

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 wholesalers 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 5,108 wholesalers proper in 1930 were \$1,111,319,200, of which \$887,878,600 were made by wholesale merchants. Other types of bulk or non-retail distributors, consisting of 8,032 establishments, made sales or arranged orders to the value of \$2,213,891,100. It will be noted from Table 32 that, while the province of Manitoba had 20.12 p.c. of the total sales of all bulk merchandising, the business of wholesalers proper in Manitoba was only 7.15 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 32.

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

Province.	All Establishments.						Wholesalers Proper.		
	Estab-lish-ments.	Em-ployees.	Salaries and Wages.	Net Sales. (1930.)	Proportion of Total Net Sales.	Stocks on Hand, End of Year (at Cost).	Estab-lish-ments.	Net Sales. (1930.)	Proportion of Total Net Sales.
	No.	No.	\$	\$	p.c.	\$	No.	\$	p.c.
P.E.I.....	61	313	354,600	13,533,300	0.41	1,108,700	28	5,455,000	0.49
N.S.....	420	2,522	3,503,890	71,616,200	2.15	7,298,900	217	39,498,500	3.55
N.B.....	388	2,825	3,989,300	72,839,900	2.19	8,194,200	165	30,156,900	2.71
Que.....	2,932	26,171	41,958,100	904,795,500	27.21	82,285,800	1,479	355,618,100	32.00
Ont.....	3,938	31,155	51,094,700	1,013,767,400	30.49	94,487,200	2,004	387,550,300	34.87
Man.....	1,307	9,362	15,490,600	669,076,030	20.12	28,561,500	349	79,393,100	7.15
Sask.....	1,659	5,441	8,393,300	137,112,000	4.12	24,209,300	178	52,114,100	4.69
Alta.....	1,306	5,756	9,738,200	189,569,900	5.70	23,560,400	248	64,091,200	5.77
B.C.....	1,129	7,019	11,824,000	252,900,100	7.61	27,515,100	440	97,442,000	8.77
<b>Canada.</b>	<b>13,140</b>	<b>90,564</b>	<b>146,346,600</b>	<b>3,325,210,300</b>	<b>100.00</b>	<b>297,221,100</b>	<b>5,108</b>	<b>1,111,319,200</b>	<b>100.00</b>