

summarized in this edition of the Year Book. Volume X of the 1941 Census Report, giving the complete results in so far as retail trade is concerned, has been issued. Volume XI, containing the results for wholesale and service establishments is in course of preparation.

The Census of Merchandising and Service Establishments was taken by mail, the basic mailing list for the purpose having been prepared by the census enumerators at the time the population census was taken. Lists of firms thus secured were supplemented by checking them against the names of firms licensed to operate under the authority of the Wartime Prices and Trade Board.

While the general scope of the 1941 Census was similar to that for the earlier period there were certain changes in coverage, in definition and in methods of compilation which render exact comparisons between the two years impossible except for particular trades. This is especially true of the wholesale trade and service establishments. In the case of the retail trade, the figures for 1930 have been revised wherever possible in order to bring them to a comparable basis with the results of the more recent census.

Subsection 1.—Wholesale Merchandising

The concept of wholesale trading is not clearly defined. In its most restricted sense wholesale trading could be taken to include the activities of only the wholesale merchants who buy from producers or other suppliers for resale to the retail trades. From the broader point of view it could be taken to include all trading operations excepting only those incurred in the final stage of distribution to the ultimate consumer. Since most manufacturers sell through intermediaries of one kind or another rather than directly to the final user, this broader concept of wholesaling would include most manufacturing plants within its scope.

The scope of wholesaling as covered in the Census of Merchandising is intermediate between the two extremes. It does not include manufacturing plants as such although it does include sales branches or offices maintained by manufacturers at locations apart from the plant. The wholesale census includes the bulk tank stations operated by the wholesale distributors of petroleum products. It includes grain elevators, marketing co-operative associations, country and city buyers and other assemblers of farm produce. It includes commission houses and various types of agents and brokers in addition to wholesale merchants who transact business on their own account.

Almost 25,000 wholesale establishments were recorded in the results of the 1941 Census and these required the services of 94,627 male and 22,844 female employees to whom \$189,449,000 was paid in salaries and wages. In addition there were 13,656 proprietors of unincorporated firms working on their own account. Aggregate sales as reported by all types of wholesalers amounted to \$5,290,751,000, of which \$4,278,342,000 represented sales made on the account of the firms reporting and \$1,012,409,000 represented sales made on commission for others. Some types of wholesalers and particularly agents, brokers and some assemblers of primary products transact a considerable proportion of their total business with other types of business in the wholesale field. There is, therefore, a considerable amount of duplication in the total sales figure for the wholesale trade. And, even if this were not so, the total volume of wholesale trading could not be related to the value of retail sales as recorded in the retail section of the census. A large portion of the