

20.—Bulk Merchandising (Wholesale and Other Non-Retail) in Canada, by Type of Distributor, 1930.

NOTE.—Figures are preliminary and subject to revision.

| Type of Distributor. | Establishments. | Employees. | Salaries and Wages. | Net Sales. | Proportion of Total Net Sales. | Stocks on Hand, End of Year (at Cost). |
|---|-----------------|---------------|---------------------|----------------------|--------------------------------|--|
| | No. | No. | \$ | \$ | p.c. | \$ |
| WHOLESALE PROPER. | | | | | | |
| Wholesale merchants..... | 4,096 | 42,936 | 62,107,300 | 900,582,900 | 28.73 | 125,949,700 |
| Import merchants..... | 663 | 6,134 | 10,302,700 | 119,421,000 | 3.82 | 27,192,000 |
| Export merchants..... | 95 | 914 | 1,170,200 | 53,230,000 | 1.70 | 2,365,000 |
| Supply and machinery distributors..... | 95 | 933 | 1,559,200 | 14,820,900 | 0.47 | 2,991,000 |
| Drop shippers..... | 12 | 41 | 63,500 | 2,624,600 | 0.08 | 149,700 |
| Wagon distributors..... | 30 | 53 | 62,000 | 1,118,700 | 0.03 | 35,100 |
| Cash and carry wholesalers..... | 9 | 79 | 147,800 | 1,256,700 | 0.04 | 70,500 |
| Mail order houses..... | 4 | 8 | 13,600 | 78,900 | - | 31,100 |
| Totals, Wholesalers Proper..... | 5,008 | 51,098 | 75,426,300 | 1,092,633,700 | 34.87 | 158,794,100 |
| OTHER BULK OR NON-RETAIL DISTRIBUTORS. | | | | | | |
| Action houses..... | 8 | 57 | 134,200 | 4,675,400 | 0.15 | 1,100 |
| Brokers..... | 140 | 436 | 833,300 | 74,249,300 | 2.36 | 538,200 |
| Cash grain brokers..... | 16 | 16 | 32,500 | 25,443,600 | 0.81 | - |
| Bulk tank stations..... | 3,536 | 8,107 | 12,214,400 | 178,317,100 | 5.69 | 23,287,500 |
| Chain-store warehouses..... | 67 | 2,818 | 3,793,000 | 109,637,100 | 3.49 | 8,132,600 |
| City buyers of farm products..... | 132 | 455 | 395,900 | 9,594,300 | 0.36 | 448,400 |
| Co-operative buying associations..... | 6 | 164 | 209,300 | 5,204,000 | 0.16 | 340,600 |
| Co-operative marketing associations..... | 137 | 1,129 | 1,233,000 | 200,047,600 | 6.38 | 39,571,200 |
| Co-operative sales agencies..... | 9 | 122 | 208,100 | 15,685,400 | 0.50 | 64,300 |
| Commission merchants..... | 236 | 901 | 1,700,700 | 103,998,000 | 3.32 | 748,100 |
| Country buyers..... | 336 | 225 | 178,300 | 6,926,000 | 0.22 | 132,500 |
| District sales offices..... | 14 | 29 | 408,600 | 9,392,000 | 0.30 | 1,028,300 |
| Elevators..... | 84 | 1,116 | 2,022,100 | 109,704,400 | 3.50 | 748,000 |
| Export brokers..... | 18 | 57 | 114,600 | 8,304,800 | 0.26 | 293,400 |
| Export commission houses..... | 6 | 27 | 85,200 | 10,403,100 | 0.33 | - |
| Export selling agents..... | 4 | 11 | 6,800 | 1,189,000 | 0.03 | - |
| Exporters (on own account)..... | 22 | 846 | 1,493,700 | 130,459,000 | 4.29 | 3,974,900 |
| Film exchanges..... | 52 | 811 | 1,098,200 | 8,600,800 | 0.27 | 204,100 |
| General sales offices..... | 125 | 4,306 | 8,754,800 | 189,768,800 | 6.05 | 21,449,800 |
| Import commission merchants..... | 23 | 96 | 167,400 | 4,378,900 | 0.13 | 263,400 |
| Import manufacturers' agents..... | 190 | 835 | 1,519,100 | 40,424,900 | 1.28 | 2,050,000 |
| Import selling agents..... | 81 | 287 | 503,000 | 11,779,700 | 0.37 | 530,200 |
| Manufacturers' agents..... | 832 | 2,669 | 4,708,800 | 161,636,900 | 5.15 | 2,711,500 |
| Manufacturers' sales branches..... | 1,505 | 16,830 | 29,062,300 | 532,296,200 | 16.98 | 57,649,200 |
| Packers and shippers..... | 14 | 472 | 230,400 | 1,633,800 | 0.05 | 72,400 |
| Purchasing agents..... | 11 | 73 | 102,000 | 1,647,300 | 0.05 | 90,200 |
| Selling agents..... | 182 | 920 | 1,732,500 | 57,595,000 | 1.83 | 743,800 |
| Warehouses..... | 108 | 634 | 1,109,000 | 22,589,100 | 0.72 | 1,771,200 |
| All other..... | 3 | 9 | 25,900 | 5,318,500 | 0.16 | 3,500 |
| Totals, Other Bulk or Non-Retail Distributors..... | 7,906 | 44,725 | 74,017,100 | 2,040,800,000 | 65.13 | 166,788,400 |
| Grand Totals..... | 12,914 | 95,823 | 149,443,400 | 3,133,733,700 | 100.00 | 325,572,500 |

Subsection 2.—Retail Merchandising and Services.

The line of demarcation between these two classes of retailing cannot be sharply drawn. In many service establishments, especially those of the repair group, the retail sale of commodities is also carried on. Conversely, a great many stores, chiefly engaged in retail merchandising, have service departments for making alterations and repairs, for hair dressing and other personal service, for cleaning, decorating, fur storage, etc. Establishments where both these functions are carried on have been classified according to the function which provided the largest receipts. For the sake of convenience, the fields are summarized by provinces and business groups in Table 31.