

wholesalers of primary producers of farm products dropped from 8.9% in 1985 to 7.9% in 1986.

In terms of geographical distribution of the volume of trade, wholesale merchant establishments in Ontario and Quebec accounted for 65.1% of the total volume in 1986, up from 63.1% in 1985 and 61.7% in 1984. Establishments in the Atlantic provinces claimed 3.9% in 1986, virtually unchanged from previous years, while merchants in Western Canada and the Yukon and Northwest Territories achieved 30.9%, down from 32.9% in 1985 and 34.3% in 1984.

Tables 17.12 and 17.13 show the volume of trade of wholesale merchant establishments for the years 1983-86. It must be noted that the total volume of trade reported by establishments with sales outlets in more than one province have their volume of trade assigned to the province in which the establishment's head office is located. Accordingly, the volume of trade cited for a particular province included sales and commissions earned on sales to customers in other provinces.

### 17.3.2 Agents and brokers

Establishments operating as agents and brokers reported earnings of \$1,039.5 million in gross commissions (compared with commissions of \$1,090.8 million in 1985), according to preliminary 1986 data. These commissions were earned on goods sold, with an estimated value of \$33,895.2 million (compared with goods valued at \$34,777.3 million in 1985). Commissions as a percentage of the value of goods bought or sold on commission were unchanged at 3.1% in 1986 and 1985. In terms of the volume of trade reported by the 4,534 establishments classified as agents or brokers, the volume of trade in 1986 (preliminary data) totalled \$35.5 billion compared with \$36.4 billion by 4,800 establishments in 1985.

As in previous years, the greatest share of total commissions was reported in 1986 by the agent and broker establishments in the petroleum products group at 20.5%, with commissions of \$212.9 million on goods valued at \$3,702.8 million. In 1985 and 1984, the petroleum products group had reported commissions of \$232.4 million and \$232.6 million, respectively, on goods valued at \$5,070.6 million and \$4,773.8 million, respectively, for a 21.7% share of total commissions earned in 1985 and 24.0% in 1984. The farm products industry group provided the second largest source of agents' commission income in 1986, with \$170.6 million of commissions on goods valued at \$8,086.6 million, as compared

with commissions of \$244.3 million on goods valued at \$8,006.6 million in 1985.

Table 17.14 shows the volume of trade of agent and broker establishments, for the years 1983-86. Table 17.15 shows the gross commissions earned by agent and broker establishments, for the years 1983-86.

### 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, 1987, provincial government liquor authorities operated 1,777 retail stores and had 616 agencies in smaller centres.

Table 17.18 shows the value and volume of sales of alcoholic beverages in the years ended March 31, 1984-87. 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 17.19. *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

A co-operative is an incorporated, non-profit business organized on a voluntary basis to meet the economic, social or cultural needs of its members. All members share control of and responsibility for the co-operative, and benefits are returned to the members in proportion to their use of the services.

The co-operative movement in Canada started among the pioneer farmers. Over the decades the co-operative method spread to embrace a great many types of economic and social activities involving farmers, consumers, tradesmen, fishermen and others.