

1. Record Nr.	UNINA9910778692803321
Autore	Litt Stefan <1969->
Titolo	Pinkas, kahal, and the mediene [[electronic resource]] : the records of Dutch Ashkenazi communities in the eighteenth century as historical sources / / by Stefan Litt
Pubbl/distr/stampa	Leiden ; ; Boston, : Brill, 2008
ISBN	1-282-39917-9 9786612399176 90-474-4253-9
Descrizione fisica	1 online resource (244 p.)
Collana	Studies in Jewish history and culture, , 1568-5004 ; ; v. 19
Disciplina	949.2/004924
Soggetti	Ashkenazim - Netherlands - Hague - History - 18th century Ashkenazim - Netherlands - Leeuwarden - History - 18th century Ashkenazim - Netherlands - Middelburg - History - 18th century Ashkenazim - Netherlands - Oisterwijk - History - 18th century Ashkenazim - Netherlands - Politics and government - 18th century Hague (Netherlands) Ethnic relations History Sources Leeuwarden (Netherlands) Ethnic relations History Sources Middelburg (Netherlands) Ethnic relations History Sources Oisterwijk (Netherlands) Ethnic relations History Sources
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 (p. [193]-196) and index.
Nota di contenuto	Governing a Jewish community -- Keeping a pinkas -- Officials of the Jewish community -- Members, origins, and patterns of migration -- Revenue and finance -- Hevras and charities -- Intercommunal frameworks -- Conclusions.
Sommario/riassunto	Scholars of the rich history of the Jews in the Dutch Republic have tended to concentrate on the remarkable story of Amsterdam. In fact, numerous communities existed in other parts of the country, of which records survive from some, occasionally extending back to the late eighteenth century. This study examines the records of four provincial Ashkenazi communities in eighteenth-century Netherlands: The Hague, Middelburg, Leeuwarden, and Oisterwijk. These internal sources,

compiled by the officials of the Jewish communities concerned, known as pinkassei kahal, have often been neglected by historians. The present study reveals how pinkassim can shed light on the administrative structures and history of Jewish communities, in addition to examining the phenomenon in general, and showing them to be the central and most authoritative documents of Jewish communities in early modern Europe.

2. Record Nr.	UNINA9910965372003321
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 1-283-64370-7 0-203-10370-X 1-136-24594-4
Edizione	[1st ed.]
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. 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 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 WHOLESALE; 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

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
