_pc1

b. both print and E-book

B45117_pc2

c. E-book only

B45117_pc3

Total number of new titles published

(Should equal the total number of new titles published at question 12)

F45200 PF1

14. How **many copies of books** did this business sell in the following **commercial categories**?

Include:

- e-books and print books sales
- your own titles and exclusive agency titles.

Number of copies sold

a. textbooks

Include:

- workbooks, readers and teachers' manuals
- sales to schools at all levels of education.....

B45118_pc1

b. children and juvenile books

Include picture books and texts not primarily intended as textbooks.

Exclude colouring books.....

B45118_pc2

c. tradebooks

Include mass market paperbacks, trade paperbacks and trade hardcovers.....

B45085_pc3

d. reference, scholarly, professional and technical (e.g., dictionaries, encyclopedias, thesauruses)

Include titles aimed at the academic community, research institutes and specific groups of individuals.....

B45085_pc4

Total number of copies sold

F45210

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15. What were this business's **direct costs of own titles, agency titles and other published material**, as reported for your cost of goods sold?

Report direct costs related to publishing.

**Costs of titles sold
CAN\$ '000**

		F61209	
a. opening inventory	\$	<input type="text"/>	,000
b. purchases		F61332	
Include freight-in, customs and brokerage.	\$	<input type="text"/>	,000

Direct costs related to publishing

Include amortized pre-publication costs, i.e., editorial and design.

		F61116_sr1	
c. production employee salaries, wages and benefits	\$	<input type="text"/>	,000
d. contract printing service fees (e.g., printing, binding and paper)	\$	F61116_sr2	<input type="text"/> ,000
e. all other production costs		F61116_sr3	
Include materials for in-house printing such as pre-press, paper and ink.	\$	<input type="text"/>	,000

Subtotal direct costs related to publishing	\$	F61120	<input type="text"/> ,000
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f. closing inventory	\$	F61411	<input type="text"/> ,000
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Total cost of titles sold (sum of a, b, Sub-total direct costs related to publishing minus f)	\$	F61130	<input type="text"/> ,000
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Detail on purchased services

Please provide a breakdown of expenses for the following purchased services.
Please report all amounts in **thousands of Canadian dollars**.

1. Professional and business fees

CAN\$ '000

	F62402	
a. legal services	\$,000
	F62403	
b. accounting, tax preparation, bookkeeping and payroll services	\$,000
	F62404	
c. management, scientific and technical consulting services Include: training	\$,000
	F62405	
d. office administrative services	\$,000
	F62406	
e. freight transportation arrangements and customs brokering services	\$,000
	F62407	
f. brokerage and other insurance related services	\$,000
	F62408	
g. security brokerage and securities dealing services	\$,000
	F62409	
h. other purchased professional services	\$,000
Total expenses for professional and business fees	\$,000

2. Office and computer related expenses

CAN\$ '000

	F61308	
a. data processing, hosting and related services	\$,000
	F61309	
b. business support services Include: reproductions, call centres and debt collection	\$,000
	F61311	
c. other office and computer related purchased services	\$,000
Total expenses for office and computer related expenses	\$,000

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3. **Royalties, franchise fees and membership**

CAN\$ '000

	F62002	\$,000
a. rights to non-financial intangible assets				
	F62603	\$,000
b. membership fees or services				
	F62003	\$,000
c. other royalties, franchise fees and memberships				
Total expenses for royalties, franchise fees and memberships	F62000	\$,000

4. **Rental and leasing services**

CAN\$ '000

	F62411	\$,000
a. non-residential real estate rental				
	F62412	\$,000
b. motor vehicle rental and leasing				
	F62413	\$,000
c. computer equipment rental and leasing				
d. office machinery and equipment rental and leasing services Exclude: computer equipment	F62414	\$,000
e. commercial and industrial machinery and equipment renting and leasing services, without operator Exclude: office equipment	F62415	\$,000
f. other rental services	F62416	\$,000
Total expenses for rental and leasing services	F62410	\$,000

5. **Repair and maintenance services**

CAN\$ '000

	F62417	\$,000
a. security services and investigation				
	F62418	\$,000
b. waste management and remediation services				
	F62419	\$,000
c. motor vehicle repair and maintenance services				
	F62421	\$,000
d. other repair and maintenance services				
Total expenses for repair and maintenance services	F62420	\$,000

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Sales by type of client

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

1. Clients in Canada

Percentage

F43008_c1

%

F43008_c2

%

F43008_c3

%

F43008_c4

%

a. individuals and households

b. businesses

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

2. Clients outside of Canada

100%

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International transactions

Revenue received from exports

1. Did this business receive revenue from **clients outside Canada** for the sale of products, services, royalties, rights, licensing or franchise fees?

B05011_b

- Yes → Complete questions 2, 3 and 4.
 No → Go to question 5.

2. What was the revenue received from **clients outside Canada**? \$,000

3. What was the percentage breakdown of revenue received from **clients outside Canada** by goods, services and royalties?

	Percentage	
a. Goods	F43218 <input type="text"/> <input type="text"/> <input type="text"/> %	
b. Services	F43219 <input type="text"/> <input type="text"/> <input type="text"/> %	
c. Royalties, rights, licensing and franchise fees	F47202 <input type="text"/> <input type="text"/> <input type="text"/> %	
Total	F43590 <input type="text"/> <input type="text"/> <input type="text"/> %	

4. What was the percentage breakdown of revenue received from **clients outside Canada** by country?

	Percentage	
a. United States	F43221_g1 <input type="text"/> <input type="text"/> <input type="text"/> %	
b. Mexico	F43221_g2 <input type="text"/> <input type="text"/> <input type="text"/> %	
c. Other countries – specify: List the top 4 contributors only		
B50002_1	F43222_1 <input type="text"/> <input type="text"/> <input type="text"/> %	
Other countries – specify: B50002_2	F43222_2 <input type="text"/> <input type="text"/> <input type="text"/> %	
Other countries – specify: B50002_3	F43222_3 <input type="text"/> <input type="text"/> <input type="text"/> %	
Other countries – specify: B50002_4	F43222_4 <input type="text"/> <input type="text"/> <input type="text"/> %	

Purchases from outside Canada (imports)

5. Did this business make payments to **suppliers outside Canada** for the purchase of products, services, royalties, rights, licensing or franchise fees?

B05012_b

- Yes → Complete questions 6, 7 and 8.
 No → Go to next section.

6. What were the payments made to **suppliers outside Canada**? \$,000

7. What was the percentage breakdown of payments made to **suppliers outside Canada** by goods, services and royalties?

	Percentage	
a. Goods	F61315 <input type="text"/> <input type="text"/> <input type="text"/> %	
b. Services	F61316 <input type="text"/> <input type="text"/> <input type="text"/> %	
c. Royalties, rights, licensing and franchise fees	F61317 <input type="text"/> <input type="text"/> <input type="text"/> %	
Total	F61330 <input type="text"/> <input type="text"/> <input type="text"/> %	

8. What was the percentage breakdown of payments made to **suppliers outside Canada** by country?

	Percentage	
a. United States	F61318_g1 <input type="text"/> <input type="text"/> <input type="text"/> %	
b. Mexico	F61318_g2 <input type="text"/> <input type="text"/> <input type="text"/> %	
c. Other countries – specify: List the top 4 contributors only		
B50003_1	F61319_1 <input type="text"/> <input type="text"/> <input type="text"/> %	
Other countries – specify: B50003_2	F61319_2 <input type="text"/> <input type="text"/> <input type="text"/> %	
Other countries – specify: B50003_3	F61319_3 <input type="text"/> <input type="text"/> <input type="text"/> %	
Other countries – specify: B50003_4	F61319_4 <input type="text"/> <input type="text"/> <input type="text"/> %	

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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

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

Include the time spent gathering the necessary information.

Hours Minutes

2. We invite your comments about this questionnaire.

B00002

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General information

Confidentiality

Your answers are confidential.

Statistics Canada is prohibited by law from releasing any information it collects which 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.

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 respondent burden, Statistics Canada may combine it 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