

Miscellaneous Analyses of Wholesale Data.—According to the 1941 Census, almost 64 p.c. of all wholesale sales in Canada originated in the four largest cities of Montreal, Toronto, Winnipeg and Vancouver, while 81.8 p.c. of all wholesale trade was attributable to cities of over 30,000 population.

An analysis of wholesale trade by size of business revealed that establishments with an annual sales volume of \$1,000,000 or over accounted for 3.6 p.c. of the total number of establishments and 55.1 p.c. of the total sales, while 4,335 establishments or 17.5 p.c. of the total number had annual sales of less than \$10,000. The distribution of wholesalers by size of business varies somewhat for the different major types of operation. Petroleum bulk tank stations were found to be concentrated more in the smaller size groups, only 15.2 p.c. of the sales having been made by establishments in the million-dollar sales class. The same is found to be true for assemblers of primary products, where less than 20 p.c. of the business was done by establishments with annual sales of over \$1,000,000. Among wholesalers proper, 4.5 p.c. of all establishments had sales of \$1,000,000 or over and these accounted for 51.4 p.c. of the total sales of this group. Agents and brokers showed slightly higher percentages in the largest size-of-business group, namely, 7.6 p.c. of all establishments and 65.7 p.c. of sales. The greatest concentration of sales in the largest size category appeared in manufacturers' sales branches, where establishments with sales of \$1,000,000 or over were responsible for 73.3 p.c. of the sales for the group.

Wholesale establishments were also grouped according to average number of persons employed in the business. There were 7,053 wholesale establishments in 1941, or about 28.5 p.c. of the total number, which operated without the aid of paid employees. These represent mainly, agents and some assemblers of primary products such as country buyers of farm products, the work in these cases being carried on by the proprietor alone. There were only 90 establishments with as many as 100 employees and these transacted 8.7 p.c. of the total business.

A further analysis of wholesalers by form of organization revealed that of the 24,758 establishments in the wholesale field, 10,815 were operated as individual proprietorships and did a volume of business amounting to \$799,307,800 or 15 p.c. of the total. There were 1,394 partnerships and these accounted for \$218,769,800 or 4.2 p.c. of the total sales, while incorporated companies operated 12,157 establishments with sales of \$4,122,516,400 or 77.9 p.c., co-operative associations, numbering 366, had sales of \$143,111,800 or 2.7 p.c. The proportion of business done by incorporated firms varied with the different major types of operation. Incorporated firms accounted for almost 100 p.c. of the business done by manufacturers' sales branches, for only 48 p.c. of agents' and brokers' sales and for 57 p.c. of the sales of assemblers of primary products.

Of the 9,417 wholesalers proper, 7,756 establishments or 82.4 p.c. of the total were operated as single establishments with no other branch or office, and these accounted for 58.4 p.c. of the total trade of wholesalers proper. About 80 p.c. of all petroleum bulk tank stations were operated as single-unit establishments and 91 p.c. of all agents and brokers. The inclusion of line elevators in the farm products trade gave a greater relative importance to the multiple form of operation in this group than in the other groups into which the wholesale field is divided.

Wholesalers' sales were also analysed by type of purchaser. Sales of wholesalers proper to retailers amounted to 41 p.c. of the total sales of this group, while 31 p.c. went to industrial or other large users, 14 p.c. to other wholesalers, 2 p.c. to consumers and 12 p.c. to foreign buyers. As might be expected, a greater pro-