

Table 6. Trends in number of cases related to special methods of selling

| Selling \ Year | 1991 | 1992 | 1993 | 1994 | 1994 increase over the previous year(%) |
|-----------------------------------|----------------|----------------|----------------|----------------|---|
| Door-to-door sales | 59,650 (59.2) | 67,275 (58.6) | 77,562 (53.3) | 86,062 (55.9) | 11.0 |
| Mail-order selling | 27,077 (26.9) | 32,791 (28.6) | 49,366 (33.9) | 53,634 (34.8) | 8.6 |
| Pyramid and quasi-pyramid selling | 10,531 (10.4) | 10,633 (9.3) | 14,505 (10.0) | 9,629 (6.3) | ▲33.6 |
| Other non-store retail | 3,551 (3.5) | 4,064 (3.5) | 4,086 (2.8) | 4,690 (3.0) | 14.8 |
| Total | 100,809(100.0) | 114,763(100.0) | 145,519(100.0) | 154,015(100.0) | 5.8 |

Note: Figures in parentheses represent the ratio of the total.