

are data for agents, brokers, manufacturers' sales branches, and other specialized wholesale agencies. Wholesalers proper embrace only regular wholesale houses, such as wholesale merchants, importers, and exporters. The importance of such cities as Montreal, Toronto, Winnipeg, and Vancouver as wholesale centres is clearly shown by the figures.

28.—Bulk Merchandising (Wholesale and Other Non-Retail) in Cities of 20,000 Population or Over, 1930.

| City and Province. | Population, 1931. | All Wholesale Establishments. | | | | | Wholesalers Proper. | |
|----------------------------|-------------------|-------------------------------|------------|---------------------|-------------------|--|---------------------|-------------------|
| | | Establishments. | Employees. | Salaries and Wages. | Net Sales (1930). | Stocks on Hand, End of Year (at Cost). | Establishments. | Net Sales (1930). |
| | No. | No. | No. | \$ | \$ | \$ | No. | \$ |
| Montreal, Que..... | 818,577 | 1,938 | 21,400 | 35,649,800 | 766,382,800 | 68,043,000 | 1,035 | 287,176,800 |
| Toronto, Ont..... | 631,207 | 1,835 | 19,891 | 33,743,000 | 691,738,400 | 60,106,000 | 971 | 227,375,400 |
| Vancouver, B.C..... | 246,593 | 761 | 5,712 | 9,757,200 | 211,111,800 | 23,059,900 | 341 | 78,382,100 |
| Winnipeg, Man..... | 218,788 | 768 | 8,379 | 14,215,600 | 635,722,200 | 25,522,100 | 314 | 72,862,800 |
| Hamilton, Ont..... | 155,547 | 191 | 1,778 | 2,904,800 | 47,756,800 | 5,578,800 | 119 | 21,314,200 |
| Quebec, Que..... | 130,594 | 249 | 2,416 | 3,167,800 | 75,189,800 | 6,981,000 | 144 | 33,497,800 |
| Ottawa, Ont..... | 128,872 | 199 | 1,660 | 2,447,600 | 41,502,300 | 5,587,600 | 114 | 26,254,000 |
| Calgary, Alta..... | 83,761 | 261 | 2,818 | 4,916,100 | 62,127,900 | 11,715,800 | 114 | 30,499,000 |
| Edmonton, Alta..... | 79,197 | 200 | 1,832 | 3,115,700 | 63,940,100 | 8,193,500 | 82 | 24,701,200 |
| London, Ont..... | 71,148 | 147 | 1,299 | 2,146,000 | 32,059,900 | 3,565,000 | 83 | 15,603,400 |
| Windsor, Ont..... | 63,108 | 92 | 726 | 1,155,409 | 19,141,800 | 1,818,700 | 56 | 9,819,700 |
| Verdun, Que..... | 60,745 | 6 | 15 | 22,400 | 592,700 | 28,900 | 6 | 592,700 |
| Halifax, N.S..... | 59,275 | 162 | 1,462 | 2,181,600 | 42,676,900 | 3,998,200 | 84 | 20,439,600 |
| Regina, Sask..... | 53,209 | 148 | 1,891 | 3,260,700 | 46,877,600 | 9,713,200 | 60 | 17,637,300 |
| Saint John, N.B..... | 47,514 | 181 | 1,964 | 2,889,500 | 49,538,200 | 4,974,800 | 83 | 17,995,700 |
| Saskatoon, Sask..... | 43,291 | 115 | 1,426 | 2,288,500 | 39,312,400 | 6,323,200 | 51 | 17,316,000 |
| Victoria, B.C..... | 39,062 | 65 | 487 | 725,700 | 13,704,000 | 1,839,400 | 36 | 8,114,300 |
| Three Rivers, Que..... | 35,450 | 30 | 185 | 215,300 | 5,083,500 | 896,700 | 16 | 2,700,700 |
| Kitchener, Ont..... | 30,793 | 51 | 245 | 395,500 | 7,391,400 | 624,500 | 22 | 3,428,400 |
| Brantford, Ont..... | 30,107 | 36 | 300 | 417,200 | 7,184,400 | 879,200 | 32 | 3,583,100 |
| Hull, Que..... | 29,433 | 11 | 53 | 75,200 | 1,138,500 | 86,200 | 6 | 1,103,300 |
| Sherbrooke, Que..... | 28,939 | 41 | 355 | 540,500 | 9,452,200 | 1,145,100 | 20 | 7,146,600 |
| Outremont, Que..... | 28,641 | 9 | 167 | 292,000 | 4,572,300 | 814,700 | 5 | 1,127,500 |
| Fort William, Ont..... | 28,277 | 41 | 433 | 650,400 | 15,627,100 | 2,760,100 | 27 | 7,897,900 |
| St. Catharines, Ont..... | 24,753 | 25 | 110 | 158,700 | 2,641,200 | 237,500 | 12 | 1,378,300 |
| Westmount, Que..... | 24,235 | 7 | 173 | 302,400 | 2,059,200 | 426,100 | 5 | 1,209,000 |
| Kingston, Ont..... | 23,439 | 39 | 280 | 407,400 | 7,351,100 | 1,400,700 | 29 | 4,582,100 |
| Oshawa, Ont..... | 23,439 | 19 | 286 | 1,039,500 | 16,689,600 | 226,800 | 8 | 1,021,800 |
| Sydney, N.S..... | 23,089 | 31 | 165 | 247,500 | 6,857,000 | 600,900 | 20 | 5,316,200 |
| Sault Ste. Marie, Ont..... | 23,082 | 20 | 139 | 195,500 | 4,997,100 | 501,600 | 14 | 3,433,000 |
| Peterborough, Ont..... | 22,327 | 25 | 136 | 188,100 | 3,874,100 | 291,200 | 15 | 2,031,400 |
| Moose Jaw, Sask..... | 21,299 | 37 | 320 | 497,700 | 9,990,700 | 1,048,400 | 19 | 5,969,900 |
| Guelph, Ont..... | 21,075 | 21 | 138 | 195,300 | 3,430,600 | 501,300 | 16 | 2,580,800 |
| Glace Bay, N.S..... | 20,706 | 6 | 18 | 18,000 | 478,700 | 75,200 | 4 | 386,800 |
| Moncton, N.B..... | 20,689 | 36 | 287 | 342,000 | 6,195,800 | 911,300 | 16 | 3,254,200 |

Annual Wholesale Statistics.—In constructing an annual index of wholesale sales, the chief objective has been to obtain the most representative measure of wholesale trade and particularly of the pre-retail business. This annual index is confined to wholesalers proper, who are for the most part wholesale merchants, importers, exporters, and supply and machinery distributors. From this group are excluded such distributors as agents and brokers, manufacturers' sales branches and other types of specialized distributors. However, in order to attain the above-mentioned objective of a representative measure of wholesale trade, it was later found to be necessary to make certain alterations in the classifications used in presenting the results of the Census of Merchandising and Service Establishments, 1931. These alterations were referred to at p. 612 of the 1937 Year Book.