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**Working Paper**

## Urban Labor Surplus and the Commerce Sector: Colombia

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STATISTICAL APPENDIX

to

Center Discussion Paper No. 178

R. Albert Berry

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TABLE A-1

## Establishment Size Data for All Commerce: 1954

## Panel A

Sales (thousands of 1967 pesos)	Average Number of Workers Per Establishment	Sales ( '000)	Number of Establishments	Total Persons		Paid Workers		Remun - eration ( '000)	Remun - eration/ Person	Sales/ Occupied Person	Sales/ Establish - ment ( '000)
				#	%	#	%				
<18,7	1.354	305,175	32,289	43,709	19.70	1,132	13.91	2,291.0	2.024	6,982	9.5
18,7 - 93,6	1.564	1,778,665	39,756	62,159	28.02	5,918	7.28	19,805.5	3.347	28,615	44.7
93.6-187.2	1.886	1,816,103	14,057	26,514	11.95	7,517	9.24	37,655.3	5.009	68,496	129.2
1872 - 3745	2.453	2,005,897	7,722	18,942	8.537	8,593	10.565	53,972.0	6,281	105,897	259.8
3745 - 936.3	3.661	3,251,254	5,568	20,385	9.188	13,483	16.577	128,322.6	9,517	159,492	583.9
9363 - 1872.6	5.946	2,978,401	2,261	13,445	6.060	10,818	13.301	117,595.3	10,870	221,525	1,317.3
1872.6 - 3745.3	8.345	3,264,246	1,265	10,556	4.758	9,165	11.268	131,121.8	14,307	309,231	2,580.4
3745.3 - 9363.2	14.533	4,727,014	821	11,932	5.378	10,979	13.499	179,225.0	16,324	396,163	5,757.6
≥9363.2	37.344	9,183,524	381	14,228	6.413	13,732	16.883	277,537.6	20,211	645,454	24,103.7
Total	2.131	29,310,259	104,120	221,870	100.000	81,337	100.000	947,526.0	11,649	132,106	2815.0

## Panel B

1967

Sales (thousands of 1967 pesos)	Average Number of Workers Per Establishment	Number of Establishments	Sales ( '000)	Average Sales Establishment ( '000)	Remuneration						Average Remuneration (Including Fringe Benefits)	Average Sales Per Occupied Person
					Total Persons	Paid Workers	Total	Salaries	Fringe Benefits	Average Salary		
< 100	1.079	121,004	3,496.232	28.9	130.601	13.031	77.781	72.252	5.529	5.554	5,969	26,770
100 - 299	2.227	25,419	4,430.530	174.3	56.599	20.539	143.395	130.088	13.307	6.334	6,982	78,279
300 - 499	3.029	7,308	2,810.732	384.6	22.139	11.647	100.275	84.268	16.007	7.235	8,610	126,958
500 - 999	4.275	7,910	5,603.182	708.4	33.814	23,081	231.120	206.847	24.273	8.961	10,013	165,706
1.000 - 2.999	7.750	6,215	10,393.787	1672.4	48.169	40,871	503.982	424.209	79.773	10.379	12,331	215,778
3.000 - 4.999	16.136	1,105	4,198.808	3799.8	17.830	16,723	258.815	212.551	46.264	12.710	15,477	235,490
5.000 - 9.999	21.554	876	6,003.219	6852.9	18.881	17,893	320.198	261.773	58.425	14.629	17,895	317,950
10.000 - 24.999	41.335	499	7,342.631	14714.6	20.626	20,134	442.575	351.915	90.660	17.478	21,981	355,989
25.000 - 49.999	94.216	74	2,533.429	34235.1	6.972	6,920	206.660	157.736	48.924	22.794	29,864	363,372
≥ 50.000	380.862	29	3,792.837	103786.2	11.045	11,031	243.157	189.224	53.933	17.153	22,043	343,400

Sources: The 1954 and 1967 commerce censuses.

Table A-2

Labour Force and Salary in Retail Commerce, by Number of Workers: 1967 (Unadjusted Commerce Census Figures)

No. of Workers	No. of Estab- lishments	Labour Force				Workers /Firm	Wages and Fringe Benefits				Average Remunera- tion (in- cluding Fringe Benefits	Sales '000	Sales/ Estab. '000	Sales/ Worker '000
		Total	Percent	Paid	Percent		Total '000	Wages '000	Fringe Benefits '000	Average Wage				
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Total	162.061	308.928	100	133.843	100	1.906	1,512.8				11,303	31,792.3	196.2	102.9
< 5 Persons	152.537	194.018	62.804	36.543	27.303	1.272	263.2				7,202	15,507.2	101.7	79.9
5-9 Persons	6.501	41.121	13.311	29.109	21.749	6.325	290.2				9,969	5,796.9	891.7	141.0
10-19 Persons	2.009	26.023	8.424	22.770	17.012	12.953	275.4				12,095	3,977.2	1,979.7	152.8
20-49 "	773	21.333	6.905	19.758	14.762	27.598	308.13				15,595	3,108.9	4,021.8	145.7
50-74 "	107	6.078	1.967	5.509	4.116	56.804	82.36				14,950	742.9	6,943.4	122.2
75-99 "	62	5.238	1.696	5.159	3.855	84.484	74.89				14,516	550.4	8,877.1	105.1
100 and up	72	15.117	4.893	14.995	11.203	209.958	218.60				14,578	2,108.7	29,287.2	139.5

Table A-3

Labour Force and Salary in Wholesale Commerce, by Number of Workers: 1967 (Unadjusted Commerce Census Figures)

No. of Workers	No. of Establishments	Labour Force				Workers/ Firm	Wages and Fringe Benefits				Average Remuneration (including Fringe Benefits	Sales '000	Sales/ Estab. '000	Sales/ Worker '000
		Total	Percent	Paid	Percent		Total '000	Wages '000	Fringe Benefits '000	Average Wage				
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
Total	8.378	57.770	100	48.030	100	6.895	1,014.7				21,126	17,108.7	2,042.1	296.2
< 5 Persons	5.732	11.611	20.099	4.879	10.158	2.026	51.8				10,617	3,555.9	620.4	306.3
5-9 Persons	1.404	9.534	16.503	7.889	16.425	6.791	110.8				14,045	3,579.2	2,549.3	375.4
10-19 "	727	9.577	16.578	8.780	18.280	13.173	153.5				17,483	3,161.8	4,349.1	330.1
20-49 "	385	11.384	19.706	10.944	22.786	29.569	225.3				20,587	3,218.6	8,360.1	282.7
50-74 "	61	3.530	6.110	3.488	7.262	57.869	73.5				21,072	549.7	9,010.8	155.7
75-99 "	29	2.342	4.054	2.274	4.735	80.759	51.4				22,603	599.6	20,676.6	256.0
100 and up	40	9.792	16.950	9.776	20.354	244.800	338.4				34,615	2,444.0	61,100.6	249.6

TABLE A-4

Sales per Establishment and Per Person, by level of Sales,  
Wholesale and Retail, 1954 and 1967

<u>Retail</u>							
Level of Sales (thousands of 1967 pesos)	1954			Level of Sales (thousands of 1967 pesos)	1967		
	Sales per Establishment	Sales per Occupied Person	<u>Wages</u> Paid Worker		Sales per Establishment	Sales per Occupied Person	<u>Wages</u> Paid Worker
<18.7	945	698	202	>100	'000 28.630	'000 26.8970	5,984.8
18.7- 93.6	4,474	2,861	335	100- 299	172.616	78.9712	6,559.0
93.6- 187.2	13,144	6,854	22	300- 499	384.277	126.4157	8,463.1
187.2- 374.5	25,879	10,610	15	500- 999	710.035	165.5084	9,730.0
374.5- 936.3	57,279	15,307	23	1,000- 2,999	1,641.032	205.4091	12,213.2
936.3-1872.6	128,685	19,427	56	3,000- 4,999	3,803.184	197.8161	13,814.4
1872.6-3745.3	253,221	22,530	79	5,000- 9,999	6,707.283	232.2948	16,212.3
3745.3-9363.2	538,291	22,399	133	10,000-24,999	13,990.476	230.7630	17,295.8
≥9363.2	7,630,561	101,787	225	25,000-49,999	35,267.647	220.8287	23,920.0
				>50,000	89,759.818	164.3405	11,137.5
<u>Wholesale</u>							
<187.2	11,845	6,825	2,354	<100	42.369	23,0171	5,645.7
187.2-374.5	26,590	10,469	3,683	100- 299	202.180	69.0462	10,260.6
374.5- 936.3	62,000	18,243	4,272	300- 499	388.185	133.0248	10,051.2
936.3-1872.6	135,335	26,310	2,705	500- 999	698.190	166.9423	11,738.7
1872.6-3745.3	260,799	38,979	2,794	1,000- 2,999	1,768.403	251.9463	12,746.9
3745.3-9363.2	586,892	50,108	2,587	3,000- 4,999	3,795.171	320.2413	19,288.3
≥9363.2	1,453,880	47,746	2,851	5,000 9,999	6,965.139	437.5310	20,289.1
				10,000-24,999	15,141.379	505.2490	27,642.6
				25,000-49,999	33,927.702	454.2821	33,669.6
				> 50,000	155,859.944	556.9742	35,053.9

Table A-5

Labor Force and Salary in Commerce, by Number of Workers: 1967 (values in 1967 pesos)

No. of Workers	No. of Es- tablish- ments	Labor Force				Workers/ Firm	Wages and Fringe Benefits				Average Remunera- tion (in- cluding Fringe Benefits)	Sales '000	Sales/Estab . '000	Sales/Worker '000
		Total	Percent	Paid	Percent		Total '000	Wages '000	Fringe Benefits '000	Average Wage				
Total	170.439	366.698	100	181.873	100	2.151	2,527.514	2,090.787	436.727	11,495.9	13,897	48,901.0	286.9	13.34
< 5 Persons	158.269	205.629	56.075	41.422	22.775	1.299	315.049	289.262	25.787	6,983.3	7,606	19,063.1	120.4	92.7
5-9 Persons	7.905	50.655	13.814	36.998	20.343	6.408	401.020	339.605	61.514	9,176.3	10,839	9,376.1	1186.1	185.1
10-19 "	2.736	35.600	9.708	31.550	17.347	13.012	428.879	363.995	64.884	11,537.1	13,594	7,139.0	2609.3	200.5
20-49 "	1.158	32.717	8.922	30.702	16.881	28.253	533.447	437.195	96.252	14,240.0	17,375	6,327.5	5464.2	193.4
50-74 "	168	9.608	2.620	8.997	4.947	57.190	155.864	119.307	36.557	13,260.8	17,324	1,292.6	7694.0	134.5
75-99 "	91	7.580	2.067	7.433	4.087	83.297	126.263	103.499	22.764	13,924.3	16,987	1,150.0	12637.3	151.7
100 & up	112	24.909	6.793	24.771	13.620	222.402	556.992	483.023	128.969	17,682.9	22,889	4,552.7	40649.1	182.8

TABLE A-6

Commerce Labor Force Estimates by Size of Establishment<sup>1</sup>

	Independent Workers	Workers in Establishments of		TOTAL
		< 5 Persons	≥ 5 Persons	
	(1)	(2)	(3)	(4)
1938				
1951	101	42 <sup>d</sup>	40 <sup>d</sup>	183
1954	126 <sup>b</sup>	55	59 <sup>c</sup>	240
1964	194	68-88	100-120	382
1967	200 <sup>a</sup>	93	162	455
1970	235	(105) <sup>d</sup>	(200) <sup>d</sup>	540

<sup>a</sup>A little higher than the number estimated in Table 1.

<sup>b</sup>See Table 1.

<sup>c</sup>Based on the relationship in 1967 between the cutoff firm size in terms of number of workers corresponding to the category of firms "last sales category needed to imply the inclusion of the workers operating in establishments of 5 or more workers."

<sup>d</sup>Guess; based largely on extrapolation.

<sup>1</sup>Population census definitions of labor force employed.



Table A-6a

Factor Proportions in Cali Food Retailing

	Sales- Purchases (Gross Profit)	Rent	Salaries and Fringes	Utilities, Transport + Deliveries + Maintenance + Miscellaneous	Gross Value Added	Net Value Added	Deprec.	Gross Profits (inc. Deprec. and Bad Debt Losses)	Bad Debt Loss	Profits Net of Deprec. and Bad Debt Losses
	(1)	(2)	(3)	(4)	(5) = (1)-(4)	6 = (5)-(7)	(7)	(8) = (2) - (3)	(9)	(10)
I. Self Service	42,735	4,120	21,300	6,330	36,405	34,952	1,453	10,985	300	9,232
II. Personal Service										
a) Tiendas	895	-	160	165	730	693	37	570	70	463
b) Small Graneros	3,741	985	655	585	3,156	3,094	62	1,516	110	1,344
c) Large Graneros	8,821	2,055	1,670	660	8,161	8,053	108	4,436	655	3,673
d) Wholesalers/Retailers	15,518	2,815	3,575	1,270	14,248	13,958	290	7,858	800	6,768
e) Banco de Carne										
III. Public Market										
a) Fruit and Vegetable Stalls	581	55	-	85	496	494	2	441	15	424
b) Grain and Processed Food Stalls	1,466	155	12	45	1,421	1,413	8	1,254	110	1,136
c) Beef Stalls	6,572	180	873	255	6,317	6,305	12	5,264	415	4,837
d) Ambulantes	439	16	-	31	408	408	-	392	-	392

Table A-6a(continued)

	Capital	Labor	<u>Capital Labor</u>	Paid Labor Share	<u>Gross Value Added Capital</u>	<u>Net Value Added Capital</u>	<u>Monthly Gross V. A. Worker</u>	<u>Monthly Net V. A. Worker</u>
	(11)	(12)	(13)	(14)= (3) (6)	(15)= (5)/(11) x 12	(16) (6)/(11) x 12	(17) (5)/(12)	(18) (6)/(12)
I. Self Service	219,706	16	13,732	60.94	1.988	1.909	2275	2184
II. Personal Service								
a) Tiendas	6,260	1.89	3,312	23.09	1.309	1.328	386	367
b) Small Graneros	14,636	2.70	5,421	21.17	2.588	2.537	1169	1146
c) Large Graneros	35,627	3.00	11,876	20.74	2.749	2.712	2720	2684
d) Wholesalers/Retailers	83,636	4.49	18,627	25.61	2.044	2.003	3173	3109
e) Banco de Carne	n.a.	2.30						
III. Public Market								
a) Fruit and Vegetable Stalls	558	1	558	-	10.667	10.624	496	494
b) Grain and Processed Food Stalls	3,453	±1.037	3,330	.85	4.938	4.911	1370	1363
c) Beef Stalls	2,557	±2.639	969	13.85	29.646	29.589	2394	2389
d) Ambulantes	89	1	89	-	55.011	55.011	408	408

Table A-6a (continued)

	Annual Rate of Return to Capital if Unpaid Workers have Imputed Wage Equal to:				
	.50 Actual	.75 Actual	1.0 Actual	1.5 Actual	2.0 Actual
	Wage	Wage	Wage	Wage	Wage
	(19)	(20)	(21)	(22)	(23)
I. Self Service		44.61	42.66	38.78	34.91
II. Personal Service					
a) Tiendas	≈ 0	neg.	neg.	neg.	neg.
b) Small Graneros	35.17	≈ 0	neg.	neg.	neg.
c) Large Graneros		65.44	46.04	7.21	neg.
d) Wholesalers/Retailers		58.64	52.86	20.16	8.61
e) Banco de Carne					
III. Public Market					
a) Fruit and Vegetable Stalls					
b) Grain and Processed Food Stalls					
c) Beef Stalls					
d) Ambulantes					

Source: Riley et al., op.cit., various pages.

Table A-7

## Structure of Commerce By Type of Goods Sold

1954				1967			
Sales		Wholesale Retail	Share of Retail Sales	Sales		Wholesale Retail	Share of Retail Sales
Wholesale	Retail			Wholesale	Retail		
2,537,531	1,443,391	1.7580	43.43	6,229,425	11,912,451	.5229	37.47
272,799	423,101	.6448	12.73	1,013,053	4,206,627	.2408	13.23
414,123	481,131	.8607	14.48	414,265	3,981,347	.1041	12.52
374,185	202,245	1.8502	6.08	1,464,515	1,864,442	.7855	5.86
227,933	--			1,041,087	502,338	2.0725	1.58
30,323	--			1,412,814	282,470	5.0016	0.89
260,390	91,977	2.8310	2.77	580,246	1,220,089	.4756	3.84
78,935	229,304	.3442	6.90	538,229	2,637,006	.2041	8.29
--	--			741,100	68,653	10.7949	0.22
--	--			272,482	11,095	24.5590	0.03
55,738	109,362	.5097	3.29	2,013,181	1,464,091	1.3750	4.61
--	--			1,166,855	8,169	142.8394	0.03
--	--			205,875	28,838	7.1390	0.09
125,011	183,551	.6811	5.52	864,627	2,043,568	.4231	6.43
125,063	159,790	.7827	4.81	855,320	1,561,012	.5479	4.91
4,502,031	3,323,852	1.3545	100.01	18,813,191	31,792,196	.5918	100.00

Sources and Methodology:

The data come from the two commerce censuses in question. It is somewhat reassuring to note that at this level there are not such dramatic changes in the composition of retail sales as to throw doubts on the validity of the whole comparison. The strangest aspects clearly lie on the wholesale level, suggesting either something wrong there in one of the years, or a problem of classification between wholesale and retail in one of the years.

Table A-7.5

## Monthly Income Statements - Personal Service Retailers

	Tiendas		Small Graneros		Large Graneros		Wholesaler/Retailer	
	\$	%	\$	%	\$	%		
Sales	6,936	100.0	33,105	100.0	102,565	100.0	231,605	100.0
Purchases	<u>6,041</u>	<u>87.1</u>	<u>29,364</u>	<u>88.7</u>	<u>93,744</u>	<u>91.4</u>	<u>216,087</u>	<u>93.3</u>
Gross Profit	895	12.9	3,741	11.3	8,821	8.6	15,518	6.7
Rent	-		985		2,055		2,815	
Utilities	100		300		530		800	
Salaries and Fringe Benefits	160		655		1,670		3,575	
Transport	60		240		110		135	
Deliveries	5		45		20		335	
Bad Debt Losses	70		110		655		800	
Depreciation	37		62		108		290	
TOTAL EXPENSES	432	6.2	2,397	7.2	5,148	5.0	8,750	3.8
Net Profit before taxes <sup>a</sup>	463	6.7	1,344	4.1	3,673	3.6	6,768	2.9
Imputed Return to investment <sup>b</sup>	157		366		891		2,091	
Return to labor and management	306		978		2,782		4,677	
CAPITAL INVESTMENT								
Liquid Assets <sup>c</sup>	1,810		7,136		22,627		49,096	
Fixed Assets	<u>4,450</u>		<u>7,500</u>		<u>13,000</u>		<u>34,540</u>	
TOTAL	6,260		14,636		35,627		83,636	

a. This should be considered as the return to capital and labor/management.

b. Calculated as 2.5% of total capital investment.

c. Includes inventory, cash, accounts receivable, less supplier credit.

Source: Riley, et al., p. 65.

TABLE A-8

## Monthly Income Statements - Public Market Retailers

	Fruit and Vegetable Stalls		Grain and Processed Stalls		Beef Stalls		Ambulantes	
	\$	%	\$	%	\$	%	\$	%
Sales	4,765	100.0	16,850	100.0	45,325	100.0	3,850	100.0
Purchases	<u>4,184</u>	<u>87.8</u>	<u>15,384</u>	<u>91.3</u>	<u>38,753</u>	<u>85.5</u>	<u>3,411</u>	<u>88.6</u>
Gross Profit	581	12.2	1,466	8.7	6,572	14.5	439	11.4
<u>EXPENSES</u>								
Rent	55		155		180		16	
Salaries and Fringe Benefits			12		873		-	
Transport	85		45		80		31	
Bad Debt Loss	15		110		415		-	
Depreciation	2		8		12		-	
Miscellaneous	-		-		175		-	
TOTAL EXPENSE	157	3.3	330	2.0	1,735	3.8	47	1.2
Net Profit (B/tax) <sup>a</sup>	424	8.9	1,136	6.7	4,837	10.7	392	10.2
Imputed Return on Investment <sup>b</sup>	14		86		64		2	
Return to Labor/Management <sup>d</sup>	410		1,050		4,773		390	
<u>CAPITAL INVESTMENT</u>								
Liquid Assets <sup>c</sup>	258		2,453		1,057		89	
Fixed Assets	<u>300</u>		<u>1,000</u>		<u>1,500</u>		<u>-</u>	
TOTAL	558		3,453		2,557		89	

<sup>a</sup>This should be considered as a return to capital and labor/management.

<sup>b</sup>Calculated as 2.5% of total capital investment.

<sup>c</sup>Includes: Inventory, Cash, Accounts receivable, less supplier credit.

TABLE A-9

## Capital Structure in Food Retailing - Cali

	<u>Total</u>	<u>Fixed</u>	<u>Liquid</u> <u>Total</u>	<u>Inventory</u>	<u>Other<sup>a</sup></u>	<u>Inventory</u> <u>Total</u>
Self Service	219,706	175,000	44,706	93,446	-48,740	.425
Personal Service						
-beverage sales- Tiendas	6,260	4,450	1,810	950	860	.152
Small Graneros	14,636	7,500	7,500	5,912	1,024	.404
Large Graneros	35,627	13,000	22,627	18,648	3,979	.523
Wholesaler/Retailer	83,636	34,540	49,096	56,489	- 7,393	.675
Bancos de Carne	-	-	-	-	-	-
Public Market						
Fruit and Vegetable Stalls	558	300	258			
Grain and Processed Foods	3,453	1,000	2,453			
Beef Stalls	2,557	1,500	1,057			
Ambulantes	89	-	89			

<sup>a</sup>Cash, accounts receivable, less supplier credit.

<sup>b</sup>No figure presented in Reley et al., op. cit. The figure 4.12 for the sales/inventory ratio is suggested in the background report, PIMUR. Informe Tecnico No. 6, El Sistema .... op. cit., p. 139; it is used in estimating the inventory needed to sustain a certain increase in sales via supermarkets.

TABLE A-10

Evolution of Size Structure of Wholesale Establishments,  
1954 - 1967

Sales (thousands of 1967 pesos)	1954 (unadjusted)								1967 (unadjusted)							
	Establishments		Labor Force		Paid Workers		Sales		Establishments		Labor Force		Paid Workers		Sales	
	No.	%	No.	%	No.	%	Millions of 1967 Pesos	%	No.	%	No.	%	No.	%	Millions of 1967 Pesos	%
< 100	121	1.59	182	0.46	48	.16	11.94	.09	2,317	27.66	4,265	7.38	1,496	3.11	98.2	.52
100 to < 300	3,102	40.87	5,984	15.23	2,465	8.01	454.70	3.42	1,448	17.28	4,240	7.34	2,345	4.88	292.8	1.56
300 to < 500	661	8.71	1,931	4.92	1,310	4.25	284.45	2.14	623	7.44	1,818	3.15	1,074	2.24	241.8	1.29
500 to < 1,000	1,013	13.35	3,674	9.35	2,431	7.90	730.91	5.50	1,114	13.30	4,659	8.06	3,257	6.78	777.8	4.13
1,000 to < 3,000	1,552	20.45	8,841	22.51	7,167	23.28	2,825.63	21.28	1,529	18.25	10,732	18.57	9,024	18.79	2,703.9	14.37
3,000 to < 5,000	867	11.42	9,777	24.89	8,838	28.71	4,752.43	35.78	958	11.43	13,367	23.13	12,464	25.95	5,204.9	27.67
5,000 to < 10,000																
≥ 10,000	274	3.61	8,893	22.64	8,529	27.70	4,220.69	31.78	389	4.64	18,704	32.37	18,367	38.24	9,494.8	50.46
TOTAL	7,590		39,282		30,788		13,280.75		8,378		57,785		48,027		18,813.1	

Source: The 1967 figures are taken directly from the commerce census of that year. The 1954 figures are also unadjusted for under-numeration or other reporting errors, though to make them comparable to those of 1967 it was necessary to change the limits defining the sales categories; some errors undoubtedly cropped up in this process.



TABLE A-11

Evolution of Size Structure of Retail Establishments  
1954 - 1967

Sales (thousands of 1967 pesos)	1954								1967							
	Establishments		Labor Force		Paid Workers		Sales		Establishments		Labor Force		Paid Workers		Sales	
	No.	%	No.	%	No.	%	Millions of 1967 Pesos	%	No.	%	No.	%	No.	%	Millions of 1967 Pesos	%
< 100	88,184	78.52	124,529	62.04	8,134	15.64	2,516.65	15.27	190,217- 194,849	79.38- 81.31	203,537- 208,537	51.24- 52.50	16,692- 17,026	11.72- 11.95	4,431.3- 5,048.4	13.09- 14.91
100 to < 300	16,687	14.86	34,114	17.00	11,590	22.29	2,796.0	16.96	26,217- 28,459	10.94- 11.88	57,360- 62,360	14.44- 15.70	20,009- 21,821	14.04- 15.32	4,529.1- 4,920.1	13.38- 14.53
300 to < 500	2,541	2.26	8,311	4.14	3,949	7.59	1,025.35	6.22	7,048	2.94	21,421	5.39	11,152	7.83	2,708.5	8.00
500 to < 1,000	3,175	2.83	12,440	6.20	9,116	17.53	2,027.74	12.30	6,796	2.84	29,155	7.34	19,824	13.91	4,825.4	14.25
1,000 to < 3,000	1,324	1.18	10,487	5.22	8,890	17.09	2,075.27	12.59	4,686	1.96	37,437	9.42	31,847	22.35	7,689.9	22.71
3,000 to < 10,000	344	.31	6,605	3.29	6,156	11.84	1,608.08	9.76	1,023	.43	23,344	5.88	22,152	15.55	4,997.1	14.76
≥ 10,000	52	.05	4,235	2.11	4,169	8.02	4,434.83	26.90	213	.09	19,939	5.02	19,718	13.84	4,175.0	12.33
TOTAL	112,307		200,721		52,004		16,483.92		239,637		397,215		142,470		33,860.4	

## Sources and Methodology:

Basic sources<sup>as</sup> for Table A-10. Adjustments were made to the censal information, however, because of obvious underenumeration. For the guidelines used in this adjustment process, see Sources and Methodology to Table 5. Essentially the figures of this table constitute a residual between those of Table 5 and those of Table A-10.

Table A-12

Structure of Reported Capital Stock  
in Commerce, 1954

(Values in thousands of pesos)

		<u>Wholesale</u>	<u>Retail</u>
Inventory	beginning of year	47,884	648,957
	end of year	55,318	702,839
	average	51,601	675,895
Machinery		4,710	12,173
Buildings		3,438	7,072
Total		59,749	69,5,140
<u>Inventory (average of year)</u>			
Total		86.36	97.23

Source: DANE, Censo de Comercio y Servicios, op. cit.

TABLE A-13

Some Key Ratios in Commerce, 1954, and 1967

	<u>1954</u>	<u>Wholesale</u>	<u>Retail</u>	<u>Total</u>
sales/inventory		87.25	4.918	10.771
gross income/sales ratio				24.25 <sup>c</sup>
gross income/inventory				2.70 <sup>c</sup>
gross income-wages/total capital				
lower limit <sup>a</sup>				43 %
upper limit <sup>b</sup>				142 %
if sales/inventory				
ratio in wholesale = 10, sales are		516,009	3323.8	3829.9
if 30, sales are		(1548,027)	3328.8	4871.8
implicit VA if VA/sales = .25				
(for all commerce)				957.5
				or
				1218.0

a) inventory/K = 40%  
labour share = 60%

b) inventory/K = 75%  
labour share = 30%

Sources and Methodology. As indicated in footnotes

TABLE A-13 (continued)

	<u>1967</u>		
	<u>Wholesale</u>	<u>Retail</u>	<u>Total</u>
sales/inventory	7.724	5.794	6.3875
Implicit Gross Commerce Margin, i.e.,			
sales/purchase - change in inventory	1.233	1.2827	
gross income/inventory	145.99 <sup>c</sup>	128.17 <sup>c</sup>	133.64 <sup>c</sup>
gross income/capital			
<u>income-wages</u>			
total capital			
lower limit	70.08	61.52	64.15
upper limit	103.81	91.14	95.03

c) Assuming national accounts estimate of income in commerce.

Table A-14  
 Commerce Margins<sup>\*</sup> by Level of Sales,  
 1967

Level of Sales (Thousands of pesos)	Retail		Wholesale	
	Margin	Number of Establishments	Margin	Number of Establishments
< 100	.3809	118,678	.1701	2,317
100 to < 200	.3065	23,971	.3371	1,448
300 to < 500	.2750	6,685	.1416	623
500 to < 1,000	.2697	6,796	.2014	1,114
1,000 to < 3,000	.2294	4,686	.2230	1,529
3,000 to < 5,000	.2793	642	.2482	463
5,000 to < 10,000	.2702	381	.2185	495
10,000 to < 25,000	.2567	185	.2304	314
25,000 to < 50,000	.3664	17	.2859	57
50,000 and up	.2616	11	.2631	18

\* Defined here as  $\frac{\text{Sales} + \text{Inventory Increase} - \text{Purchases}}{\text{Purchases}}$ .

A better definition (assuming that inventories are carried on the books at purchase price is)  $\frac{\text{Sales} - \text{Purchases} + \text{Increase in Inventories}}{\text{Purchases}}$ .

Source: DANE, Muestra de Comercio Interior 1967.

Table A-15

Occupational Structure in Wholesale and Retail Trade, 1954 and 1967

	Wholesale				Retail			
	Owners and Associates	Family Helpers	Paid Workers	TOTAL	Owners and Associates	Family Helpers	Paid Workers	TOTAL
1954								
Number	7112	1364	30,806	39,282	93,181	38,876	50,531	182,588
Percent	18.10	3.47	78.42	100.0	51.3	21.29	27.67	100.0
1957								
Number	7258	2500	48,027	57,785	130,744	44,341	133,843	308,928
Percent	12.5	4.3	83.1	100.0	42.3	14.3	43.3	100.0

Sources and Methodology -

The figures presented here come directly from the commerce censuses and therefore involve whatever biases the censuses had. The conclusion, suggested by these figures, that the share of all employees who were paid workers rose quite rapidly in retail trade may not be true, and certainly the increase indicated here is overestimated due to the incompleteness of the 1967 census; see in this connection, Table 1.

## Labour Force in Commerce by Department

(1964 Definitions of Departments)

Department	1951	Share of Classified Population %	1954			1964	Share of Classified Population	1967		
			Wholesale	Retail	Total			Wholesale	Retail	Total
Antioquia	21,050	4.40	4,389	18,540	22,929	44,690	6.78	9,645	41,137	50,782
Atlantico	16,785	12.44	4,027	11,322	15,349	25,551	13.22	3,242	12,851	16,093
Bolivar and Cordoba	(15,798	5.80) <sup>1</sup>	1,822	14,858	16,680	28,753	6.74	2,862	15,289	18,151
Bolivar <sup>a</sup>			1,511	9,272	10,783	20,143	7.53	2,265	11,052	13,317
Boyaca	5,092	2.05	588	7,208	7,796	10,361	3.45	1,192	12,107	13,299
Caldas (including Quindio and Risaralda)	17,175	4.95	3,553	14,618	18,171	36,830	9.00	3,430	20,282	23,712
Caldas Viejo								1,250	10,479	11,729
Cauca	4,462	3.35	446	4,099	4,545	7,376	3.94	363	2,808	3,171
Cordoba			311	5,586	5,897	8,610	5.41	597	4,237	4,834
Cundinamarca (including Bogota)	33,533	5.71	11,396	39,583	50,979	80,306	8.82	21,346	90,913	98,776
Bogota (Distrito Especial)						63,597	11.11	19,756	78,234	97,990
Choco	614	1.36	16	719	735			56	730	786
El Cesar								316	2,136	2,452
Guajira								314	3,675	3,989
Huila	2,796	2.86	323	4,482	4,805	6,071	4.92	858	4,708	5,566
Magdalena and El Cesar			1,916	6,270	8,186			677	6,892	7,569
Magdalena								316	4,756	5,072
Meta			129	1,811	1,940	3,264	5.66	538	2,941	3,479
Nariño	5,254	2.57	757	7,002	7,759	8,254	3.44	1,660	7,193	8,853
Norte de Santander			696	7,771	8,467	12,823	8.46	795	8,672	9,467
Quindio								542	4,609	5,151
Risaralda								1,638	5,194	6,832
Santander			1,830	10,580	12,410			3,631	19,902	23,533
Sucre								275	2,814	3,089
Tolima			1,113	9,328	10,441			1,710	15,145	16,855
Valle			6,201	23,080	29,281	56,309	10.63	4,695	38,158	42,853
Total			39,282	182,588	221,870					

a) Bolivar in 1964 = Bolivar and Sucre in 1967.

Sources: The 1951 and 1964 population censuses and the 1954 and 1967 commerce censuses.

TABLE A-17

Labor Force in Food and Beverage Commerce,  
By Department, 1954 and 1967

	1954			1967		
	Wholesale	Retail	Total	Wholesale	Retail	Total
Antioquia: Establishments	453	7,512	7,965	796	12,220	13,016
People	1,062	10,023	11,085	2,605	16,328	18,933
Atlantico	141	3,876	4,017	58	4,705	4,763
	742	7,002	7,744	252	6,038	6,290
Bolivar & Sucre	122	3,707	3,829	191	5,112	5,303
	509	5,661	6,170	984	6,230	7,214
Bolivar				168	4,001	4,169
				908	4,476	5,384
Boyaca	139	3,412	3,551	38	8,110	8,148
	274	4,983	5,257	717	8,174	8,891
Caldas, Risaralda & Quindio	515	5,349	5,864	421	8,670	9,091
	1,654	8,006	9,660	1,355	8,843	10,198
Caldas Viejo				272	4,873	5,145
				588	4,624	5,212
Cauca	139	1,733	1,872	30	1,082	1,112
	269	2,745	3,014	91	1,278	1,369
Cordoba	55	2,072	2,127	49	1,711	1,760
	140	3,981	4,121	336	2,662	2,998
Distrito Especial						
Cundinamarca (including Bogota)	1,015	12,391	13,406	661	21,115	21,776
	2,749	19,744	22,493	3,789	35,535	39,324
Bogota				484	16,287	16,771
				3,240	27,580	30,820
Choco	3	321	324	6	321	327
	4	586	590	39	523	562
El Cesar				30	1,005	1,035
				155	1,337	1,492
Guajira				59	434	493
				166	428	594
Huila	47	2,015	2,062	289	2,132	2,421
	184	3,018	3,202	449	2,648	3,097
Magdalena & El Cesar	69	2,853	2,922	78	3,274	3,352
	1,638	4,432	6,070	274	3,968	4,242
Magdalena				48	2,269	2,317
				119	2,631	2,750
Meta	35	894	929	73	830	903
	78	1,243	1,321	362	1,210	1,572
Nariño	82	3,077	3,159	136	2,890	3,026
	292	4,639	4,931	523	3,980	4,503
Notre de Santander	184	3,341	3,525	40	3,558	3,598
	317	5,063	5,380	140	4,350	4,490
Quindio				107	2,043	2,150
				323	2,361	2,684
Risaralda				42	1,754	1,796
				444	1,858	2,302
Santander	214	4,459	4,673	63	9,761	9,824
	719	6,879	7,598	643	11,516	12,159
Sucre				23	1,111	1,134
				76	1,754	1,830
Tolima	295	3,536	3,831	92	6,772	6,864
	689	6,139	6,828	547	7,796	8,343
Valle	549	8,823	9,372	300	16,065	16,365
	1,760	13,585	15,345	1,142	18,772	19,914
TOTAL Establishments	4,070	69,819	73,889	3,423	109,673	113,096
People	13,132	108,574	121,706	14,563	142,519	157,082



Table A-18  
Share of Commerce Sector in Total Labor Force,  
Selected Cities

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Antioquia  
Atlantico  
Bolivar and Co  
Bolivar  
Boyaca  
Caldas  
Cauca  
Cordoba  
Cundinamarca  
Choco  
Huila  
Magdalena  
Meta  
Narino  
Notre de Santa  
Santander  
Tolima  
Valle  
  
Recorded  
Total  
  
Total Adjusted  
Probable  
Underenumerat:

TABLE A-19

## Wage Earners in Commerce, By Department

Various Years

	1951	1954		1964	1967			
		Wholesale	Retail	Total	Wholesale	Retail		Total
		3,266	5,876	9,194	18,687	7,927	22,099	30,026
		3,530	3,599	7,129	8,708	2,986	6,757	9,743
a		1,401	2,792	4,193	6,951	2,265	4,487	6,752
		1,219	1,952	3,171	4,745	1,747	3,309	5,056
	1,050	357	1,166	1,523	2,375	962	1,929	2,891
		2,485	4,680	7,165	14,374	2,618	8,541	11,159
	709	261	623	884	1,701	219	847	1,066
		182	840	1,022	2,206	518	1,178	1,696
	15,459	9,283	15,348	24,631	37,021	18,856	51,753	70,609
		11	102	113		38	61	99
	702	231	907	1,138	1,808	404	1,412	1,816
		1,768	731	2,499		484	1,388	1,872
		78	301	379	1,028	415	816	1,231
		667	1,000	1,667	1,612	1,261	1,485	2,746
		403	1,163	1,566	3,040	631	2,701	3,332
		1,323	2,333	3,656		3,257	5,492	8,749
		752	2,274	3,026		1,366	4,595	5,961
		4,939	7,471	12,410	22,555	3,608	15,680	19,288
		30,806	50,531	81,337	136,533	48,027	133,843	181,870
	56,531			81,337	136,533			186,000

<sup>a</sup>See Table 1.

Table A-20

Proxies for "Inventory Productivity" in Commerce by Sales, Type of Product, and Retail/Wholesale

Amount of Sales (thousands of pesos)	Average Sales	Food and Beverages		General Merchandise		Clothing and Footwear	
		Sales Av. Inventory	S - P + $\Delta I^a$ Av. Inventory	Sales Av. Inventory	S - P + $\Delta I$ Av. Inventory	Sales Av. Inventory	S - P + $\Delta I$ Av. Inventory
				<u>Retail</u>			
< 100	27.23	10.24	2.475	2.653	0.688	3.002	0.788
100-299	168.65	14.79	3.178	2.620	0.574	2.883	0.446
300-499	372.82	24.61	4.391	3.213	0.579	3.038	0.585
500-999	685.23	24.51	5.203	3.676	0.467	2.966	0.589
1,000-2,999	1586.43	11.72	2.144	3.112	0.102	4.726	0.784
3,000-4,999	3763.92	15.97	3.342	4.019	0.568	4.688	1.036
5,000-9,999	6479.76	24.18	4.369	7.214	0.976	6.154	1.190
10,000-24,999	15008.88	29.99	1.789	7.104	1.280	7.101	1.455
25,000-49,999	30375.00	20.19	1.767	6.505	1.095		
≥ 50,000	16973.70	19.10	3.051	8.092	1.744	10.471	1.516
				<u>Wholesale</u>			
< 100		8.83	1.773	1.603	0.647	3.384	0.750
100-299		7.09	0.581	3.791	1.046	5.673	1.351
300-499		8.88	-5.504	3.928	0.486	2.813	5.261
500-999		10.80	1.313	3.291	0.487	5.972	1.341
1,000-2,999		16.16	1.980	5.232	0.932	7.180	1.660
3,000-4,999		15.92	2.369	7.077	0.912	7.714	1.481
5,000-9,999		16.94	2.769	8.020	1.464	7.228	1.427
10,000-24,999		17.54	2.680	12.066	1.186	7.207	1.211
25,000-49,999		45.85	7.446	19.662	4.149		
≥ 50,000		21.87	-0.270				

a. Sales minus purchases plus change in inventory

Source: DANE, Muestra de Comercio Interior, 1967, p. 27 and on.

Table A-20 (cont'd.)

Amount of Sales (thousands of pesos)	Automobiles, Repairs and Parts		Hardware and Electrical Materials for Construction		Furniture, Accessories and Elec- trical Items for Home and Office	
	Sales	S - P + $\Delta I^a$	Sales	S - P + $\Delta I$	Sales	S - P + $\Delta I$
	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory
	<u>Retail</u>					
< 100	1.645	0.492	3.444	0.927	4.071	1.185
100-299	2.869	0.741	3.401	0.788	3.719	0.956
300-499	2.606	0.696	2.830	0.375	4.439	1.309
500-999	2.580	0.554	3.264	0.476	4.109	0.950
1,000-2,999	3.558	0.717	3.296	0.837	5.819	1.455
3,000-4,999	3.630	0.857	4.370	0.742	5.203	1.500
5,000-9,999	3.515	0.830	4.449	1.059	5.438	1.519
10,000-24,999	4.604	1.349	2.896	0.630	3.497	1.415
25,000-49,999			3.067	1.119	3.518	2.008
≥ 50,000						
	<u>Wholesale</u>					
< 100	2.395	0.623	4.331	1.276	7.333	2.570
100-299	1.326	0.154	2.012	-0.452	18.734	9.842
300-499	6.417	2.000			4.428	1.584
500-999	2.834	1.039	3.709	0.521	2.971	0.692
1,000-2,999	4.628	1.122	3.852	0.821	6.302	2.261
3,000-4,999	4.479	1.271	4.175	0.388	2.659	0.669
5,000-9,999	3.924	1.112	3.025	0.598	5.053	1.147
10,100-24,999	3.626	0.718	4.964	0.976	5.737	3.004
25,000-49,999	6.930	1.240	5.331	1.021	4.627	2.251
≥ 50,000	20.437	1.972			13.928	4.135

Table A-20 (cont'd.)

Amount of Sales (thousands of pesos)	Combustibles		Drugs and Cosmetics		Other Merchandise		All Commerce	
	Sales	S - P + $\Delta I^a$	Sales	S - P + $\Delta I$	Sales	S - P + $\Delta I$	Sales	S - P + $\Delta I$
	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory	Av. Inventory
				<u>Retail</u>				
< 100	7.912	2.040	2.250	0.506	3.181	1.149	5.851	1.667
100-299	17.067	3.285	3.547	0.740	2.613	0.438	5.684	1.184
300-499	14.200	2.083	3.838	0.838	3.137	0.668	5.189	0.653
500-999	24.869	2.479	4.882	0.997	4.559	0.969	5.717	1.102
1,000-2,999	30.144	4.907	6.683	0.963	3.580	0.867	5.376	0.924
3,000-4,999	27.710	4.815	4.411	0.811	3.129	0.644	5.796	1.194
5,000-9,999	75.417	8.994	6.482	1.447	2.988	0.984	6.242	1.316
10,000-24,999	48.823	2.544	9.405	1.887	4.313	1.378	6.192	1.312
25,000-49,999	12.282	4.512	16.069	1.223			6.624	1.688
≥ 50,000							9.132	1.839
				<u>Wholesale</u>				
< 100			2.723	0.744	4.945	1.494	2.243	0.205
100-299	67.000	9.000	5.619	0.693	2.219	0.289	6.465	1.224
300-499			9.538	4.412	3.808	0.814	5.633	-1.576
500-999	25.726	6.577	4.689	0.975	7.766	2.450	7.211	1.147
1,000-2,999	10.308	1.521	6.065	1.360	4.873	1.010	6.655	1.169
3,000-4,999	11.040	1.225	6.874	1.918	5.747	1.377	7.501	1.380
5,000-9,999	21.816	1.169	8.000	2.554	5.877	0.870	7.633	1.444
10,000-24,999	12.095	1.861	9.678	2.377	6.245	1.226	7.935	1.440
25,000-49,999	5.253	1.066	9.263	1.728	2.994	0.696	6.245	1.254
≥ 50,000	13.090	4.067	3.833	1.586	6.764	2.060	13.704	2.746

Table A-21

"Sales - Purchases + Inventory Increase" Per Worker, By Level of Sales and By Wholesale-Retail  
(Values in Thousands of Pesos)

Amount of Sales (Thousands of pesos)	Retail		Av. Sales Per Establishment	Wholesale and Retail Together		Av. Sales/Establishment
	S - P + ΔI	$\frac{S - P + \Delta I}{\text{Worker}}$		S - P + ΔI	$\frac{S - P + \Delta I}{\text{Worker}}$	
< 100	968,258	7.664	28.630	983,429	7.530	28.893
100-299	1,003,873	19.159	172.616	1,083,885	19.138	174.300
300-499	569,517	28.026	384.277	525,686	23.745	384.610
500-999	1,050,504	36.032	710.035	1,182,245	34.963	708.367
1,000-2,999	1,460,744	39.019	1,641.032	1,957,729	40.643	1,672.371
3,000-4,999	541,192	43.846	3,803.184	897,065	50.312	3,799.826
5,000-9,999	544,810	49.524	6,707.283	1,155,709	61.211	6,852.590
10,000-24,999	523,615	46.685	13,990.476	1,420,315	68.860	14,714.691
25,000-49,999	163,676	60.286	35,267.647	605,586	86.860	34,235.527
≥ 50,000	206,273	34.333	89,759.818	796,578	72.121	130,787.483
	Wholesale					
< 100	15,171	3.557	42.369			
100-299	80,012	18.870	202.180			
300-499	-43,831	-24.109	388.185			
500-999	131,741	28.277	698.190			
1,000-2,999	496,985	46.309	1,768.403			
3,000-4,999	355,873	64.857	3,795.171			
5,000-9,999	610,899	77.525	6,965.139			
10,000-24,999	896,700	95.292	15,141.379			
25,000-49,999	441,910	103.808	33,927.702			
≥ 50,000	590,305	117.194	155,859.944			

a. Sales minus purchases plus change in inventory.

Source: DANE, Muestra de Comercio Interior, 1967.

Table A-21.5

Sales/Average Inventory by Level of Sales, Wholesale and Retail, 1954 and 1967

Level of Sales (1954 pesos)	1954	Level of Sales (thousands of 1967 pesos)	1967
<u>Retail</u>			
< 5,000	3.80215	< 100	5.85105
5,000 - 24,999	6.12276	100 - 200	5.68451
25,000 - 49,999	5.46592	300 - 499	5.62748
50,000 - 99,999	4.68534	500 - 999	5.71714
100,000 - 249,999	4.39427	1,000 - 2,999	5.37563
250,000 - 499,999	4.67354	3,000 - 4,999	5.79609
500,000 - 999,999	4.66078	5,000 - 9,999	6.24243
1,000,000 - 2,499,999	4.47391	10,000 - 24,999	6.19233
≥ 2,500,000	6.44954	25,000 - 49,999	6.62376
		≥ 50,000	9.13193
<u>Wholesale</u>			
< 50,000	37.74538	< 100	2.24346
50,000 - 99,999	58.12980	100 - 299	6.46539
100,000 - 249,999	59.81136	300 - 499	7.34548
250,000 - 499,999	54.51609	500 - 999	7.21092
500,000 - 999,999	66.55439	1,000 - 2,999	6.65463
1,000,000 - 2,499,999	81.82615	3,000 - 4,999	7.50146
≥ 2,500,000	127.98518	5,000 - 9,999	7.63052
		10,000 - 24,999	7.93514
		25,000 - 49,999	6.24518
		≥ 50,000	13.70452

Table A-22

Incomes of Unpaid Workers, 1967, by Department  
(all Commerce)

Department	(Values Expressed in Thousands of pesos)					
	Sales-Pur- ase + Change in Inventory	Estimated Value Added (1)x .8	Wage Payments	Proprietary Income <sup>a</sup>	Proprie- tory In- come per Unpaid Worker	Proprie- tory In- come per Proprietor
	(1)	(2)	(3)	(4)	(5)	(6)
Antioquia	1,446,113	1,156,890	423,597	733,293	35.329	46.229
Atlantico	529,910	423,928	148,828	275,100	43.323	71.306
Bolivar	332,080	265,664	53,550	212,114	36.049	44.997
Bolivar + Sucre	389,181	311,345	59,083	252,262	30,536	39.959
Boyaca	237,077	189,662	43,394	146,268	14.053	17.689
Caldas	507,680	406,144	53,310	352,834	52.497	67.800
Caldas + Quindio + Risaralda	1,014,007	811,206	115,207	695,999	55.445	72.963
Cauca	44,543	35,634	8,388	27,246	12.943	17.310
Cordoba	125,516	100,413	15,941	84,472	26.919	45.685
Distrito Especial	3,055,440	2,444,352	1,095,009	1,349,343	41.949	57.190
Cundinamarca	143,815	115,052	43,010	72,042	7.596	9.836
Choco	13,196	10,557	784	9,773	14.226	25.384
El Cesar	107,675	86,140	8,709	77,431	42.638	65.955
Guajira	204,016	163,213	14,050	149,163	63.663	106.774
Huila	132,155	105,724	14,775	90,949	24.253	33.747
Magdalena	104,753	83,802	13,030	70,772	18.235	26.057
Magdalena + El Cesar	212,428	169,942	21,739	148,203	26.014	38.098
Nariño	173,565	138,852	27,884	110,968	18.171	31.250
Norte de Santander	221,749	177,399	32,323	145,076	23.647	30.408
Quindio	197,380	157,904	17,719	140,185	44.659	56.732
Risaralda	308,947	247,158	44,178	202,980	75.373	108.895
Santander	867,515	694,012	138,352	555,660	37.585	51.180
Sucre	57,101	45,681	5,533	40,148	16.890	25.108
Tolima	378,841	303,073	64,338	238,735	21.914	25.479
Valle del Cauca	1,188,069	950,455	220,263	730,192	30.986	38.286

<sup>a</sup>This presumably overestimates proprietor incomes as it includes most of interest and rent payments as well as depreciation. Hopefully, however, it is more or less proportional to actual proprietary income.

Sources and Methodology: Data from DANE, Muestra de Comercio Interior, 1967. The estimate of value added (Col. 2) as 80% of sales - purchases + inventory change is a rough guess based on information from the PIMUR study and the national accounts.



Table A-22.5

Incomes in Commerce, By Department, 1967

	Commerce Census Data			Av. Wage in Food and Bev. Retailing	Per Capita Income of Persons Missed	Total Income of Persons Missed '000	Total Inco ( '000)
	Number	Income '000	Estimated Missed Workers				
	(1)	(2)	(3)	(4)	(5)	(6)=(3)(5)	(7)=(2) +
Antioquia	50,782	1,156,890	987	8,006	8,006	7,902	1,164,792
Atlantico	16,093	423,928	12,207	11,500 <sup>e</sup>	23,000	280,761	704,689
Bolivar and Sucre	13,317	311,345	9,434	6,771	13,542	127,755	439,100
Bolivar		265,664		6,921			
Boyaca	13,299	189,662	258	5,036	5,036	1,299	190,961
Caldas (Quindio + Risaralda)	23,712	811,206	15,296	5,001	8,752	133,871	945,077
Caldas		406,144		4,938			
Cauca	3,171	35,634	4,953	2,974	5,948	29,460	65,094
Cordoba	4,834	100,413	4,903	5,233	10,466	51,315	151,728
Cundinamarca (In. Bogota)	112,259	2,559,404	4,824	9,002	7,350 <sup>d</sup>	35,461	2,594,865
Bogota	97,990	2,444,352	1,905	9,499	9,499	18,096	2,462,448
Rest of Cundinamarca	14,269	115,052	2,919	5,949	5,949	17,365	132,417
Huila	5,566	105,724	966	5,270	6,588	6,364	112,088
Magdalena and El Cesar	7,569	169,942	9,316	7,306	14,612	136,125	306,067
Magdalena		83,802		7,433			
Nariño	8,853	138,852	172	3,806	3,806	655	139,507
Norte de Santander	9,467	177,399	4,202	6,896	12,068	50,710	228,109
Santander	23,533	694,012	457	7,586	7,586	3,467	697,479
Tolima	16,855	303,073	328	5,870	5,870	1,925	304,998
Valle	42,853	950,455	18,403	8,054	14,095	259,390	1,209,845
Total of Departments	52,163		386,706				8,815,299
Choco	786	10,557		4,188			
Meta	3,479			8,727			
Other	10,285		5,846				

<sup>d</sup> Bogota and rest of Cundinamarca figures weighted by relative number of persons missed in the two zones.

<sup>e</sup> Average for "other merchandise" and "footwear and clothing." For some reason the food and beverage figure was an implausibly high 25,300.

Sources and Methodology: Column 1 is from Table 4, Column 11. Column 2 is from Table A-22, Column 2. Column 3 is calculated as the difference between estimated total commerce labor force and those captured in the commerce census (Column 1). The former figure comes from Table 4, Column 14.

In all departments except Atlantico the base for estimating income of unenumerated persons was the average wage in food and beverage retailing, as calculated on the basis of DANE, Muestra de Comercio Interior, 1967. However, for departments with a high share of the labor force missed it seemed implausible to assume that all were relatively low income persons, so the average wage in food and beverage retailing was used for departments where underenumeration was equal to or less than 10 percent of the total estimated commerce labor force, with the figure rising to twice the reported food and beverage retailing wage for departments with 40 percent missed. The per capital income of persons missed was then listed as Column 5.

Table A-22.7

Proprietary Incomes in 1954

	Estimated Total Income	Wage Bill	Proprietary Income	Proprietary Income per paid Worker	Unpaid Workers	Proprietary In- come per Unpaid Workers (1967 pesos (6)
	(1)	(2)	(3)	(4)	(5)	(6)
Antioquia	171,691	29,658.7	142,032.3	10,301.9	13,787	37,550
Atlantico	81,115	24,233.6	56,881.4	6,919.9	8,220	25,223
Bolivar	44,887	8,516.4	36,370.6	4,778.1	7,612	17,416
Boyaca	19,199	2,615.5	16,583.5	2,643.6	6,273	9,636
Caldas	232,466	17,724.9	214,741.1	19,511.3	11,006	71,119
Cauca	14,982	1,638.6	13,343.4	3,644.7	3,661	13,285
Cordoba	14,233	1,662.2	12,570.8	2,578.6	4,875	9,399
Bogota and Cundinamarca	334,100	100,152.7	233,947	8,879	26,348	32,364
Choco	2,511	190.0	2,321	3,731.5	622	13,601
Guajira						
Huila	19,253	2,292.4	16,960.6	4,625.2	3,667	16,859
Magdalena	30,906	4,732.7	26,173.3	4,602.3	5,687	16,775
Meta	5,543					
Nariño	15,363	2,731.2	12,631.8	2,073.5	6,092	7,558
Norte de Santander	32,784	4,003.0	27,781.0	4,170.6	6,901	15,202
Santander	53,660	7,647.0	46,013.0	5,256.2	8,754	19,159
Tolima	65,478	6,998.3	58,479.7	7,996.7	7,415	28,747
Valle	219,899	37,129.3	182,769.7	10,833.4	16,871	39,488
TOTAL		252,990.6			140,533	

## Sources and Methodology:

Column (1) is from Berry, "Changes in Regional Income Distribution in Colombia Over Recent Decades," mimeo, 1973. All the other information is directly from the 1954 Commerce census.

Total  
 General Mer  
 Food and Al  
 Beverages  
 Clothing ar  
 Pharmacy  
 Furniture &  
 for Home  
 Articles of  
 Glass and  
 Automotive  
 Motorcycl  
 Gas Stator  
 Other  
 Total (Excl  
 Vehicles)

Proxies for I

	Region	Food and Beverages				Mercancia	
		Sales	S - P + ΔI	Persons Per	Sales Per	Sales	S - P + ΔI
		Av Inventory (1)	Av Inventory (2)	Establishment (3)	Establishment (4)	Av Inventory (5)	Av Inventory (6)
	Antioquia	19.86	4.09	1.34	145.75	5.87	1.07
	Medellin	18.47	3.87	1.61	177.71	6.46	1.16
	Rest of Department	20.87	4.25	1.21	<u>1781-702</u> 12,220-3948	3.62	.71
	Atlantico	25.68	4.96	1.28	130.50 121.05	5.43	1.07
	Barranquilla	24.79	4.72	1.34	142.51	1.07	6.07
	Rest of Department	35.58	7.61	1.10	55.72	7.71	2.04
	Bolivar	13.08	2.76	1.12	81.97	3.99	.85
	Cartagena	15.62	2.68	1.10	74.24	4.58	.95
	Rest of Department	11.05	2.83	1.15	92.88	3.12	.70
	Boyaca	7.34	1.51	1.01	22.12	2.58	.48
	Tunja	5.03	1.67	1.23	56.94	2.67	.46
	Rest of Department	7.94	1.47	1.00	20.10	2.52	.50
	Caldas	24.35	7.72	.95	152.04	2.84	.76
	Manizales	32.27	10.72	1.08	238.52	3.13	.80
	Rest of Department	19.00	5.70	.88	107.36	2.71	.74
	Cauca	15.42	1.29	1.18	57.85	3.77	.55
	Popayan	14.87	1.31	1.18	58.25	4.20	.55
	Rest of Department	16.18	1.25	1.18	57.36	3.08	.54
	Cordoba	9.50	2.42	1.56	87.83	3.73	.99
	Monteria	14.89	3.45	1.78	194.98	4.40	1.14
	Rest of Department	5.54	1.67	1.46	42.08	2.98	.83

Total  
 Agricultura  
 Bulk  
 Minerals an  
 Industrial  
 Products  
 Sawn wood  
 Material  
 Machinery  
 Industry  
 Agricultu  
 Automotive  
 Accessor  
 Metal and  
 Food, Beve  
 Tobacco  
 Textile Go  
 Clothing a  
 Furniture  
 for the  
 Drugs and  
 Other

TABLE A-24

Productivity in Retail Commerce, by Type of Commerce and Region

General		Prendas de Vestir Y Calzado				Total			
Persons Per Establishment (7)	Sales Per Establishment (8)	<u>Sales</u> Av Inventory (9)	<u>S - P + ΔI</u> Av Inventory (10)	Persons Per Establishment (11)	Sales Per Establishment (12)	<u>Sales</u> Av Inventory (13)	<u>S - P + ΔI</u> Av Inventory (14)	Persons Per Establishment (15)	Sales Per Establishment (16)
5.54	766.10	4.67	1.11	3.79	445.19	6.73	1.46	2.31	272.23
0.37	1493.67	4.60	1.10	6.81	967.34	5.67	1.26	3.80	483.11
1.63	178.22	4.99	1.11	1.97	129.71	11.73	2.31	1.36	139.50
5.68	813.20	7.50	1.38	4.21	754.59	7.26	1.59	2.10	254.67
6.02	865.78	7.50	1.38	4.21	754.59	7.04	1.54	2.35	305.35
.67	42.13	-	-	-	-	22.27	4.76	1.11	55.27
3.58	506.07	3.76	.83	2.65	300.48	6.40	1.41	1.56	163.88
6.58	977.41	3.80	.84	2.72	317.66	6.46	1.37	1.66	174.07
1.94	247.59	3.52	.79	2.39	231.73	6.32	1.47	1.42	150.06
1.34	72.80	2.75	.58	1.84	141.95	4.34	.95	1.17	49.29
2.61	363.31	2.27	.51	1.93	170.42	3.42	.91	1.68	147.87
1.24	49.70	3.04	.62	1.80	116.71	4.67	.96	1.13	41.78
1.66	157.75	2.93	.52	2.89	297.46	5.81	1.77	1.44	188.89
2.38	288.24	2.89	.55	3.54	384.23	6.08	2.00	1.84	314.87
1.49	127.29	3.01	.45	2.28	215.95	5.53	1.53	1.26	129.42
1.85	112.44	2.82	.65	2.08	115.53	3.24	.43	1.62	125.80
3.44	488.69	3.42	.63	2.10	170.29	5.53	.76	1.82	163.63
1.56	42.44	1.99	.68	2.07	65.03	1.89	.23	1.43	89.85
2.93	359.56	2.53	.59	2.88	195.80	4.97	1.31	1.89	145.98
4.53	786.81	2.48	.55	3.24	197.44	5.63	1.40	2.53	299.93
2.30	191.01	2.73	.74	1.65	190.12	3.85	1.17	1.55	64.22

Table A-24 (

Region

Table A-24 (cont'd)

Region	Region	Food and Beverages				Mercancias e		
		Sales Av Inventory (1)	S - P + ΔI Av Inventory (2)	Persons Per Establishment (3)	Sales Per Establishment (4)	Sales Av Inventory (5)	S - P + ΔI Av Inventory (6)	P Es
Distrito Esp								
	Bogotá							
	Rest of De							
	Norte de Santander	19.72	4.58	1.22	104.59	3.74	.77	
	Cúcuta	17.95	2.52	1.29	127.87	4.44	.76	
Cundinamarca	Rest of Department	21.18	6.28	1.19	92.85	2.18	.81	
	Girardot							
	Rest of De							
	Quindío	19.00	4.62	1.16	145.30	5.12	1.01	
	Armenia	20.25	4.43	1.21	151.71	6.54	1.09	
Chocó	Rest of Department	17.87	4.80	1.10	139.24	3.24	.91	
	Quibdó							
	Rest of De							
	Risaralda	19.20	3.67	1.06	74.85	4.82	1.21	
	Pereira	16.94	3.84	1.05	54.63	5.19	1.32	
El Cesar	Rest of Department	24.54	3.27	1.13	189.44	2.83	.61	
	Valledupar							
	Rest of De							
	Santander	24.58	4.72	1.18	100.23	2.75	.66	
	Bucaramanga	25.24	4.70	1.08	117.23	3.21	.68	
Guajira	Rest of Department	24.10	4.73	1.24	90.40	2.25	.65	
	Riohacha							
	Rest of De							
	Sucre	13.54	3.12	1.58	78.19	2.94	.58	
	Sincelejo	11.07	2.30	1.68	184.65	2.38	.45	
Huila	Rest of Department	18.07	4.63	1.55	47.43	5.25	1.15	
	Neiva							
	Rest of D							
	Tolima	10.24	2.04	1.15	65.21	4.18	.57	
	Ibagué	9.74	1.65	1.36	91.46	4.22	.51	
Magdalena	Rest of Department	10.42	2.18	1.10	59.27	4.14	.62	
	Santa Mar							
	Rest of D							
	Valle de Cauca	20.38	3.95	1.17	130.65	5.08	.86	
	Cali	25.34	3.92	1.03	112.95	5.67	.96	
Meta	Rest of Department	18.25	3.97	1.27	144.12	4.63	.77	
	Villavice							
	Rest of D							
Nariño								
	Pasto							
	Rest of D							

ral		Prendas de Vestir Y Calzado				T o t a l			
Per hment	Sales Per Establishment (8)	<u>Sales</u> Av Inventory (9)	<u>S - P + ΔI</u> Av Inventory (10)	Persons Per Establishment (11)	Sales Per Establishment (12)	<u>Sales</u> Av Inventory (13)	<u>S - P + ΔI</u> Av Inventory (14)	Persons Per Establishment (15)	Sales Per Establishment (16)
	319.51	2.77	.44	1.81	221.45	5.40	1.14	1.62	160.14
	848.06	2.95	.45	1.93	269.39	4.70	.81	2.06	247.72
	83.54	2.13	.44	1.54	118.69	7.38	2.05	1.32	98.17
	211.99	3.42	.98	2.51	193.30	7.30	1.83	1.49	181.88
	383.04	4.19	1.15	3.84	338.27	7.05	1.67	1.80	237.79
	96.58	2.36	.75	1.61	95.15	7.81	2.16	1.18	126.69
	437.67	4.66	1.33	3.37	396.38	6.41	1.76	2.00	231.52
	540.27	5.26	1.50	3.46	411.64	6.26	1.81	2.10	236.60
	152.90	2.79	.77	2.94	324.97	7.61	1.40	1.44	201.87
	117.97	4.57	.72	2.44	251.37	6.92	1.38	1.51	156.25
	191.57	6.52	.92	2.84	452.63	6.77	1.30	1.71	222.12
	73.94	2.00	.45	2.11	86.13	7.11	1.48	1.39	113.70
	249.01	3.19	.82	2.21	173.74	5.04	1.16	1.85	134.56
	413.04	2.69	.67	2.19	248.84	4.14	.89	2.40	292.53
	142.66	4.52	1.25	2.23	117.09	8.46	2.14	1.62	67.50
	212.35	3.01	.56	2.11	137.22	6.18	1.38	1.61	128.72
	807.06	4.98	.78	3.62	403.99	6.13	1.47	2.54	242.86
	131.56	1.91	.44	1.73	69.90	6.21	1.33	1.39	101.06
	470.16	5.16	1.09	2.50	251.34	8.29	1.67	1.75	206.99
	1214.10	5.35	.99	3.10	370.60	7.76	1.46	1.97	244.56
	298.21	4.87	1.25	2.05	160.71	8.89	1.91	1.59	179.46

TABLE A-25

## UNEMPLOYMENT RATES BY OCCUPATION SOUGHT

	Total Unemployment Rate	Previous Job Holder	Seeking First Time
Professional	8.38	4.25	3.91
Executive	5.17	3.94	.89
Clerical	26.38	13.52	12.66
Sales Staff	13.96	7.18	6.75
Rural Workers	6.98	6.59	.27
Miners	15.5	13.52	5.36
Transport Workers	12.78	11.38	.58
Craftsmen	17.02	13.33	.41
Laborers	17.44	10.14	6.93
Service Workers	18.14	12.44	5.55
Domestic Servants	2.51	1.95	.43
Defence & Police	1.00	3.04	-
Others	59.79	3.91	22.22
Total	15.5	10.14	5.36

Source: ILO, op. cit, data presented on page 366.

Table A-26

Occupations Sought By Open Urban Unemployed, 1967  
(Percentages of those in each category)

<u>Occupation Group</u> <sup>1</sup>	<u>Previous Job Holder</u>	<u>First-Time Job Seeker</u>	<u>Total</u>	<u>Employed Labour Force</u>
Professional	3.1	5.4	4.0	7.4
Executive	0.7	0.3	0.6	1.8
Clerical	19.2	34.0	24.5	14.4
Sales staff	10.7	19.0	13.6	15.1
Rural Workers	1.3	0.1	0.9	2.0
Miners	0.4	0.3	0.3	0.3
Transport Workers	6.4	1.9	4.7	5.7
Craftsmen	40.1	23.1	33.5	30.5
Labourers	2.4	3.1	2.7	2.4
Service Workers	10.8	9.1	10.3	8.8
Domestic Servants	1.9	0.8	1.6	9.9
Defence and Police	0.3	-	0.2	1.0
Others	2.7	2.9	2.7	0.7
<b>TOTAL</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

<sup>1</sup>As described by respondent.

Source:

ILO, op.cit., pg. 366; weighted average from city data in tables 14 and 21 of CEDE Encuestas Urbanas de Empleo y Desempleo, op.cit.



TABLE A-27a

## Habitual Occupational Distribution of Males in Bogota (March 1962)

by Age and Immigrant - Native Breakdown

(Percentages)

Habitual Occupation	Less than 15		Age				≥ 50		Total	
	Immigrants	Natives	15 - 29		30 - 49		Immigrants	Natives	Immigrants	Natives
			Immigrants	Natives	Immigrants	Natives				
Professionals, Technicians, etc.	0	0	6.380	6.060	11.642	14.098	15.244	11.224	10.238	9.709
Managers, Directors, etc.	0	0	3.051	2.273	5.672	7.213	8.536	14.286	5.143	5.583
Office Workers, etc.	11.538	4.762	18.446	15.151	15.323	12.459	13.414	9.184	15.952	13.107
Salesmen, etc.	7.692	14.292	9.292	6.313	11.144	7.541	15.244	15.306	11.095	8.131
Agricultural Workers	11.538	4.762	2.912	1.010	3.781	1.311	8.536	3.061	4.286	1.456
Miners	0	0	.139	0	.199	.328	0	1.020	0.143	0.243
Transport Workers	0	4.762	7.628	5.050	9.453	9.508	6.402	11.224	9.238	7.403
Artisans, Factory Operators and similar other Manual Workers	42.308	47.619	39.388	53.787	30.746	39.671	24.390	30.612	32.762	45.388
Service Workers	3.846	9.524	4.715	4.293	3.980	3.606	3.049	1.020	4.048	3.762
Members of Armed Forces	23.077	14.286	3.467	4.798	2.985	2.623	2.744	3.061	3.476	4.005
Unidentified Occupations	0	0	4.438	.505	4.577	1.311	2.134	0	4.048	0.728
No Information	0	0	.139	0	.498	.328	0	0	0.286	0.121
	0	0	0	.758	0	0	.305	0	0.286	0.364

Source: Urrutia and Castellanos, op. cit., Cuadras 38 and 39.

TABLE A-27b

## Habitual Occupation Distribution of Females in Bogota (March 1962),

## by Age and Immigrant-Native Breakdown

Habitual Occupation	Less than 15		15 - 30		30 - 49		≥ 50		Total	
	Immigrants	Natives	Immigrants	Natives	Immigrants	Natives	Immigrants	Natives	Immigrants	Natives
Professionals, Technicians, etc.	0	5.263	4.434	6.426	8.490	9.524	4.0	10.0	7.255	7.255
Managers, Directors, etc.	0	0	0.261	0.803	.531	3.810	4.0	0	.595	1.555
Office Workers, etc.	1.0	0	17.734	38.554	11.938	19.048	3.0	10.0	13.903	30.574
Salesmen, etc.	1.0	5.263	4.434	9.638	10.347	16.191	20.0	0	6.989	10.882
Agricultural Workers	0	0	0.261	0	.265	0	.265	0	.223	0
Miners	0	0	0	0	0	0	0	0	0	0
Transport Workers	0	0	.130	0	0	0	0	0	.074	0
Artisans, Factory Operatives and Similar	0	10.526	10.823	20.883	15.918	24.762	12.0	50.0	11.599	22.023
Other Manual Workers	1.0	0	1.434	2.811	4.245	2.857	1.0	0	2.156	2.850
Service Workers	94.0	73.684	59.693	20.883	47.223	21.905	55.0	30.0	58.365	24.096
Armed Forces	0	0	0	0	0	0	0	0	0	0
Unidentified	2.0	5.263	0.130	0	.531	1.905	1.0	0	.223	0.777
Other	0	0	0	0	.531	0	0	0	.372	0

Table A-28

## Characteristics of Retail Commerce, 1967, by Department

Department	Persons	Paid Workers	Total Wages	Fringes	Sales	Value	Value Added	Value Added	Wages
	Establishment	All Workers	Paid	Total Wages	Person	Added Proxy <sup>a</sup>	Proxy <sup>a</sup> Sales	Proxy <sup>a</sup> Person	Paid Worker
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
			( <sup>'000</sup> )			( <sup>'000</sup> )			
Antioquia	2.305	53.720	260,331	15.74	118,106	1,051,109	21.63	2,551	11,780
Atlantico	2.101	25.580	93,416	12.58	121,239	340,306	21.84	26,481	13,825
Bolivar	1.559	33.200	24,314	12.26	105,134	190,101	21.95	23,076	8,890
Bolivar and Sucre	1.624	29.940	28,313	11.85	96,872	236,949	22.13	21,439	8,556
Boyaca	1.172	15,933	17,518	9.17	42,044	111,189	21.84	9,184	9,081
Caldas	1.442	33.937	40,398	16.69	130,972	418,346	30.48	39,922	9,653
Caldas and Quindio and Risaralda	1.564	42.111	78,344	14.72	125,119	725,246	28.58	35,758	9,173
Cauca	1.621	30.164	5,663	9.39	77,596	28,665	13.16	10,208	6,686
Cordoba	1.892	27.803	9,303	15.05	77,176	86,477	26.45	20,410	7,897
Distrito Especial	2.634	61.331	630,454	15.76	102,226	1,925,478	24.08	24,612	13,139
Cundinamarca	1.781	29.742	29,792	8.82	84,149	83,599	7.84	6,594	7,900
Chocó	1.633	8.356	412	13.83	49,358	8,896	24.69	12,186	6,754
El Cesar	1.515	17.556	3,586	14.17	77,106	34,825	21.14	16,304	9,563
Guajira	2.150	39.782	12,269	11.17	179,073	187,603	28.51	51,048	8,392
Huila	1.628	29.992	10,798	13.31	85,001	93,961	23.48	19,958	7,647
Magdalena	1.379	21,299	8,983	13.39	62,220	70,137	23.70	14,747	8,868
Magdalena and El Cesar	1.418	20,139	12,569	13.61	66,830	104,962	22.79	15,230	9,055
Meta	1.917	27.746	7,686	10.93	77,266	53,212	23.42	18,093	9,419
Nariño	1.725	20.645	13,147	11.36	79,021	115,294	20.28	16,029	8,853
Notre de Santander	1.624	31.146	22,828	12.40	98,628	179,828	21.03	20,737	8,452
Quindio	1.486	35.062	12,731	9.37	122,412	141,387	25.06	30,676	7,878
Risaralda	2.001	52.753	25,215	14.29	115,713	165,513	27.54	31,866	9,202
Santander	1.514	27.595	59,452	12.97	103,192	409,443	19.94	20,573	10,825
Sucre	1.851	20.398	3,999	9.33	72,685	46,848	22.90	16,648	6,967
Tolima	1.613	30,340	42,001	13.79	79,801	270,418	22.37	17,855	9,141
Valle	1.750	41,092	157,250	17.53	118,277	907,662	20.11	23,787	10,029
TOTAL	1.906	43.325	1512,888	14.96	102,911	7032,462	21.91	22,764	11,303

<sup>a</sup>Sales minus purchases plus change in inventories. This is an overestimate of value added.

Table A-29

## Characteristics of Wholesale Commerce, 1967, By Department

Department	Persons/ Estab- lishment	Paid Work- ers/All Workers	Total Wages Paid	Fringes/ Total Wages	Sales/ Person	Value Added Proxy <sup>a</sup>	Value Added Proxy <sup>a</sup> / Sales	Value Add- ed Proxy <sup>a</sup> / Person	Wages/ Paid Worker
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Antioquia	6,4732	82.188	163,266	18.21	301,455	395,004	13.59	40,954	20,596
Atlantico	9.5073	92.103	55,412	27.06	265,851	189,604	22.00	58,484	18,557
Bolivar	6.2975	80.854	29,236	37.72	339,106	141,979	21.04	71,346	18,170
Bolivar and Sucre	5.8077	77.130	30,770	36.72	326,561	152,232	20.58	67,211	17,613
Boyaca	6.8902	80.705	25,876	31.47	259,380	125,888	40.72	105,611	26,898
Caldas	2.8409	65.840	12,912	14.75	433,189	89,334	16.50	71,467	15,689
Caldas + Quindio + Risaralda	4.3090	76.327	36,863	16.19	452,389	288,761	18.61	84,187	14,081
Cauca	5.7619	60.331	2,725	15.60	354,628	15,878	12.33	43,741	12,443
Cordoba	7.0235	86.767	6,638	16.93	300,003	39,039	21.80	65,392	12,815
Distrito Especial	12.4644	90.312	464,555	20.81	283,861	1,129,962	20.15	57,196	26,037
Cundinamarca	3.8313	63.774	13,218	14.65	344,944	60,216	10.98	37,872	13,035
Choco	5.6000	67.857	372	08.60	675,982	4,300	11.36	76,786	9,789
El Cesar	5.6429	82.595	5,123	19.52	960,674	72,850	24.00	230,538	19,628
Guajira	3.8293	58.599	1,781	05.61	217,073	16,413	24.08	52,277	9,679
Huila	2.0380	47.086	3,977	17.37	275,772	38,194	16.14	44,515	9,844
Magdalena	3.8817	61.773	4,047	17.91	404,634	34,616	23.70	95,889	18,148
Magdalena + El Cesar	4.5436	71.492	9,170	18.81	664,174	107,466	23.90	158,739	18,946
Meta	5.3267	77.138	4,477	11.46	214,238	3,543	03.07	6,585	10,788
Nariño	4,7839	75.964	14,737	17.70	213,328	58,271	16.45	35,103	11,687
Norte de Santander	5.8456	79.371	9,495	13.72	415,246	41,921	12.70	52,731	15,047
Quindio	3.8714	73.063	4,988	14.88	585,349	55,993	17.65	103,308	12,596
Risaralda	7.5833	85.409	18,963	17.52	423,046	143,434	20.70	87,566	13,551
Santander	10.3447	89.700	78,900	21.30	380,793	458,072	33.13	126,156	24,221
Sucre	3.7162	50.182	1,534	17.60	235,782	10,253	15.81	37,284	11,116
Tolima	4.2432	79.883	22,337	23.12	402,026	108,423	15.77	63,405	16,351
Valle del Cauca	5.3413	76.848	63,013	16.37	440,980	280,407	13.54	59,725	17,461
Total	6.897	83.113	1014,790	20.79	325,570	3,555,800	18.90	61,535	21,130

<sup>a</sup>Purchases minus Sales plus increase in inventory

Source: DANE, Muestra de Comercio Interior 1967, p. 45,55.

TABLE A-30a

## Characteristics of Retail Commerce by Branch: Bogota, 1967

(Absolute Values in Thousands of Pesos)

Branch of Commerce	No. of Establishments	Sales per Establishment	Workers per Establishment	Wages per Paid Worker	Wages/Sales	Value Added Proxy <sup>a</sup>	Value Added Proxy <sup>a</sup> /Workers	Value Added Proxy <sup>a</sup> /Sales
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
611	16,287	133.69	1.69	9.499	.0444	412,413	14.953	.1894
612	2,021	612.96	4.54	10.360	.0592	268,404	29.279	.2167
613	2,904	324.24	3.75	9.973	.0741	198,072	18.168	.2104
614	749	955.41	6.80	14.787	.0854	198,051	38.894	.2768
615	52	464.73	9.85	11.994	.2442	4,991	9.748	.2065
616	177	188.29	2.23	8.075	.0482	7,363	18.640	.2209
617	369	1,001.61	4.84	15.065	.0569	70,713	39.593	.1913
618	4,141	204.51	1.96	21.990	.1684	333,634	41.068	.3940
619	22	705.55	2.36	4.714	.0085	1,794	34.500	.1156
620	14	792.50	8.50	19.837	.2127	5,292	44.471	.4770
621	320	1,039.51	6.02	13.801	.0681	68,213	35.380	.2051
622	10	333.70	2.00	-	0	1,675	83.750	.5019
623	17	1,475.59	1.82	11.828	.0137	1,071	34.548	.0427
624	641	1,105.67	8.73	16.504	.1152	160,888	28.745	.2270
626	1,983	279.24	3.49	12.024	.0927	192,901	27.840	.3484
TOTAL	29,707	269.21	2.63	13.139	.0788	1,925,478	24.612	.2408

<sup>a</sup> Sales minus purchases plus increase in inventories.

TABLE A-30b

## Characteristics of Wholesale Commerce by Branch: Bogota, 1967

(Absolute Values in Thousands of Pesos)

Branch of Commerce	No. of Establishments	Sales per Establishment	Workers per Establishment	Wages per Paid Worker	Wages/Sales	Value Added Proxy <sup>a</sup>	Value Added Proxy <sup>a</sup> /Workers	Value Added Proxy <sup>a</sup> /Sales
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
611	484	2,551.19	6.69	23.776	.0505	177,872	54.894	.1441
612	102	2,550.86	7.68	22.349	.0565	59,157	75.552	.2274
613	33	3,081.12	9.76	19.963	.0579	13,876	43.093	.1365
614	82	10,054.79	27.33	25.826	.0685	168,218	75.064	.2040
615	92	5,054.96	20.73	32.357	.1301	152,222	79.823	.3273
616	354	1,535.97	5.97	11.244	.0360	55,950	26.479	.1029
617	28	4,140.89	16.61	19.794	.0739	19,919	42.837	.1718
618	106	2,132.36	18.78	34.653	.2907	116,069	58.297	.5135
619	5	15,823.20	8.00	26.550	.0134	9,707	242.675	.1227
620	18	6,590.72	13.89	42.212	.0840	25,319	101.276	.2134
621	4	137,544.50	79.00	45.633	.0262	78,570	248.639	.1428
622	33	6,033.45	13.06	21.621	.0441	24,992	57.986	.1255
623	27	4,238.22	12.41	18.310	.0480	17,865	53.328	.1561
624	22	11,119.59	43.45	28.521	.1098	77,988	81.577	.3188
626	195	2,717.77	22.39	26.706	.1966	132,235	30.287	.2495
TOTAL	1,585	3,538.15	12.46	26.037	.0828	1,129,962	57.196	.2015

<sup>a</sup>Sales minus purchases plus increase in inventories.

TABLE A-31a

Characteristics of Retail Commerce by Branch: Pasto, 1967

(Absolute Values in Thousands of Pesos)

Branch of Commerce	No. of Establishments	Sales per Establishment	Workers per Establishment	Wages per Paid Worker	Wages/Sales	Value Added Proxy <sup>a</sup>	Value Added Proxy <sup>a</sup> /Workers	Value Added Proxy <sup>a</sup> /Sales
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
611	897	168.99	1.19	5.161	.0019	34,138	31.934	.2252
612	87	337.56	2.33	6.106	.0216	4,081	20.103	.1390
613	180	239.90	2.33	3.289	.0142	9,048	21.594	.2095
614	33	754.67	4.82	13.438	.0701	3,457	21.742	.1388
615	2	3,792.50	3.50	12.000	.0095	1,627	232.429	.2145
616	3	5,020.00	11.00	14.750	.0313	1,858	56.303	.1234
617	2	1,594.50	13.00	23.526	.1402	771	29.654	.2418
618	55	374.87	3.31	18.133	.0923	6,510	35.769	.3157
621	44	429.02	2.89	7.139	.0299	2,542	20.016	.1347
624	52	144.38	1.92	5.556	.0400	1,751	17.510	.2332
626	84	154.73	1.56	9.628	.0319	3,741	28.557	.2878
TOTAL	1,439	232.71	1.71	9.164	.0223	69,526	28.309	.2076

<sup>a</sup>Sales minus purchases plus increase in inventories

TABLE A-31b

## Characteristics of Wholesale Commerce by Branch: Pasto, 1967

(Absolute Values in Thousands of Pesos)

Branch of Commerce	No. of Establishments	Sales per Establishment	Workers per Establishment	Wages per Paid Worker	Wages/Sales	Value Added Proxy <sup>a</sup>	Value Added Proxy <sup>a</sup> / Workers	Value Added Proxy <sup>a</sup> / Sales
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
611	89	867.90	2.94	15.219	.0333	14,425	55.057	.1867
612	9	5,042.44	8.78	21.970	.0320	4,500	56.962	.0992
613	2	5,112.50	12.50	19.800	.0484	1,412	56.480	.1381
614	6	1,949.67	9.33	11.259	.0520	2,412	43.071	.2062
615	6	935.67	6.17	21.516	.1188	1,677	45.324	.2987
616	33	919.79	5.15	11.483	.0446	8,887	52.277	.2928
617	1	20,614.00	97.00	16.835	.0792	3,556	36.660	.1725
618	3	774.00	31.67	5.685	.2252	820	8.632	.3531
621	3	2,959.00	3.00	35.778	.0363	813	90.333	.0916
624	6	3,753.33	14.17	15.131	.0564	3,157	37.141	.1402
TOTAL	158	1,486.41	5.79	14.640	.0464	41,659	45.529	.1774

<sup>a</sup>Sales minus purchases plus increase in inventories.



TABLE A-32a

Job Category and Wage Levels by Branch of Retail Commerce: Bogota  
1967

Branch of Commerce	Distribution of Labour Force			Wages per Paid Worker in 1967	Wages/ Sales
	Owners and Associates	Family Helpers	Paid Workers		
611	.4596	.1715	.3688	9.499	.0444
612	.1472	.0811	.7718	10.360	.0592
613	.2594	.0990	.6416	9.973	.0741
614	.1781	.0098	.8121	14.787	.0854
615	.0391	0	.9609	11.994	.2442
616	.4962	0	.5038	8.075	.0482
617	.2044	.0140	.7816	15.065	.0569
618	.1436	.0580	.7984	21.990	.1684
619	.4231	.0385	.5385	4.714	.0085
620	0	0	1.0000	19.832	.2127
621	.1120	.0368	.8511	13.801	.0681
622	.5000	.5000	0	-	0
623	.0645	0	.9355	11.828	.0137
624	.1142	.0018	.8840	16.504	.1152
626	.2630	.1212	.6158	12.024	.0927
TOTAL	.2840	.1027	.6133	13.139	.0788

TABLE A-32b

Job Category and Wage Levels by Branch of Retail Commerce: Pasto  
1967

Branch of Commerce	Distribution of Labour Force			Wages per Paid Worker in 1967	Wages/ Sales
	Owners and Associates	Family Helpers	Paid Workers		
611	.7315	.2161	.0524	5.161	.0019
612	.3842	.1034	.5123	6.106	.0216
613	.3890	.1647	.4463	3.289	.0142
614	.1132	.0692	.8176	13.438	.0701
615	.1429	0	.8571	12.000	.0093
616	.0303	0	.9697	14.750	.0313
617	.2692	0	.7308	23.526	.1402
618	.3132	.1099	.5769	18.133	.0923
621	.2913	.0866	.6220	7.139	.0299
624	.4500	.0100	.5400	5.556	.0400
626	.4733	.1985	.3282	9.628	.0319
TOTAL	.5094	.1588	.3318	9.164	.0223

Table A-33

Data on Non Labour Costs in Retail Food and Beverage Outlets,  
Cali, 1969, and National, Sept. 1970

## PANEL A: CALI, 1969

<u>Type of Outlet</u>	<u>Proprietary<sup>a</sup> Income/ Sales- Purchases</u>	<u>Prop.Income and Labour In- come/Sales- Purchases</u>	<u>Gross Val- ue Added/ Sales- Purchases</u>	<u>Net Val- ue Added/ Sales- Purchases</u>
Self-service	21.60	71.44	85.19	81.79
Personal Service				
Tiendas	51.73	69.61	81.56	77.43
Small Graneros	35.93	53.43	84.36	82.71
Large Graneros	41.64	60.57	92.52	91.29
Wholesale/Retail	43.61	66.65	91.82	89.95
Public Market				
Fruit and Veg.Stalls	72.98	72.98	85.37	85.03
Grain and Processed Food Stalls	77.49	78.31	96.93	96.38
Beef Stalls	73.60	86.88	96.12	95.94
Ambulantes	89.29	89.29	92.94	92.94

<sup>a</sup>Net of depreciation and bad debt losses.

PANEL B: NATIONAL, LARGE FOOD AND BEVERAGE STORES  
SEPT., 1970

Retail:

	<u>% of Gross Value Added<sup>b</sup></u>	<u>% of Sales- Purchases</u>
Wages	51.20	34.04
Rent, interest	9.73	6.47
Proprietary income	39.07	25.97
Gross value added	100.00	66.48
Workers/establishment	38.76	46.00

<sup>b</sup>Where gross value added is defined as sales minus purchases minus other listed costs apart from wages, rent, and interest. One bias in the figures is their failure to take into account change in inventory.

Sources: Panel A is from Riley et al., op.cit., various pages. Panel B is from DANE, Muestra Comercial 1970.

TABLE A-35

Wage Data From Classified Advertisements: Means, Standard  
Deviations, and Sample Sizes

Unit: 1937 Pesos Per Month

Year	Number of Months Sampled	Domestic Servants			Clerks in Large Stores			Unskilled Factory Workers		
		$\bar{X}$	S	N	$\bar{X}$	S	N	$\bar{X}$	S	N
1945	5	11.2	3.18	12	17.1	6.18	10	-	-	-
1948	11	11.0	5.21	7	33.7	9.34	6	-	-	-
1951	11	6.7	.69	5	28.5	5.65	19	33.4	3.08	31
1954	9	10.1	2.65	12	35.8	14.5	14	33.9	3.31	73
1958	3	10.3	3.60	6	28.8	7.28	10	26.7	2.75	21
1960	3	15.4	4.37	21	38.4	10.04	17	30.4	6.04	72
1962	1	15.2	3.29	12	43.1	17.94	3	34.7	2.96	27
1963	1	14.0	3.12	23	63.2	13.00	8	38.5	2.01	12
1964	3	12.1	2.12	54	44.1	5.59	6	33.8	2.51	34
1965	1	15.9	3.93	33	57.6	8.91	55	36.8	6.10	16
1966	1	15.1	1.87	31	46.9	7.66	9	32.0	4.06	13
1967	1	15.3	2.64	20	43.5	4.74	7	27.8	2.14	13

Source: Compiled by Alan Udall from El Tiempo, Bogota

Key:  $\bar{X}$  = sample mean, S = estimated standard error, N = number of observations

TABLE A-38

## Percent Occupational Distribution in Commerce, by Department

1964

	Total	Employer	Independent Workers	Family Helpers	Non-Manual Workers	Manual Workers	No Information
Antioquia	(44,690)	9.87 (4,412)	45.99 (20,555)	2.27 (1,013)	35.10 (15,685)	6.72 (3,002)	.05 ( 23)
Atlantico	(25,551)	6.56 (1,677)	55.06 (14,069)	3.06 (781)	29.26 ( 7,477)	4.82 (1,231)	1.24 (316)
Boliva	(20,143)	7.37 (1,484)	63.78 (12,848)	4.87 (981)	20.52 ( 4,133)	3.04 ( 612)	.42 ( 85)
Boyaca	(10,361)	13.76 (1,426)	57.20 ( 5,926)	5.87 (608)	21.01 ( 2,177)	1.91 ( 198)	0.25 ( 26)
Caldas	(36,830)	9.77 (3,600)	47.66 (17,553)	2.45 (903)	33.80 (12,449)	5.23 (1,925)	1.09 (400)
Cauca	( 7,376)	8.85 ( 653)	62.73 ( 4,627)	4.96 (366)	19.77 ( 1,458)	3.29 ( 243)	.39 ( 29)
Cordoba	( 8,610)	10.13 ( 872)	59.58 ( 5,130)	4.58 (394)	23.67 ( 2,038)	1.95 ( 168)	.09 ( 8)
Cundinamarca (excluding Bogota)	(16,709)	12.14 (2,029)	54.99 ( 9,189)	5.25 (878)	23.65 ( 3,952)	3.48 ( 581)	.48 ( 80)
Bogota	(63,597)	9.90 (6,298)	35.96 (22,872)	2.22 (1,409)	46.89 (29,820)	4.20 (2,668)	.83 (530)
Huila	( 6,071)	12.29 (746)	50.95 ( 3,093)	6.61 (401)	25.14 ( 1,526)	4.65 ( 282)	.38 ( 23)
Magdalena							
Narino	( 8,254)	6.83 (564)	66.05 ( 5,452)	7.44 (614)	14.80 (1,222)	4.72 ( 390)	.15 ( 12)
Norte de Santander	(12,823)	10.00 (1,282)	62.00 ( 7,950)	3.81 (489)	20.82 (2,670)	2.89 ( 370)	.48 ( 62)
Santander							
Tolima							
Valle	(30,468)	1.80 (547)	19.40 ( 5,910)	.51 (155)	6.66 (2,028)	68.02 (20,725)	3.62 (1,103)