1. Ratio of Wholesalers
   The number of wholesalers as of June 1, 1989, was 23,004, up 6.9% from 1988.
   The ratio of wholesalers to all types of stores was 8.8%.
   The ratio of wholesalers stood at 8.5% in Tokyo Prefecture; 44.6% in Tottori Prefecture; 43.5% in Naha, Okinawa Prefecture; 94.2% in Nagasaki, Nagasaki Prefecture; and 92.5% in Fukuoka, Fukuoka Prefecture, suggesting that the ratio is high particularly in the downtown sections of major cities. The ratio is also high in cities with local industries.
   On the other hand, there were 250 in St., Mati and Mura where there are no wholesalers, and they account for 7% of all St., Mati and Mura in the wholesale.
   Of the wholesalers, 86,800 (36.5%) are engaged in wholesale of machinery and equipment, 38,934 (15.2%) in the wholesale of food and beverages and 22,969 (10.7%) in the wholesale of farm, forestry and fishery products.
   The percentage of increase in the number of wholesalers from 1988 was high for the wholesalers of drugs, toiletries and toilet goods with 11.8%, wholesalers of machinery and equipment with 11.7%, wholesalers of furniture, and household furnishing with 18.4%, but the percentage remained practically the same for the wholesalers of dry goods and also those of minerals and metals.
   In regard to the number of employees per wholesaler, 28.3% of all the wholesalers had 5-9 employees, 23.8% 3-4 employees, 25.1% 2-3 employees, and 18.8% 10-39 employees.

2. Sales Per Store in Wholesale Trade
   The proceeds per wholesaler in the period ending from June 1, 1989, to May 31, 1990, averaged ¥307,270,880, up ¥49,610,880 or 18.3% over 1988. By line of business, the wholesalers of general merchandise business establishments which deal in a wide variety of merchandise with more than 100 persons placed in regular employment sold merchandise to the tune of ¥310,797,080,000. The proceeds per store of other types of wholesalers were ¥231,920,000. By line of business, the proceeds per store were ¥413,120,000 for the wholesalers of minerals and metals ¥165,400,000 for the wholesalers of dry goods, and ¥89,000,000 for the wholesalers of machinery and equipment. By category, many wholesalers of general merchandise are concentrated in Tokyo Prefecture, where the proceeds per store were ¥234 million for Tokyo, ¥1.4 million for Mito, ¥1.2 million for Naha and ¥1.3 million for Fukuoka. The proceeds per store stood at more than ¥1.5 million each for Nagasaki and ¥1.1 million for Osaka and ¥1.2 million for Nagoya and ¥1.2 million for Mati and ¥1.2 million for Mura.

3. Distribution of Department Stores, Supermarkets, Etc.
   The number of department stores as of December 31, 1992, was 251 and their counter space measured 5,376,800 m². The number of department stores increased by 26 from 1991.
   The number of self-service stores was registered at 16,813 as of May 1, 1993, and this number accounts for 57.5% of the total number of retail stores. The counter space of self-service stores measured 5,097,000 m². Their number increased by 1,221 from 1992 and by 1,464 from 1991.
   By counter space, St. department stores had a total counter space of more than 100,000 m² and 18 stores had more than 20,000 m². In the category of self-service stores, 586 stores had a total counter space of more than 1,000 m² and 722, 10,000 - 20,000 m². The annual proceeds in 1992 were ¥4,806,800 million for department stores and ¥2,607,800 million for self-service stores. Of these, the annual sales of self-service stores each with a counter space of more than 1,000 m² were registered at ¥1,214,800 million. The ratio of the annual proceeds by these three categories of stores to the total of all retail stores stood at 9.3%, 6.7% and 6.9%.
   The monthly average proceeds per square meter of counter space and per employee were ¥20,800 and ¥1,240,000 respectively. Classified by location of the department stores, these two types of monthly average proceeds were ¥26,400 and ¥1,870,000, respectively, in major cities and ¥20,000 and ¥1,100,000, respectively, in other cities.
   The annual proceeds per square meter of counter space and per employee of self-service stores were ¥26,000 and ¥1,900,000 respectively.

Chances in annual sales of department stores and self-service stores

RATIO OF PURCHASING VALUE TO NATIONAL TOTAL BY REGION (1989)

PERCENTAGE OF WHOLESALERS BY LINE OF BUSINESS (1992)

CHANGES IN SALES OF WHOLESALERS AND CHANGES IN SALES OF WHOLESALERS