397-

goods

nship,

graln,

2.

re-343.

lesale lylng,

tarlff

mur-

rates

36. ince,

of

What the traffic will bear, 397-103. Wheeler, W. H., on special agency

work, 284.

Wheeler, W. R., comparing rail and water, 526-527. White, Horace, on bank loans, 248-

249.

Wholesale Grocers' Gulld, 325. Wholesale selling, 25-30.

By salesmen, 27. Lack of uniformity in, 58.

Methods of, 26.
Methods, combination of, 30.
Organization, special applications

Wholesale store, buyer for, 178. Wholesale trade, credit extensions in, 253. Wholesalers, manufacturing, 6.

Wisconsin Railway Commission, Computing terminal costs in freight business, 411.

On car measurements, 365-366,

On regulation of freight rates, 395-396.

On "what the traffic will bear," 400,

Wool shipments, 411-413. Work, inclination for, 149. Work of salesmen, 28.

Z

Zimmerman, T. J., on commercial agencies, 271.

Zone tariff system, 473-471.