



Unified Enterprise Survey – Annual

# 2007 Survey of Service Industries: Commercial and Industrial Machinery and Equipment Rental and Leasing

**This document is confidential when completed.**

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

If necessary, please make address label corrections in the boxes below.



0001	Legal name		0004	Address (number and street)	
0002	Business name		0005	City	
0021	Title of contact		0006	Province/ territory or state	
0008	First name of contact		0053	Country	0007 Postal code/ zip code
0028	Last name of contact		0010	Language preference	1 <input type="checkbox"/> English 2 <input type="checkbox"/> French

This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S-19.

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

## A - Introduction

### Survey purpose

This survey collects the financial and operating data needed to develop national and regional economic policies and programs. For more information on this survey, please access [www.statcan.ca/english/survey/index.htm](http://www.statcan.ca/english/survey/index.htm).

### Data-sharing agreements

In an effort to reduce reporting burden, Statistics Canada has entered into agreements with provincial and territorial statistical agencies for the sharing of data. The data are kept confidential and used for statistical purposes only.

Please see the enclosed reporting guide for details of these agreements.

### Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada. Please see the enclosed reporting guide for more information.

### Fax or other electronic transmission disclosure

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

**Please return the questionnaire within 30 days.**

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

Lost the return envelope or need help? Call us at **1-888-881-3666** or mail to:  
Statistics Canada, Operations and Integration Division, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Visit our website at [www.statcan.ca](http://www.statcan.ca)



## B - Main business activity

1. Please describe the nature of your business.

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2. Please check the **one main activity** which most accurately represents your **main** source of revenue.

0100  Construction, transportation, mining and forestry machinery and equipment rental and leasing (without operators) (**include** oil and gas industrial equipment rentals; **exclude** rental/leasing of automobiles or light trucks, and pleasure boat rental)

0101  Office machinery and equipment rental and leasing (**exclude** consumer electronics, appliances, residential furniture)

0102  Other commercial and industrial machinery and equipment rental and leasing ( **include** agricultural, industrial, commercial and audio-visual equipment)

(please specify): 0103

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0040  None of the above — Please call **1-888-881-3666** for further instructions.

3. Is the sole purpose of this business unit to provide services to your parent company, an affiliated company or a professional practice?

0029 1  yes, please provide the name of the company or professional practice

0030

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3  no

4. Is this business unit engaged in sales financing?

0527 1  yes

3  no

## C - Reporting period information

1. Please report information for your **fiscal year** (normal business year) **ending between** April 1, 2007 and March 31, 2008. Please indicate below the period covered by this questionnaire.

	yyyy	mm	dd		yyyy	mm	dd
from	0011			to	0012		

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

0031  1 seasonal operations       2 new business       3 change of fiscal year       4 change of ownership       5 ceased operations       6 temporarily inactive

## Reporting instructions

- Report for business unit(s) specified on the label on the front page.
- Complete only the questions that apply to your business.
- When precise figures are not available, please provide your best estimate.
- Report in Canadian dollars. Dollar amounts and percentages should be rounded to whole numbers.
- Consult the enclosed reporting guide for further information.

## D - Revenue

A detailed breakdown may be requested in other sections.

		CAN\$
1. <b>Sales of goods and services</b> (e.g., rental and leasing income, commissions, fees, admissions, services revenue) Report net of returns and allowances.	2299	
2. Grants, subsidies, donations and fundraising	2068	
3. Royalties, rights, licensing and franchise fees	2022	
4. Investment income (dividends and interest)	2097	
5. Other revenue (please specify):	2077	
6. <b>Total revenue</b> (sum of questions 1 to 5)	2098	

## E - Expenses

CAN\$

1.	Salaries and wages of employees who have been issued a T4 statement	3010	
2.	Employer portion of employee benefits ( <b>include</b> employer contributions to pension, medical/life insurance plans, employment insurance, etc.)	3040	
3.	Commissions paid to non-employees	4466	
4.	Professional and business services fees (e.g., legal, accounting)	4315	
5.	Subcontract expenses ( <b>include</b> contract labour, contract work and custom work)	3060	
6.	Charges for services provided by your head office	4555	
7.	Cost of goods sold, <b>if applicable</b> (purchases <b>plus</b> opening inventory <b>minus</b> closing inventory)	5721	
8.	Office supplies	3301	
9.	Rental and leasing ( <b>include</b> rental of premises, equipment, motor vehicles, etc.)	4115	
10.	Repair and maintenance (e.g., property, equipment, vehicles)	4178	
11.	Insurance ( <b>include</b> professional liability, motor vehicles, etc.)	4350	
12.	Advertising, marketing and promotions (report charitable donations at question 22)	4365	
13.	Travel, meals and entertainment	4370	
14.	Utilities and telecommunications expenses ( <b>include</b> gas, heating, hydro, water, telephone and Internet expenses)	4066	
15.	Property and business taxes, licences and permits	4410	
16.	Royalties, rights, licensing and franchise fees	4440	
17.	Delivery, warehousing, postage and courier	4179	
18.	Financial services fees	4325	
19.	Interest expenses	4630	
20.	Amortization and depreciation of tangible and intangible assets { <b>include</b> depreciation of leased assets}	4520	
21.	Bad debts	4542	
22.	All other expenses (please specify):	4569	
23.	<b>Total expenses</b> (sum of questions 1 to 22)	4699	
24.	Corporate taxes, if applicable	4600	
25.	Gains (losses) and other items (see reporting guide)	4601	
26.	<b>Net profit/loss after tax and other items</b> (see reporting guide)	2304	

## F - Industry characteristics

Please provide a breakdown of your sales.

### 1. Revenue from rental and/or operating lease agreements

Report your gross revenue from the rental and/or operating lease of the following commercial and industrial machinery and equipment, without operator. **Include** payments for lease contracts in which the lessor is responsible for maintenance.

		7068	CAN\$
a)	office machinery and equipment (e.g., computers and peripherals, office furniture)		
b)	machinery and equipment for:	2982	
i.	air		
ii.	rail	2983	
iii.	water transportation	2984	
c)	machinery and equipment for:		
iv.	agriculture	2985	
v.	construction, mining and forestry	2986	
d)	other commercial and industrial machinery and equipment for:		
vi.	materials handling (e.g., fork lifts, cranes, industrial trucks, trolleys, stackers)	2987	
vii.	commercial and services (e.g., restaurant and refrigeration equipment, vending machines, audio-visual and theatrical equipment, traffic safety signage, laundry and dry cleaning, medical)	2988	
viii.	other industrial (e.g., metal working, manufacturing, sawmill, packaging, machine tools, pumps, compressors, welding equipment and internal and intermodal containers)	2989	
2.	Other machinery and equipment rentals (without operator) (e.g., trucks and other road transportation vehicles, travel trailers and campers, portable toilets, consumer goods rentals)	2876	
3.	Revenue from capital (financial) leases ( <b>include</b> payments for lease contracts in which the lessee is responsible for maintenance of the vehicle, interest and principle)	1192	
4.	Labour charged to customers for repair and maintenance services ( <b>exclude</b> parts and materials charged to customers; these elements are included on the next line)	2041	
5.	Sales of merchandise, including parts and materials charged to customers in the performance of repairs ( <b>include</b> sales of all other non-rental items, food, beverages)	2048	
6. a)	net gains or losses from disposal of previously rented and/or leased equipment	2198	
b)	gross proceeds from disposal of previously rented and/or leased equipment	2199	
7.	Commissions revenue ( <b>include</b> commissions earned from the sale of insurance, etc.)	2060	
8.	Other sales ( <b>include</b> revenue from rental of real estate and miscellaneous service revenue)	2558	
	(please specify):	2559	
9.	<b>Total sales</b> (sum of questions 1 to 8; <b>do not include</b> question 6b)	2305	

## G - Personnel

		number
1. Number of partners and proprietors, <b>non-salaried</b> (if salaried, report at question 2 below)	6321	
2. Paid employees		
a) average number of paid employees during the reporting period (see reporting guide)	6339	
b) percentage of paid employees (from question 2a) who worked <b>full time</b>	6328	%
3. Number of contract workers for whom you did not issue a T4, such as freelancers and casual workers (estimates are acceptable)	6320	number
4. Number of volunteers during the reporting period (estimates are acceptable)	6014	
5. Number of hours worked by all volunteers during the reporting period (estimates are acceptable)	6026	number of hours

## H - Sales by type of client

Please provide a percentage breakdown of your sales by type of client.

1. <b>Clients in Canada</b>		%
a) businesses	8112	
b) individuals and households	8100	
c) governments, not-for-profit organizations and public institutions (e.g., hospitals, schools)	8233	
2. <b>Clients outside Canada</b>	8140	
		<b>100%</b>

## I - Sales by client location

Please provide a percentage breakdown of your sales by client location (first point of sale).

1. Newfoundland and Labrador	8400	%
2. Prince Edward Island	8415	
3. Nova Scotia	8405	
4. New Brunswick	8410	
5. Quebec	8420	
6. Ontario	8425	
7. Manitoba	8430	
8. Saskatchewan	8435	
9. Alberta	8440	
10. British Columbia	8445	
11. Yukon	8455	
12. Northwest Territories	8451	
13. Nunavut	8452	
14. <b>Clients outside Canada</b> (must equal question 2 in <b>section H</b> )	8401	
		<b>100%</b>

## J - International transactions

### Exports

1. Did you receive revenue from clients outside Canada for the **export** of goods, services, royalties, rights, licensing or franchise fees?

0531 1  **yes**, complete **questions 2, 3 and 4**

3  **no**, go to **question 5**

2. Please report revenue received from <b>exports</b> .		0666	CAN\$
3. Please provide a percentage breakdown of <b>exports</b> by:			%
a) goods		0667	
b) services		0668	
c) royalties, rights, licensing and franchise fees		0669	
			<b>100%</b>
4. Please provide a percentage breakdown of <b>exports</b> by country.			%
a) United States		0748	
b) Mexico		0749	
c) other countries (please specify):	0724	0750	
	0676	0672	
	0677	0673	
	0678	0674	
	0679	0675	
			<b>100%</b>

### Imports

5. Did you make payments to suppliers outside Canada for the **import** of goods, services, royalties, rights, licensing or franchise fees?

0715 1  **yes**, complete **questions 6, 7 and 8**

3  **no**, go to **next section**

6. Please report payments made for <b>imports</b> .		0717	CAN\$
7. Please provide a percentage breakdown of <b>imports</b> by:			%
a) goods		0736	
b) services		0737	
c) royalties, rights, licensing and franchise fees		0738	
			<b>100%</b>
8. Please provide a percentage breakdown of <b>imports</b> by country.			%
a) United States		0751	
b) Mexico		0752	
c) other countries (please specify):	0743	0753	
	0744	0739	
	0745	0740	
	0746	0741	
	0747	0742	
			<b>100%</b>

## K - Provincial/territorial distribution

1. Please report the number of business units/locations operating in Canada during the reporting period. Business unit is defined as the lowest level of the firm for which accounting records are maintained for such details as revenue, expenses and employment.

5001 **number**

2. Do you have business units/locations in more than **one** province or territory?

9966 1  **yes, go to question 3**

3  **no, go to section L**

3. Please report the following data for the provinces or territories in which you have business units, indicating if you are reporting in Canadian dollars **or** percentages.

9967 1  \$ **or** 2  %

	Number of business units (locations)	Total revenue	Salaries, wages and employee benefits	Amortization and depreciation of tangible and intangible assets	Total expenses
1. Newfoundland and Labrador	5002	4824	4826	4827	4927
2. Prince Edward Island	5003	4829	4831	4832	4932
3. Nova Scotia	5004	4834	4836	4837	4937
4. New Brunswick	5005	4839	4841	4842	4942
5. Quebec	5006	4844	4846	4847	4947
6. Ontario	5007	4849	4851	4852	4952
7. Manitoba	5008	4854	4856	4857	4957
8. Saskatchewan	5009	4859	4861	4862	4962
9. Alberta	5010	4864	4866	4867	4967
10. British Columbia	5011	4869	4871	4872	4972
11. Yukon	5014	4874	4876	4877	4977
12. Northwest Territories	5013	4879	4881	4882	4982
13. Nunavut	5012	4884	4886	4887	4987
14. <b>Total</b>	5015	4889	4891	4892	4992



