

wholesalers, rack jobbers or voluntary general wholesale distributors.

Agents and brokers — establishments or locations primarily engaged in buying or selling, on a commission basis, products owned by others. They may be known as an auction company, commission merchant, import agent or broker, export agent or broker, manufacturers agent, purchasing agent or resident buyer and selling agent.

17.3.1 Wholesale merchants

Wholesale merchants account for about 80% of the total volume of trade and had estimated sales of \$147.9 billion in 1981, up 34.9% from the \$109.6 billion volume reported in 1979. The most notable increases in volume of trade over the two-year period were reported by wholesalers of farm products (93.4%), petroleum products (57.0%), wholesalers not elsewhere specified (44.6%), household furniture and home furnishings (34.4%), and electrical machinery, equipment and supplies (33.9%). The only trade group to show a decline was lumber and building materials (-1.6%). Increases higher than the national average (34.9%) were posted in: Ontario (35.6%), Manitoba (35.7%), Saskatchewan (75.2%), Alberta (67.8%) and British Columbia including Yukon and Northwest Territories (41.4%). In terms of geographic distribution, in 1981 wholesale merchant establishments in Quebec and Ontario accounted for 58.8% of the total volume of trade, establishments based in the Atlantic provinces claimed 4.3%, while merchants in Western Canada increased their share to 36.9% of the total, up from 33.3% in 1979.

Tables 17.15 and 17.16 show the volume of trade of wholesale merchant establishments for selected years between 1973 and 1981.

17.3.2 Agents and brokers

During 1981, agent and broker establishments reported \$775.1 million in gross commissions earned by facilitating the movement of goods valued at \$27 billion. Commissions as a percentage of the value of goods bought or sold on a commission basis increased to 2.8% in 1981 from 2.5% in 1980 when commissions of \$728.7 million were earned on goods valued at \$28.7 billion. The total volume of trade reported by agent and broker establishments amounted to \$28.9 billion in 1981, a decline of 2.4% from the \$29.6 billion reported the previous year. The petroleum products group accounted for the largest share of total commissions, 27.7%, with commissions of \$214.7 million on goods valued at \$3.5 billion.

Table 17.17 shows the volume of trade of agent and broker establishments, for the years 1978-81. Table 17.18 shows the gross commissions earned by agent and broker establishments, for the years 1978-81.

17.3.3 Control and sale of alcoholic beverages

The retail sale of alcoholic beverages in Canada is controlled by provincial and territorial government liquor control authorities. Alcoholic beverages are sold directly by most of these authorities to the consumer or to licensees for resale. However, in some provinces beer and wine are sold directly by breweries and wineries to consumers or to licensees for resale. During the year ended March 31, 1982, provincial government liquor authorities operated 1,117 retail stores and had 477 agencies in smaller centres.

Table 17.21 shows the value and volume of sales of alcoholic beverages in the years ended March 31, 1981 and 1982. The value does not always represent the final retail selling price to the consumer because in some cases only the selling price to licensees is known. Volume of sales is a more realistic indicator of trends in consumption, but as a measure of personal consumption by Canadians it is subject to the same limitations as value sales and includes, in addition, purchases by non-residents.

Government revenue specifically related to alcoholic beverages and details of sales by value and volume for each province are given in Table 17.22. *The control and sale of alcoholic beverages in Canada* (Statistics Canada 63-202) shows further detail as well as volume figures of production and warehousing transactions, the value and volume of imports and exports and the assets and liabilities of provincial liquor commissions.

17.4 Co-operatives

Co-operatives in 1982. Business volume of co-operatives rose 8.5%, a little more than half the increase of the previous year. Taken in conjunction with an inflation rate of about 10% in consumer prices and 3% in farm input prices, this was not really much of a gain.

Total co-operative business volume came to \$13.9 billion based on rising volumes for wheat, food products and the services sector, a combination of higher volume and prices for dairy products and strictly higher prices for petroleum.

The number of associations rose by about 6% to pass the 3,000 mark led by a countrywide surge in housing incorporations and a continuing rise in the popularity of day care and nursery associations, mainly in Ontario and Western Canada. Membership in co-operatives expanded almost 4% with purchasing and service associations providing the gain. The larger contributions came from food co-operatives in Alberta and Newfoundland and student supply associations in Quebec.

Co-operatives in 1981. Co-operative business volume in Canada (excluding wholesales) rose \$1.8 billion or 16% in 1981, just about matching the gain in personal disposable income. Table 17.19 gives