

toba. In fact, approximately two-thirds of the entire trade was carried on by establishments located in the four cities of Montreal, Toronto, Winnipeg and Vancouver.

As already suggested, the bulk and non-retail merchandising field embraces many types of establishments, so that the amount of trade attributed to this field cannot be compared directly with the amount of retail business. A certain amount of business is transacted between bulk merchandising establishments, especially with respect to agents, brokers, and commission houses, and sales are made, by or through many wholesale establishments, to manufacturers or other industrial consumers. In addition, some of these establishments are engaged in trading with foreign countries. Thus allowances must be made for the duplication in bulk and non-retail merchandising, for the sales of raw materials, for direct sales to consumers and for export business. In order to give a rough indication of the amount of pre-retail business, bulk merchandising establishments have been divided into two classes, "wholesalers proper" and "other bulk or non-retail distributors". The first class consists of those establishments which are carrying on the more conventional form of wholesale trading. The sales made by 5,008 wholesalers proper in 1930 were \$1,092,933,700, of which \$900,582,900 were made by wholesale merchants. Other types of bulk or non-retail distributors, consisting of 7,906 establishments, made sales or arranged orders to the value of \$2,040,800,000. It will be noted from Table 29 that, while the province of Manitoba had 19.42 p.c. of the total sales of all bulk merchandising, the business of wholesalers proper in Manitoba was only 7.16 p.c. of the total for Canada. This marked difference is due to the influence of the grain trade, which is such an important factor in the commerce of that province. The trade in grain is carried on mainly by establishments classified under "other bulk distributors" and appears, therefore, only in the all-inclusive figures of Table 29.

29.—Bulk Merchandising (Wholesale and Other Non-Retail) in Canada, by Provinces, 1930.

Note.—Figures are preliminary and subject to revision.

Province.	All Establishments.						Wholesalers Proper.		
	Estab- lish- ments.	Em- ployees.	Salaries and Wages.	Net Sales.	Pro- portion of Total Net Sales.	Stocks on Hand, End of Year (at Cost).	Estab- lish- ments.	Net Sales.	Pro- portion of Total Net Sales.
	No.	No.	\$	\$	p.c.	\$	No.	\$	p.c.
P.E.I.....	63	400	425,600	12,564,100	0.40	1,096,400	27	8,061,700	0.74
N.S.....	432	2,908	3,735,900	68,929,500	2.20	7,007,100	213	38,486,700	3.53
N.B.....	374	2,832	3,823,200	70,261,100	2.24	8,004,700	164	32,140,500	2.94
Que.....	2,863	27,528	43,129,700	850,318,800	27.43	81,335,300	1,462	354,079,700	32.40
Ont.....	3,881	32,358	51,670,000	977,503,500	31.20	90,701,900	1,945	379,099,300	34.69
Man.....	1,275	9,835	15,863,000	608,528,100	19.42	65,214,900	340	78,211,200	7.16
Sask.....	1,610	5,680	8,535,400	126,708,400	4.04	23,778,100	173	46,035,000	4.21
Alta.....	1,313	5,906	9,777,700	173,052,400	5.52	21,598,200	240	57,321,000	5.24
B.C.....	1,104	8,346	12,485,900	245,867,800	7.85	26,835,900	444	99,468,600	9.10
Canada....	12,914	95,823	149,443,406	3,133,733,700	100.00	325,572,500	5,008	1,092,933,700	100.00