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| 1. Record Nr.           | UNINA9910785998203321   |
| Autore                  | Moeckel Bill Reid <1925-, >   |
| Titolo                  | The development of the wholesaler in the United States, 1860-1900 // Bill Reid Moeckel  |
| Pubbl/distr/stampa      | London ; ; New York : , : Routledge, , 2013   |
| ISBN                    | 1-136-24593-6<br>1-283-64370-7<br>0-203-10370-X<br>1-136-24594-4  |
| Descrizione fisica      | 1 online resource (273 p.)  |
| Collana                 | Routledge Library Editions: Retailing and Distribution  |
| Disciplina              | 381/.2/0973   |
| Soggetti                | Wholesale trade - United States - History - 19th century  |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Note generali           | First published in 1986 by Garland Publishing.<br>Originally presented as the author's thesis (doctoral)--University of Illinois at Urbana, 1953.   |
| Nota di bibliografia    | Includes bibliographical references (p. 249-259).   |
| Nota di contenuto       | Cover; THE DEVELOPMENT OF THE WHOLESALER IN THE UNITED STATES 1860-1900; Title Page; Copyright Page; Table of Contents; LIST OF TABLES; LIST OF CHARTS; I. INTRODUCTION; Nature and scope of the study; Definition of terms; Institutional considerations; Sources of data; Organization of the study; II. WHOLESALERS AND WHOLESALE MARKETS IN 1860; Volume of wholesale trade; Wholesale market centers; New York; Boston; Philadelphia; Baltimore; New Orleans; Cincinnati; Chicago; St. Louis; Louisville; The wholesale merchant; Specialization by the wholesaler; Extension of credit; Traveling salesmen<br>Advertising Organization; Shipping merchant, importer, exporter; Agent middlemen in operation in 1860; Auctioneers; Commission merchants; Brokers; Commissions; Summary; III. GROWTH AND DEVELOPMENT OF WHOLESALE TRADING CENTERS, 1860-1900; Economic setting; Changing relative importance of centers; The two leading centers, New York and Chicago; New York; Chicago; Other important coastal centers; Philadelphia; Boston and Baltimore; Other important interior centers; Cincinnati; Louisville; St. Louis; Smaller cities as wholesale centers; Kansas City; Minneapolis and St. Paul; Milwaukee; Summary |

IV. THE DEVELOPMENT OF THE WHOLESALE MERCHANT, 1860-1900  
Specialization by wholesale merchants; Functional specialization; Specialization by merchandise lines; Selling and sales promotion; The development of traveling salesmen; Catalogs and printed price lists; The early development of wholesalers' brands; Use of advertising by wholesale merchants; The wholesale merchant's credit operations; Obtaining credit information; Credit terms; Financial assistance to retailers; Physical facilities and organizations; Facilities; Organization  
Changing status of shipping merchants, importers and exporters  
Decline of the shipping merchant; Reasons for the decline; Importers and exporters; Summary; V. AGENT WHOLESALERS; Auctions; Declining importance of auctions; Volume of auction sales; Reasons for the decline; Commission merchants; Commission merchants defined; Declining in relative importance; Handling large volumes in some lines; Specialization by commission merchants; Reasons for declining importance; Selling agents; Merchandise brokers; Brokers defined; Importance of brokers; Manufacturers' agents; Summary  
VI. PARTICULAR COMPETITIVE PROBLEMS ENCOUNTERED BY THE WHOLESALER  
Major competitors of the wholesaler; Efforts to eliminate the wholesaler; Manufacturers selling direct; Retailers buying direct; Farmers' efforts to eliminate middlemen; Competitive efforts and tools employed by the wholesaler; Formation of associations; Private brands; Factor or rebate plan; Summary; VII. SUMMARY AND CONCLUSIONS; BIBLIOGRAPHY

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Sommario/riassunto

Although the scientific study of marketing is relatively new, certain aspects of it have been analyzed in considerable detail. A body of literature exists, for example, on the various phases of retailing and advertising. It is only in the last decade or two, however, that much attention has been given to the study of wholesalers and wholesaling. The field occupies an important place in the economy, and in this study of the development of the wholesaler in the United States, Bill Reid Moeckel provides the historical basis for understanding the present nature of the wholesaling business, with

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| 2. Record Nr.           | UNINA9910254246203321   |
| Titolo                  | Energy Management in Wireless Cellular and Ad-hoc Networks // edited by Muhammad Zeeshan Shakir, Muhammad Ali Imran, Khalid A. Qaraqe, Mohamed-Slim Alouini, Athanasios V. Vasilakos  |
| Pubbl/distr/stampa      | Cham : , : Springer International Publishing : , : Imprint : Springer, , 2016   |
| ISBN                    | 3-319-27568-2   |
| Edizione                | [1st ed. 2016.]   |
| Descrizione fisica      | 1 online resource (445 p.)  |
| Collana                 | Studies in Systems, Decision and Control, , 2198-4182 ; ; 50  |
| Disciplina              | 620   |
| Soggetti                | Electrical engineering<br>Energy consumption<br>Energy policy<br>Communications Engineering, Networks<br>Energy Efficiency<br>Energy Policy, Economics and Management   |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Note generali           | Description based upon print version of record.   |
| Nota di bibliografia    | Includes bibliographical references at the end of each chapters and index.  |
| Nota di contenuto       | Energy Management in Heterogeneous Networks -- Energy Management and Energy Efficiency in Cellular Systems -- Energy Management in Ad Hoc Networks -- Energy Management in Cognitive Radio Networks -- Energy Management in Emerging Wireless Networks -- Energy Management Practices in Wireless Networks.   |
| Sommario/riassunto      | This book investigates energy management approaches for energy efficient or energy-centric system design and architecture and presents end-to-end energy management in the recent heterogeneous-type wireless network medium. It also considers energy management in wireless sensor and mesh networks by exploiting energy efficient transmission techniques and protocols. and explores energy management in emerging applications, services and engineering to be facilitated with 5G networks such as WBANs, VANETS and Cognitive networks. A special focus of the book is on the examination of the energy management practices in emerging wireless cellular and ad hoc |

networks. Considering the broad scope of energy management in wireless cellular and ad hoc networks, this book is organized into six sections covering range of Energy efficient systems and architectures; Energy efficient transmission and techniques; Energy efficient applications and services. .

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