

business of wholesale establishments is transacted with industrial, commercial or institutional users and never enters the retail channels of trade. Furthermore, an additional proportion of the wholesale trade is transacted with buyers in other countries.

**Wholesale Trade by Type of Operation.**—Wholesale trading establishments are classified on two bases, first by type of operation according to the functions performed and secondly by kind of business, that is, according to the kind of merchandise carried. The wholesale trade is divided into 31 classes according to type of operation and these are grouped into six major types of which the group known as “wholesalers proper” is the most important. This group is comprised largely of the regular wholesale merchants who perform the full functions of wholesalers, buying and selling on their own account, warehousing the goods in which they deal and extending credit and delivery service. Included here are also a number of closely related types such as import merchants who deal chiefly in goods of foreign rather than domestic origin, export merchants engaged in the export trade, and voluntary group wholesalers, that is, wholesale merchants more or less closely associated with groups of retail merchants who have come together for advertising or buying purposes. A detailed analysis of the wholesale trade by type of operation is given in Table 15.

**15.—Bulk Merchandising (Wholesale and Other Non-Retail), by Type of Operation, 1941**

NOTE.—Due to differences in classification and coverage, the figures of this table are not strictly comparable with those for 1930 appearing at pp. 670-672 of the 1934-35 Year Book.

Type of Operation	Establishments	Total Sales		Employees		Salaries, Wages and Commissions	Stocks on Hand, End of Year	
		On Own Account	On Commission	Male	Female		Owued	Held on Consignment
	No.	\$'000	\$'000	No.	No.	\$'000	\$'000	\$'000
<b>Wholesalers Proper—</b>								
Voluntary group wholesalers...	100	131,534	124	3,455	1,112	6,220	20,177	16
Wholesale merchants.....	7,075	1,398,653	26,350	43,570	10,330	81,086	168,236	3,779
Export merchants.....	146	187,199	1,829	954	291	2,459	16,803	18
Import merchants.....	1,479	444,183	13,561	10,512	3,514	25,524	61,071	2,499
Dropshippers and desk jobbers.	149	143,839	692	440	173	1,635	561	Nil
Mail-order wholesalers.....	21	1,377	Nil	75	82	161	224	“
Wagon distributors.....	447	9,097	38	268	24	305	213	“
<b>Totals, Wholesalers Proper.....</b>	<b>9,417</b>	<b>2,315,882</b>	<b>42,593</b>	<b>59,274</b>	<b>15,526</b>	<b>117,390</b>	<b>267,286</b>	<b>6,312</b>
<b>Manufacturers' Sales Branches and Offices—</b>								
District or general sales offices..	96	389,468	9,751	4,744	1,632	13,367	13,495	56
Manufacturers' sales branches (with stocks).....	1,139	561,096	3,132	10,537	2,353	22,932	43,421	579
Manufacturers' sales branches (without stocks).....	387	239,010	4,537	1,170	346	3,735	Nil	17
<b>Totals, Manufacturers' Sales Branches and Offices.....</b>	<b>1,622</b>	<b>1,189,573</b>	<b>17,420</b>	<b>16,451</b>	<b>4,331</b>	<b>40,034</b>	<b>56,916</b>	<b>651</b>
<b>Petroleum Bulk Tank Stations</b>								
Independent stations.....	144	12,252	36	490	51	709	653	13
Commission stations.....	3,052	1,533	59,870	1,093	55	996	156	6,643
Salary stations.....	777	142,294	309	3,151	128	5,186	13,913	21
<b>Totals, Petroleum Bulk Tank Stations.....</b>	<b>3,973</b>	<b>156,079</b>	<b>60,214</b>	<b>4,734</b>	<b>234</b>	<b>6,890</b>	<b>14,722</b>	<b>6,676</b>