

COMMERCE

TYPES OF RETAILERS

- 1. Independent Retailers**
- 2. Multiple Stores**
- 3. Supermarkets**
- 4. Department Stores**
- 5. Mail Order Retailers**
- 6. Franchise**
- 7. Hypermarkets**

- 8. Discount Stores**
- 9. Mobile Shops**
- 10. Automatic Vending Machines**
- 11. Market Stalls**
- 12. Street Vendors**
- 13. Itinerant Retailers**

a) _____ These are coin operated machines that provide a relatively cheap source of goods such as candy bars, and drinks.

b) _____ These are open-air stalls found together in busy areas. Some examples are: the Straw Market on Bay Street and the Flea Market in Miami. The rent for these stores is relatively low.

c) _____ These are used to reach isolated/residential areas where there are practically no shops. An example of this type of retailer is a van selling ice cream or a truck selling water.

d) _____ These are individual stalls located by the roadside selling items such as fruits and vegetables. Their goods are usually cheaper than food stores because most of them do not pay rent, only a license fee.

e) _____ These are sales persons who go from door-to-door selling their goods. They knock on doors and ask persons if they wish to buy the goods which, are usually jewelry, cosmetics or cleaning products.

f) _____ These are very small shops that are usually owned by one person. The owner is usually the one to run the store. An example of this type of retailer would be the small stores on your corner.

g) _____ These are large self-service stores that sell a variety of foods and household goods. They also have five or more check out points where customers pay for goods. For example, City Market.

h) _____ These are very large self-service stores that sell a wide variety of food items and household goods as well, as other goods such as electrical goods, furniture, etc.

i) _____ These are stores that sell goods at prices that are much lower than the normal selling price. They do not usually allow credit for goods. The best example of this type of store would be the Dollar Shop and Price Busters.

j) _____ These are shops that have at least ten outlets. Although each store has a manager, the goods are bought, and the prices and store policy are decided by one central office (often called the head office)

k) _____ These are stores that consist of many different shops under one roof all owned by one firm. Examples are Kelly's, John S. George and Sears. There is a hardware section, a toy section, a kitchen wares section, etc.

l) _____ These retailers sell goods by sending out catalogues from which persons can order goods. The goods are then sent to these persons through the postal system.

m) _____ These retailers are allowed to sell or use products of a particular maker. They agree to buy their materials from one supplier only. All the stores selling one product are decorated in the same style and use the same name. Those who allow such use of these products also advertise for these retailers. Examples of these are McDonald's and Wendy's.