

**Annual Survey of Telecommunications  
2000**Si vous préférez ce questionnaire  
en français, veuillez appeler :  
(613) 951-2201**2000****Paging Services Providers, Radio Common Carriers**

|                           |   |              |
|---------------------------|---|--------------|
| <b>Respondent company</b> | <i>Please correct pre-printed label information, if necessary, using the corresponding boxes below:</i> |              |
|                           | Legal Name  |              |
|                           | Operating or Trade Name (if different from legal name):   |              |
|                           | Mail contact person for this survey (please print clearly):   |              |
|                           | Job Title:  |              |
|                           | Street:   |              |
|                           | City:   |              |
|                           | Province:   | Postal Code: |
|                           | Telephone:  | Fax:         |
|                           | E-mail:   | Website:     |

**Information for Respondents****Survey Objective**

This survey collects financial and operating data for the statistical measurement and analysis of the telecommunications industry (telecom carriage or resale). These data will be aggregated to produce estimates of national and provincial economic production in Canada as well as estimates of activity by industry. These estimates are used by government for national and regional programs and policy planning, by the private sector for industry performance measurement and market development and by the aforementioned parties, international telecommunications organizations, academics, analysts, and the general public to better understand this sector's role in the social and economic fabric of Canada. Selected results of this survey will be published in Statistics Canada Catalogue No. 56-203-XIE.

**Authority**

This survey is 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.

**Confidentiality**

Statistics Canada is prohibited by law from publishing or releasing any statistics which would divulge information obtained from this survey relating to any identifiable business without the previous written consent of that business. **The data on this questionnaire will be treated in confidence, used for statistical purposes and published in aggregate form only.** The confidentiality provisions of the Statistics Act are not affected by the Access to Information Act or any other legislation. **Please note that Statistics Canada does not share any individual responses with Canada Customs and Revenue Agency (formerly Revenue Canada).**

**Data Sharing Agreement**

To reduce response burden and to ensure more uniform statistics, Statistics Canada has entered into a data sharing agreement under section 11 of the Statistics Act with the Institut de la statistique du Québec, to share information from this survey concerning respondents' Quebec operations. The Quebec Statistics Act gives the Institut de la statistique du Québec the authority to collect the information requested in this report on their own and it contains the same provisions for confidentiality and penalties for disclosure of information as the federal Statistics Act.

**Reporting Period**

This questionnaire should be completed for the fiscal year ending on a date between April 1, 2000 and March 31, 2001.

**Return Procedures**

Please return the completed questionnaire(s) within **45 days** of receipt in the enclosed envelope or by facsimile to (613) 951-9920. If you anticipate difficulty in making this deadline, please inform Statistics Canada of your expected filing date.

**Reporting Instructions**

Please complete all questions that pertain to your operations; cross out cells or sections that do not apply to your company to reduce the likelihood of follow-up call-backs to verify missing information. Detailed instructions and definitions of terms used in the questionnaire are found in the Reporting Guide. Please refer to the Reporting Guide in order to ensure your responses are consistent with those provided by other respondents.

**Assistance**

If you require further assistance or need additional forms, please contact:

Telecommunications Section  
Science, Innovation and Electronic Information Division  
Statistics Canada  
R.H. Coats Building, Floor 7  
Ottawa, Ontario  
Canada, K1A 0T6

**For service in English or French /  
Pour un service en anglais ou en français:**

Michael Lynch  
Phone/Téléphone: (613) 951-2201  
Fax/Télécopieur: (613) 951-9920  
E-mail/Courriel: michael.lynch@statcan.ca

**For service in English:**

|  |   |
|--|---|
| Rad Joseph<br>Telephone : (613) 951-6830<br>Fax: (613) 951-9920<br>E-mail:<br>robert.joseph@statcan.ca | Haig McCarrell<br>Telephone : (613) 951-5948<br>Fax: (613) 951-9920<br>E-mail:<br>haig.mccarrell@statcan.ca |
|--|---|

**Thank you for your co-operation**

## Respondent Information

100

**A. Type of business organization:**

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> A single corporation         | <input type="checkbox"/> Consolidated family of corporations*<br>• complete the back page<br>• do not include foreign subsidiaries | <input type="checkbox"/> Part of a corporation<br>(e.g., branch, division) |
| <input type="checkbox"/> Provincial government system | <input type="checkbox"/> Municipal system  | <input type="checkbox"/> Co-operative                                      |
| <input type="checkbox"/> Sole proprietorship          | <input type="checkbox"/> Joint venture   | <input type="checkbox"/> Partnership                                       |
| <input type="checkbox"/> Other (please specify) _____ |  |  |

\* **Multiple Unit Reporting** - If you are including more than one legal or operating entity on a single questionnaire, please fill out **Information Concerning Consolidated Reporting** on the back of the questionnaire. Please see the Respondent Information section in the Reporting Guide for more information on multiple unit reporting. In general, if your organization operates distinct business units (a corporation or organizational unit) offering different telecommunications services (see Industry Classification section, Page iii) for which you maintain separate financial statements, please complete a questionnaire for each unit. For more forms, contact Statistics Canada at (613) 951-5948 or (613) 951-2201. **Do not consolidate foreign subsidiaries in this report.**

**B. Foreign ownership** (estimates are acceptable):

- |   |  |
|---|--|
| a) What percentage of this company's common (voting) shares were foreign owned at year end?   | 101<br><input style="width: 60px;" type="text"/> % |
| b) If applicable, what percentage of this company's parent company's shares were foreign owned at year end?   | 102<br><input style="width: 60px;" type="text"/> % |
| c) What percentage of this company's ( <b>voting and non-voting</b> ) shares were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by holding companies, parent companies, etc.) | 104<br><input style="width: 60px;" type="text"/> % |

**C. Legal changes:**

If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year, please check (✓) the appropriate box(es) below and provide a brief explanation and the date(s) of the event(s). If the legal change involved other companies, please provide their legal names:

- |   |   |   |   |
|---|---|---|---|
| <input type="checkbox"/> <sup>201</sup> New business  | <input type="checkbox"/> <sup>202</sup> Ceased operations | <input type="checkbox"/> <sup>203</sup> Change of ownership | <input type="checkbox"/> <sup>204</sup> Merger/Amalgamation/Split-up/Spin-off |
| <input type="checkbox"/> <sup>205</sup> Other (Please describe - attach additional pages if necessary). ➤ _____ |   |   |   |

300

**D. Please enter your nine digit GST Registered Account/Business Number:**

|  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|
|  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|

**E. Reporting period:**

This questionnaire should be completed for the fiscal period ending on a date between April 1, 2000 and March 31, 2001.

|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| From: <table border="1" style="display: inline-table; border-collapse: collapse;"> <tr> <td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td> <td style="width: 20px; text-align: center;">M</td><td style="width: 20px; text-align: center;">M</td> <td style="width: 20px; text-align: center;">D</td><td style="width: 20px; text-align: center;">D</td> </tr> </table> | Y | Y | Y | Y | M | M | D | D | To: <table border="1" style="display: inline-table; border-collapse: collapse;"> <tr> <td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td> <td style="width: 20px; text-align: center;">M</td><td style="width: 20px; text-align: center;">M</td> <td style="width: 20px; text-align: center;">D</td><td style="width: 20px; text-align: center;">D</td> </tr> </table> | Y | Y | Y | Y | M | M | D | D |
| Y   | Y | Y | Y | M | M | D | D |   |   |   |   |   |   |   |   |   |   |
| Y   | Y | Y | Y | M | M | D | D |   |   |   |   |   |   |   |   |   |   |

# Telecommunications Industry Classification

400

**A. Please indicate (✓) which of the following account for more than 50 percent of your operating revenues:**  
(check one only)

- Facilities-based telecommunications services (see B. below)  Reselling of telecommunications services
- Non-telecommunications activity (Please describe your main revenue activities and return this form in the envelope provided)
- \_\_\_\_\_
- \_\_\_\_\_

**B. Please indicate (✓) the telecommunications services provided:**

| Telecommunications service        | Facilities-based <sup>1</sup> | Reseller                 |  |
|-----------------------------------|-------------------------------|--------------------------|--|
|                                   | 401                           | 402                      |  |
| Wireline Telecommunications       | <input type="checkbox"/>      | <input type="checkbox"/> | ➔ Contact Statistics Canada for the appropriate questionnaire if more than half of your revenues are earned from the services listed here.                               |
| Competitive Pay Telephone Service | 419                           | 420                      |  |
| Mobile Telephony <sup>2</sup>     | 403                           | 404                      |  |
| Mobile Data                       | 421                           | 422                      |  |
| Radio Common Carriage (RCC)       | 405                           | 406                      | ➔ Complete this questionnaire if more than half of your revenues are earned from either of these activities.   |
| Paging, Narrowband PCS            | 407                           | 408                      |  |
| Wireless Broadband (Multipoint)   | 409                           | 410                      | ➔ Contact Statistics Canada for the appropriate Wireless Telecommunications questionnaire if more than half of your revenues are earned from the activities listed here. |
| Fixed Wireless (Local loop)       | 411                           | 412                      |  |
| Satellite (Fixed)                 | 413                           | 414                      |  |
| Satellite (Mobile)                | 415                           | 416                      |  |
| Other (Please specify) ➔          | 417                           | 418                      |  |
| _____                             |                               |                          |  |
| _____                             |                               |                          |  |

<sup>1</sup> ownership of transmission facilities (wire, cable, radio, optical or other electromagnetic system), other than switching equipment.  
<sup>2</sup> cellular, PCS, ESMR, air-to-ground, automatic mobile telephony

**C. Please check (✓) all areas of operation** (areas where respondent has employees):

- 501  B.C.   502  Alta.   503  Sask.   504  Man.   505  Ont.   506  Que.   507  N.B.   508  N.S.   509  P.E.I.   510  Nfld.   511  Y.T.   512  N.W.T   513  Nvt.

➔ Please complete the appendix if more than one box is checked in question C.

## Follow-up Contacts

Additional person(s) to contact for follow-up information: (Please print )

Contact Module(s):

Contact telephone number(s):

## Certification

Please print the name of the person responsible for this return:

Signature:

*I certify that the information provided in this report is complete and correct to the best of my knowledge.*

Title of signator:

Date completed:

|   |   |   |   |   |   |   |   |
|---|---|---|---|---|---|---|---|
| Y | Y | Y | Y | M | M | D | D |
|---|---|---|---|---|---|---|---|

**MODULE 1. OPERATING REVENUES**

| <b>Telecommunications Operating Revenues</b>   | <b>Total</b> |                      |
|--|--------------|----------------------|
| <b>Wholesale (Carrier) Services</b>  | 1014         |                      |
| <b>Retail Services</b> <i>(revenues from end users)</i>  | 1208         |                      |
| A. Paging, Narrowband PCS  | 1209         |                      |
| B. Dispatch services <i>(RCC, Radio Common Carriage)</i>   | 1057         |                      |
| C. Connection <i>(activation - deactivation, one-time charges)</i>   | 1060         |                      |
| D. Other Telecommunications Operating Revenues:  | 1063         |                      |
| 1. Other <i>(Please specify)</i> ➤   | 1066         |                      |
| 2. Other <i>(Please specify)</i> ➤   | 1069         |                      |
| 3. Other <i>(Please specify)</i> ➤   | 1306         |                      |
| 4. Residual  | 1070         | <i>(1014 + 1306)</i> |
| <b>Total - Retail Services</b> <i>(sum of cells 1208, 1209, 1057, 1060, 1063, 1066 and 1069)</i>               | 1306         |                      |
| <b>Total - Telecommunications Operating Revenues</b>   | 1079         |                      |
| <b>Non-Telecommunications Operating Revenues</b>   | 1302         |                      |
| A. Sale of telecommunications goods  | 1094         |                      |
| B. Late payment and related charges  | 1100         |                      |
| C. Other Non-Telecommunications Operating Revenues   | 1101         |                      |
| 1. <i>(Please specify)</i> ➤   | 1102         | <i>(1070 + 1101)</i> |
| 2. Residual  |              |                      |
| <b>Total - Non-Telecommunications Operating Revenues</b> <i>(sum of cells 1079, 1302, 1094, 1097 and 1100)</i> | 1101         |                      |
| <b>TOTAL - OPERATING REVENUES</b>  | 1102         | <i>(1070 + 1101)</i> |

| <b>Customer Base</b>            | <b>Number of Subscribers (#)</b> |                                 |                                      |                         | <b>Accounts (#)</b>       |                         |               |
|---------------------------------|----------------------------------|---------------------------------|--------------------------------------|-------------------------|---------------------------|-------------------------|---------------|
|                                 | <b>Previous year end</b>         | <b>Connections/ activations</b> | <b>Disconnections/ deactivations</b> | <b>Current year end</b> |                           | <b>Current year end</b> |               |
|                                 |                                  |                                 |                                      | <b>Total</b>            | <b>% res.<sup>1</sup></b> | <b>Total</b>            | <b>% res.</b> |
| Paging, Narrowband RCS          | 1139                             | 1140                            | 1141                                 | 1142                    | 1143                      | 1144                    | 1145          |
| Dispatch <i>(RCC)</i>           | 1146                             | 1147                            | 1148                                 | 1149                    | 1150                      | 1151                    | 1152          |
| Other <i>(Please specify)</i> ➤ | 1153                             | 1154                            | 1155                                 | 1156                    | 1157                      | 1158                    | 1159          |

<sup>1</sup> % of total subscribers (adjacent column), that are residential (individual and household) rather than business and other users. Estimates are acceptable.

| <b>Distribution of Operating Revenues by Type of Customer</b>            |      | <b>Percentage</b>           |
|--|------|-----------------------------|
| A. Customers in Canada:  |      | 1103                        |
| 1. Residential <i>(individuals and households)</i>                       |      |                             |
| 2. Business and other:   | 1104 |                             |
| a) Public institutions <i>(e.g., hospitals, schools, universities)</i>   | 1105 |                             |
| b) Government <i>(e.g., federal, provincial, territorial, municipal)</i> |      |                             |
| c) Business:   |      |                             |
| Financial <i>(banks, trust cos., financial crown corporations)</i>       | 1106 |                             |
| Other <i>(Please specify)</i> ➤  | 1107 |                             |
| <b>Total - Business</b>  | 1108 | <i>(1106 + 1107)</i>        |
| <b>Total - Business and other</b>  |      | 1109                        |
|  |      | <i>(1104 + 1105 + 1108)</i> |
| B. Customers outside Canada <i>(exports)</i>                             |      | 1110                        |
| <b>Total - Operating Revenues</b> <i>(sum of bolded cells)</i>           |      | <b>100%</b>                 |
|  |      | <i>(1103 + 1109 + 1110)</i> |

**MODULE 2. OPERATING EXPENSES**

|   |  |          |  |   |
|---|--|----------|--|---|
| * Estimate the \$ 000's or % of the total expense paid to incumbent and entrant telecom companies. Incumbent telecommunications companies are listed in the Reporting Guide.<br>** \$ 000's or % of the amount reported in the adjacent cell in col. 3. | <b>Purchases*</b>  |          | <b>Total</b><br>(thousands of dollars) | <b>Salaries, wages and benefits**</b><br><input type="checkbox"/> (\$ 000's) or<br><input type="checkbox"/> (%) of col. 3 |
|   | <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of Total |          |  |   |
|   | Telecommunications service providers   |          |  |   |
|   | Incumbents   | Entrants | 3                                      | 4   |
|   | 1  | 2        |  |   |

**Telecommunications Operating Expenses**

**A. Telecommunications Network Expenses:**

|  |      |      |      |      |
|--|------|------|------|------|
| 1. Network operations                                    |      |      | 2001 | 2002 |
| 2. Depreciation  |      |      | 2003 |      |
| 3. Maintenance and repairs                               |      |      | 2004 | 2005 |
| 4. Wireline circuit rentals                              | 2006 | 2207 | 2008 |      |
| 5. Wireless capacity rentals                             |      |      | 2009 |      |
| 6. Satellite (non-satellite) capacity rentals            |      |      | 2010 |      |
| 7. Purchased long-distance services                      | 2011 | 2012 | 2013 |      |
| 8. Contribution payments (to the CFA or other providers) |      |      | 2014 |      |
| 9. Interconnection payments                              |      |      | 2015 |      |
| 10. Roaming payments                                     |      |      | 2064 |      |
| 11. Residual (please specify large amounts)              |      |      | 2070 | 2071 |

**B. Commercial and Administrative Expenses:**

|   |  |  |      |      |
|---|--|--|------|------|
| 1. Selling and marketing  |  |  | 2016 | 2017 |
| 2. Customer servicing   |  |  | 2062 | 2063 |
| 3. Billings and collections   |  |  | 2020 | 2021 |
| 4. Corporate administration and general office expenses   |  |  | 2022 | 2023 |
| 5. Advertising and related services (purchased)   |  |  | 2018 |      |
| 6. Professional and business fees (purchased legal, accounting, consulting services, etc.)  |  |  | 2027 |      |
| 7. Management fees paid to head office or parent company  |  |  | 2028 |      |
| 8. Amortization charges   |  |  | 2029 |      |
| 9. Depreciation   |  |  | 2030 |      |
| 10. Bad debts expenses  |  |  | 2034 |      |
| 11. Permits and indirect taxes (do not include income taxes, report property taxes in C, below)   |  |  | 2037 |      |
| 12. Other expenses: (e.g. property taxes, utilities, telecommunications/postage/courier, insurance, travel/entertainment, office equipment rentals, maintenance and repairs, radio licensing fees - spectrum, etc.) |  |  | 2041 |      |
| a) (Please specify) ➤   |  |  | 2042 |      |
| b) (Please specify) ➤   |  |  | 2043 |      |
| c) (Please specify) ➤   |  |  | 2044 | 2045 |
| d) Residual expenses  |  |  |      |      |

**C. Land and Buildings Rentals (Network or Commercial)**

|   |  |  |      |      |
|---|--|--|------|------|
|   |  |  | 2038 |      |
| <b>Total - Telecommunications Operating Expenses (sum of each column)</b> |  |  | 2046 | 2047 |

**MODULE 2. OPERATING EXPENSES — Concluded**

\* Estimate the \$ 000's or % of the total expense paid to incumbent and entrant telecom companies. Incumbent telecommunications companies are listed in the Reporting Guide.  
 \*\* \$ 000's or % of the amount reported in the adjacent cell in col. 3.

**Total**  
(thousands of dollars)

**Salaries, wages and benefits**

(\$ 000's) or  
 (%) of col. 3

3

4

**Telecommunications Operating Expenses (continued)**

**Non-Telecommunications Operating Expenses**

A. Cost of Telecommunications Goods Sold

2049

B. Other Expenses:

2059

1. (Please specify) ➤

2060

2. (Please specify) ➤

2054

3. Residual Expenses

**TOTAL - Non-Telecommunications Operating Expenses** (sum of cells 2049, 2059, 2060 and 2054)

2056

2055

2057 (2046 + 2056)

2058 (2047 + 2055)  
(= cell 6003, p.6)

**TOTAL - OPERATING EXPENSES**

**MODULE 3. INCOME STATEMENT**

**Total**  
(thousands of dollars)

A. Total Operating Revenues

3001 (=1102, p.1)

B. Total Operating Expenses

3002 (=2057, p.3)  
( )

3003

**Operating Income (Loss)**

C. Non-Operating Revenues and Expenses (report expense items in brackets):

3004

1. Investment income (interest, dividends, joint-venture and minority interest, etc)

2. Net gains (losses) on sale of assets (fixed, intangible or investments), and foreign exchange

3005

3. Interest expenses:

a) On short-term debt

3009  
( )

b) On long-term debt

3010  
( )

Total - Interest expenses

3011  
( )

4. Write-offs and valuation adjustments (not part of C.5)

3018  
( )

5. Other (e.g., extraordinary and other gains and losses or revenues or expenses n.e.c.)

3019

Total - Non-Operating Revenues and Expenses

3020

D. Income Taxes:

1. Deferred

3014  
( )

2. Current

3015  
( )

Total - Income Taxes

3016  
( )

**NET INCOME (LOSS)** (sum of bolded cells)

3017 (3003 + 3020 + 3016)

**MODULE 4. BALANCE SHEET**

| <b>Assets</b>   | <b>Historical Cost</b>          | <b>Accumulated depreciation</b> | <b>Net Book Value</b><br>(thousands of dollars) |
|---|---------------------------------|---------------------------------|---|
| A. <u>Current Assets</u>  |                                 |                                 | 4010  |
| B. <u>Fixed Assets (property, plant and equipment)</u>  |                                 |                                 | 4011  |
| 1. <u>Land</u>  | 4014                            | 4015                            | 4016  |
| 2. <u>Buildings</u>   |                                 | (           )                   |   |
| 3. <u>Network infrastructure</u>  | 4028                            | 4029                            | 4030  |
| 4. <u>Other fixed assets</u>  | 4035                            | 4036                            | 4037  |
|   |                                 |                                 | 4038  |
| <u>Total - Fixed Assets (sum of 'Net Book Value column,' cells 4011, 4016, 4030 and 4037)</u> |                                 |                                 |   |
| C. <u>Financial Investments</u>   |                                 |                                 | 4041  |
| D. <u>Deferred Charges</u>  |                                 |                                 | 4042  |
| E. <u>Other</u>   |                                 |                                 | 4043  |
|   |                                 |                                 | 4044  |
| <b>Total - Assets</b> (sum of bolded cells: 4010, 4038, 4041, 4042 and 4043)                  |                                 |                                 |   |
| <b>Liabilities</b>  |                                 |                                 | 4049  |
| A. <u>Current Liabilities</u>   |                                 |                                 |   |
| B. <u>Long-term Liabilities:</u>  |                                 | 4053                            |   |
| 1. <u>Long-term debt</u>  |                                 |                                 |   |
| <i>Supplementary question:</i><br>(amount of long-term debt that is non-interest bearing):    | 4072                            | \$                              |   |
| 2. <u>Residual</u>  |                                 | 4076                            |   |
|   |                                 |                                 | 4056  |
| <u>Total - Long-term Liabilities</u>  |                                 |                                 |   |
|   |                                 |                                 | 4057 (4049 + 4056)                              |
| <b>Total - Liabilities</b>  |                                 |                                 |   |
| <b>Shareholders' Equity</b>   |                                 |                                 | 4060 (4058 + 4059)                              |
| A. <u>Share Capital</u>   | 4058 preferred                  | 4059 common                     |   |
| B. <u>Retained Earnings:</u>  |                                 |                                 | 4061  |
| a) <u>Opening balance (previous period closing balance)</u>                                   |                                 |                                 | 4062  |
| b) <u>Net income or (loss) for the reporting period (cell 3017, page 4)</u>                   |                                 |                                 |   |
| c) <u>Dividends declared</u>  | 4063 preferred<br>(           ) | 4064 common<br>(           )    | 4065 (4063 + 4064)<br>(           )             |
| d) <u>Other additions and deductions</u>  |                                 |                                 | 4066  |
|   |                                 |                                 | 4067  |
| <u>Total - Retained Earnings</u>  |                                 |                                 |   |
|   |                                 |                                 | 4068  |
| C. <u>Other (Please specify) &gt;</u>   |                                 |                                 |   |
|   |                                 |                                 | 4069 (4060 + 4067 + 4068)                       |
| <u>Total - Shareholders' Equity</u>   |                                 |                                 |   |
|   |                                 |                                 | 4070 (4057 + 4069)                              |
| <b>Total - Liabilities and Shareholders' Equity</b>   |                                 |                                 |   |

**MODULE 5. CAPITAL EXPENDITURES**

If you complete the 'Survey on Capital and Repair Expenditures' for each province you operate in, you may submit photocopies of this questionnaire instead of completing this module.

|   |                        |
|---|------------------------|
|   | (thousands of dollars) |
| <b>Construction Expenditures</b>            | 5009                   |
| <b>Machinery and Equipment Expenditures</b> | 5018                   |

**MODULE 6. EMPLOYMENT**

|                | Labour Costs           |                 |                                     | Employees                       |
|----------------|------------------------|-----------------|-------------------------------------|---------------------------------|
|                | (thousands of dollars) |                 |                                     | (number of persons at year end) |
|                | Salaries and wages     | Fringe benefits | Total                               | Total                           |
| A. Expensed    | 6001                   | 6002            | 6003 (= cell 2058, p.3)             |                                 |
| B. Capitalized | 6004                   | 6005            | 6006                                |                                 |
| <b>Total</b>   | 6007                   | 6008            | 6009 (6011 + 6013)<br>(6003 + 6006) | 6010 (6012 + 6014)              |
| C. Full-time   |                        |                 |                                     | 6011                            |
| D. Part-time   |                        |                 |                                     | 6013                            |
|                |                        |                 |                                     | 6012                            |
|                |                        |                 |                                     | 6014                            |

**MODULE 7. INTERNATIONAL TRANSACTIONS IN COMMERCIAL SERVICES**

|  | Receipts (exports)              |                 |       | Payments (imports)              |                 |       |
|--|---------------------------------|-----------------|-------|---------------------------------|-----------------|-------|
|  | USA                             | Other countries | Total | USA                             | Other countries | Total |
|  | (thousands of Canadian dollars) |                 |       | (thousands of Canadian dollars) |                 |       |
| A. Telecommunications Services Trade     | 7201                            | 7202            | 7203  | 7204                            | 7205            | 7206  |
| B. Non-Telecommunications Services Trade | 7031                            | 7032            | 7033  | 7034                            | 7035            | 7036  |
| <b>Total</b>                             | 7037                            | 7038            | 7039  | 7040                            | 7041            | 7042  |

**MODULE 8. NETWORK INFRASTRUCTURE**

| Cell/Repeater Sites:        | Owned | Leased<br>(to the respondent) |
|-----------------------------|-------|-------------------------------|
| Paging                      | 8108  | 8109                          |
| RCC (Radio Common Carriage) | 8110  | 8111                          |
| Other (Please specify) ➤    | 8112  | 8113                          |

**COMMENTS**

**Thank you for your co-operation**



## Information Concerning Consolidated Reporting

Please provide information related to subsidiaries and affiliates consolidated in this questionnaire.

### Company 1

**Legal Name**

**Operating Name or Trade Name** (if different from legal name):

**Street:**

**City:**

**Province:**

**Postal Code:**

**Telephone:**

**Fax:**

**E-mail:**

**A. Type of business organization:**

A single corporation

Provincial government system

Joint venture

Consolidated family of corporations  
(do not include foreign companies)

Municipal system

Partnership

Co-operative

Other (Please specify) >

Part of a corporation  
(e.g., branch, division)

Sole proprietor

100

**B. Telecommunications Service:**

**Facilities-based**

**Reselling**

Wireline Telecommunications

401

402

Competitive Pay Telephone Service

419

420

Mobile Telephony

403

404

Mobile Data

421

422

Radio Common Carriage (RCC)

405

406

Paging, Narrowband PCS

407

408

Wireless Broadband

409

410

Fixed Wireless

411

412

Satellite (Fixed)

413

414

Satellite (Mobile)

415

416

Other (Please specify)

417

418

**Facilities-based**

**Reselling**

**C. A majority of this company's revenues are:**

or  Non-telecom (please specify) >

**D. Nine-digit GST Registered Account/Business No.:**

300

|  |  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|--|
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**E. What percentage of this company's common (voting and non-voting) shares were ultimately foreign owned at year end?**

104 %

**F. Please describe the company's relationship to the respondent company**

600

### Company 2

**Legal Name**

**Operating Name or Trade Name** (if different from legal name):

**Street:**

**City:**

**Province:**

**Postal Code:**

**Telephone:**

**Fax:**

**E-mail:**

**A. Type of business organization:**

A single corporation

Provincial government system

Joint venture

Consolidated family of corporations  
(do not include foreign companies)

Municipal system

Partnership

Co-operative

Other (Please specify) >

Part of a corporation  
(e.g., branch, division)

Sole proprietor

100

**B. Telecommunications Service:**

**Facilities-based**

**Reselling**

Wireline Telecommunications

401

402

Competitive Pay Telephone Service

419

420

Mobile Telephony

403

404

Mobile Data

421

422

Radio Common Carriage (RCC)

405

406

Paging, Narrowband PCS

407

408

Wireless Broadband

409

410

Fixed Wireless

411

412

Satellite (Fixed)

413

414

Satellite (Mobile)

415

416

Other (Please specify)

417

418

**Facilities-based**

**Reselling**

**C. A majority of this company's revenues are:**

or  Non-telecom (please specify) >

**D. Nine-digit GST Registered Account/Business No.:**

300

|  |  |  |  |  |  |  |  |  |  |
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**E. What percentage of this company's common (voting and non-voting) shares were ultimately foreign owned at year end?**

104 %

**F. Please describe the company's relationship to the respondent company**

600