

Name: _____ Date: _____

Marketing Ch 13 Exhibit D13

- | | |
|--|-------------------------------|
| 1. independently owned business takes title to all merchandise handled | A. producers cooperatives |
| 2. sell primarily to retailers and provide full range of services | B. rack jobbers |
| 3. carry limited line of fast moving goods to sell to small retailers | C. purchasing offices |
| 4. operate in bulk industries, do not handle the product | D. wholesale merchants |
| 5. send delivery trucks to stores where people set up displays, price goods, inventory | E. selling agents |
| 6. farmer owned members assemble farm produce in local markets | F. commission merchants |
| 7. do not take title to goods but facilitate buying and selling | G. drop shippers |
| 8. take physical possession of products and negotiate sales | H. merchant wholesaler |
| 9. part of buyers organization, set up in major market centers | I. brokers and agents |
| 10. contractual authority to sell manufacturers entire output | J. cash and carry wholesalers |