

# Statistical release

P6101

# Wholesale trade industry

2005

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## Summary of findings for the year 2005

#### Income

The total income for the wholesale trade industry in 2005 was R537 516 million (Table 1). The largest contributors to the total income in the wholesale trade industry were 'food, beverages and tobacco' (R98 250 million or 18,3%), followed by 'machinery, equipment and supplies' (R93 731 million or 17,4%), 'fuels and related products' (R86 527 million or 16,1%) and 'other household goods' (R73 551 million or 13,7%).

Income by enterprise size indicates that 'Large' enterprises earned 73,9% (or R397 224 million) of the total income in the wholesale trade industry (Table 3).

### **Expenditure**

The total expenditure for the wholesale trade industry in 2005 was R517 085 million (Table 1). The largest contributors to the total expenditure in the wholesale trade industry were 'food, beverages and tobacco' (R94 471 million or 18,3%), followed by 'machinery, equipment and supplies' (R89 'fuels related products' 576 million or 17,3%), and goods' (R82 510 million 16.0%) 'other or and household (R70 260 million or 13.6%).

### Net profit before tax

The net profit before tax was R27 260 million (Table A). The largest contributors to the net profit before tax in the wholesale trade industry were 'fuels and related products' (R6 000 million or 22,0%), followed by 'machinery, equipment and supplies' (R5 682 million or 20,8%), 'other household goods' (R3 695 million or 13,6%) and 'food, beverages and tobacco' (R3 100 million or 11,4%).

## **Employment**

The total number of people employed in the wholesale trade industry in 2005 was 421 842 (Table 5). 'Machinery, equipment and supplies' employed the largest number of people (86 771 or 20,5%), followed by 'food, beverages and tobacco' (81 512 or 19,3%), 'general and other wholesale trade' (76 914 or 18,2%), and 'other household goods' (48 302 or 11,4%).

'Medium', 'Small' and 'micro' enterprises employed 61,0% of the workers in the industry (Table 6).

### **Gross salaries and wages**

Gross salaries and wages paid to employees in 2005 amounted to R37 756 million (Table 4). Most earnings were paid to people employed in 'machinery, equipment and supplies' (R12 228 million or 32,4%), followed by 'other household goods' (R5 507 million or 14,6%), 'general and other wholesale trade' (R4 992 million or 13,0%) and 'food, beverages and tobacco' (R4 111 million or 10,9%).

### Capital expenditure on new assets

Capital expenditure on new assets amounted to R7 911 million (Table 1). The major contributor to the capital expenditure on new assets was 'fuel and related products' (R2 343 million or 29,6%) followed by 'machinery, equipment and supplies' (R2 104 26,6%), million or 'food. beverages and tobacco' (R1 048 million or 13,2%) and 'general and other wholesale' (R772 million or 9,8%).

### Profit margin

The profit margin for the wholesale trade industry was 3,8% (Table A). Wholesalers trading in 'fuels and related products' and 'textiles, clothing and footwear' shared the highest profit margin at 5,9%, followed by 'metals and metal ores' at 5,5% and 'wholesale trade on a fee or commission basis' at 5.0%.

P J Lehohla Statistician-General Table A – Profit margins in the wholesale trade industry: 2005

Type of wholesaler	Net profit/loss after tax	Turnover	Profit Margin
	J	R million	%
Wholesale trade on a fee or contract basis	802	15 915	5,0
Agricultural raw materials and livestock	535	31 268	1,7
Food, beverages and tobacco	2 072	95 909	2,2
Textiles, clothing and footwear	868	14 624	5,9
Other household goods	2 454	71 899	3,4
Fuels and related products	5 045	85 962	5,9
Metals and metal ores	1 148	20 968	5,5
Construction materials, hardware, plumbing and heating equipment and supplies	1 535	31 055	4,9
Other intermediate products, waste and scrap	581	18 243	3,2
Machinery, equipment and supplies	3 898	91 603	4,3
General and other wholesale trade	964	49 701	1,9
Total	19 902	527 147	3,8

Table 1 - Principal statistics in the wholesale trade industry: 2005

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Type of Wholesaler	Total income	Total expenditure	Total value of opening inventory	Total value of closing inventory	Net profit before tax	Book value of fixed assets at the beginning of the year	Book value of fixed assets at the end of the year	Capital expenditure on new assets
				Rı	nillion			
Wholesale trade on a fee or contract basis	16 280	15 585	727	1 165	1 133	1 065	1 162	294
Agricultural raw materials and livestock	32 497	31 365	3 136	2 715	713	1 151	1 105	144
Food, beverages and tobacco	98 250	94 471	6 850	6 171	3 100	3 399	3 704	1 048
Textiles, clothing and footwear	14 815	14 027	2 002	2 268	1 054	431	499	139
Other household goods	73 551	70 260	6 998	7 402	3 695	3 092	2 959	473
Fuels and related products	86 527	82 510	3 517	5 500	6 000	5 660	6 354	2 343
Metals and metal ores	21 161	20 688	2 206	3 251	1 519	909	973	220
Construction materials, hardware, plumbing and heating equipment and supplies	31 749	30 287	2 971	3 599	2 090	1 029	1 314	237
Other intermediate products, waste and scrap	18 546	18 102	1 771	2 153	826	1 062	1 109	137
Machinery, equipment and supplies	93 731	89 576	10 108	11 635	5 682	5 279	5 478	2 104
General and other wholesale trade	50 409	50 214	4 571	5 824	1 448	2 728	2 886	772
Total	537 516	517 085	44 857	51 683	27 260	25 805	27 543	7 911

Table 2 – Income in the wholesale trade industry: 2005

Type of wholesaler	Income from sales of goods	Income from services rendered	Income from rental of land, buildings and other structures	Income from leasing and hiring of plant, machinery, equipment and vehicles	Interest received	Other Income	Total
		T		R million		1	
Wholesale trade on a fee or contract basis	14 313	1 570	20	12	65	300	16 280
Agricultural raw materials and livestock	30 136	1 114	16	2	419	811	32 497
Food, beverages and tobacco	94 854	966	76	13	328	2 010	98 250
Textiles, clothing and footwear	14 460	60	104	0	63	128	14 815
Other household goods	71 295	591	8	5	261	1 390	73 551
Fuels and related products	85 690	40	232	0	147	416	86 527
Metals and metal ores	20 819	144	5	0	41	154	21 161
Construction materials, hardware, plumbing and heating equipment and supplies	30 841	210	2	2	102	592	31 749
Other intermediate products, waste and scrap	18 126	112	4	1	77	224	18 546
Machinery, equipment and supplies	83 909	6 553	420	721	502	1 626	93 731
General and other wholesale trade	47 129	2 554	13	5	269	439	50 409
Total	511 572	13 914	900	761	2 274	8 090	537 516

Table 3 – Income by enterprise size in the wholesale trade industry: 2005

		Enterp	rise size	
Type of wholesaler	Large	Medium	Small and Micro	Total
Wholesale trade on a fee or contract basis	3 595	4 099	8 586	16 280
Agricultural raw materials and livestock	28 532	1 837	2 129	32 497
Food, beverages and tobacco	83 463	5 429	9 358	98 250
Textiles, clothing and footwear	7 432	2 079	5 304	14 815
Other household goods	57 047	4 720	11 785	73 551
Fuels and related products	83 324	1 401	1 802	86 527
Metals and metal ores Construction materials, hardware,	19 844	894	424	21 161
plumbing and heating equipment and supplies	16 430	5 681	9 638	31 749
Other intermediate products, waste and scrap	14 213	1 416	2 918	18 546
Machinery, equipment and supplies	62 130	7 929	23 672	93 731
General and other wholesale trade	21 214	5 685	23 511	50 409
Total	397 224	41 170	99 127	537 516

Table 4 – Expenditure in the wholesale trade industry: 2005

Table 4 – Expenditure in the whole Type of wholesaler	Purchases	Salaries and wages	Advertising	Interest paid	Depreciation	Rental of land and buildings	Motor vehicle running expenditure
		,		R million	,		, . ,
Wholesale trade on a fee or contract basis	10 450	2 335	99	140	223	178	233
Agricultural raw materials and livestock	26 777	1 486	39	454	133	69	59
Food, beverages and tobacco	75 370	4 111	1 027	1 412	953	531	432
Textiles, clothing and footwear	10 366	1 225	108	181	103	154	100
Other household goods	53 621	5 507	1 531	550	546	615	368
Fuels and related products	74 588	1 153	124	763	913	155	131
Metals and metal ores	17 245	1 261	17	257	153	76	147
Construction materials, hardware, plumbing and heating equipment and supplies	23 613	2 405	102	214	250	327	389
Other intermediate products, waste and scrap	14 941	1 123	31	193	95	93	105
Machinery, equipment and supplies	64 607	12 228	600	1 131	924	833	783
General and other wholesale trade	38 648	4 922	263	542	575	534	482
Total	410 226	37 756	3 941	5 837	4 868	3 565	3 229

Table 4 – Expenditure in the wholesale trade industry: 2005 (continued)

Type of wholesaler	Railage and transport out	Leasing and hiring of plant, machinery and	Tele- communications	Repair and maintenance	Travelling expenditure	Insurance premiums	Other	Total
		equipment		R million				
Wholesale trade on a fee or contract basis	346	38	183	49	145	82	1 085	15 585
Agricultural raw materials and livestock	600	37	33	111	54	76	1 435	31 365
Food, beverages and tobacco	324	196	133	497	111	201	9 173	94 471
Textiles, clothing and footwear	55	51	61	31	82	70	1 438	14 027
Other household goods	576	260	250	185	280	224	5 748	70 260
Fuels and related products	652	44	222	275	54	590	2 845	82 510
Metals and metal ores	45	56	15	101	28	49	1 238	20 688
Construction materials, hardware, plumbing and heating equipment and supplies	134	81	147	97	88	132	2 308	30 287
Other intermediate products, waste and scrap	122	39	40	70	45	52	1 153	18 102
Machinery, equipment and supplies	241	218	455	220	329	366	6 640	89 576
General and other wholesale trade	148	543	280	135	210	183	2 748	50 214
Total	3 243	1 563	1 819	1 771	1 426	2 025	35 811	517 085

Table 5 – Employment in the wholesale trade industry at the end of June, 2005

A - V	Male employees	Female employees	Permanent employees	Casual employees	Total employees
Type of wholesaler			Number		
Wholesale trade on a fee or contract basis	23 422	10 517	31 579	2 360	33 939
Agricultural raw materials and livestock	8 511	4 385	11 949	947	12 896
Food, beverages and tobacco	38 360	43 152	70 081	11 431	81 512
Textiles, clothing and footwear	8 232	6 995	14 206	1 021	15 228
Other household goods	27 038	21 264	45 156	3 146	48 302
Fuels and related products	4 438	2 041	6 315	164	6 479
Metals and metal ores	7 214	1 699	8 851	62	8 913
Construction materials, hardware, plumbing and heating equipment and supplies	27 194	12 973	39 169	998	40 168
Other intermediate products, waste and scrap	7 314	3 407	9 611	1 110	10 720
Machinery, equipment and supplies	62 094	24 677	85 891	880	86 771
General and other wholesale trade	51 426	25 488	69 488	7 426	76 914
Total	265 243	156 598	392 296	29 545	421 842

Table 6 – Employment by enterprise size in the wholesale trade industry at the end of June, 2005

		Enterp	rise size	
Type of wholesaler	Large	Medium	Small and Micro	Total
Wholesale trade on a fee or contract basis	4 906	2 297	26 736	33 939
Agricultural raw materials and livestock	9 691	1 073	2 132	12 896
Food, beverages and tobacco	32 850	12 040	36 623	81 513
Textiles, clothing and footwear	4 296	2 153	8 779	15 228
Other household goods	25 391	5 377	17 534	48 302
Fuels and related products	4 316	466	1 697	6 479
Metals and metal ores Construction materials, hardware,	8 221	371	321	8 913
plumbing and heating equipment and supplies	12 770	4 538	22 860	40 168
Other intermediate products, waste and scrap	5 214	1 591	3 915	10 720
Machinery, equipment and supplies	44 341	7 037	35 393	86 771
General and other wholesale trade	12 855	4 181	59 879	76 915
Total	164 851	41 124	215 869	421 844

Table 7 – Book value of assets at the end of the year in the wholesale trade industry: 2005

	Land	Residential buildings	Non- residential buildings	Construction works, roads etc.	Computers and IT equipment	Transport equipment	Plant, machinery, equipment	Fixed assets: computer software	Intangible fixed assets	Intangible non- produced assets	Total
Type of wholesaler								Software		assets	
		T	T	T	T	R million	T	T	T		
Wholesale trade on a fee or contract basis	52	13	164	0	55	486	204	4	14	171	1 163
Agricultural raw materials and livestock	136	78	419	6	53	124	236	5	4	43	1 104
Food, beverages and tobacco	92	655	491	67	133	383	1 167	36	79	600	3 703
Textiles, clothing and footwear	2	5	37	0	26	186	96	9	47	91	499
Other household goods	57	183	414	1	169	353	801	42	146	794	2 960
Fuels and related products	387	4	1 680	658	50	292	2 663	44	407	169	6 354
Metals and metal ores	15	1	259	0	22	107	528	4	6	31	973
Construction materials, hardware, plumbing and heating equipment and supplies	100	46	58	10	51	495	259	12	44	238	1 313
Other intermediate products, waste and scrap	24	23	98	2	56	120	213	27	5	542	1 110
Machinery, equipment and supplies	149	97	450	1	309	1 417	2 338	103	34	581	5 479
General and other wholesale trade	43	89	746	5	71	819	875	50	9	180	2 887
Total	1 057	1 194	4 816	750	995	4 782	9 380	336	795	3 440	27 545

Table 8 – Company tax, dividends, assets, owners' equity and liabilities in the wholesale trade industry: 2005

	Company tax	Cash dividends	Other dividends	Total assets	Owners' equity	Non- current liabilities	Current liabilities	Total liabilities
Type of wholesaler	R million							
Wholesale trade on a fee or contract basis	331	249	1	6 495	1 760	1 244	3 491	4 735
Agricultural raw materials and livestock	178	277	1	11 696	3 753	1 537	6 406	7 943
Food, beverages and tobacco	1 028	2 054	1	25 253	-5 358	14 167	16 443	30 610
Textiles, clothing and footwear	186	22	0	6 410	1 602	1 619	3 189	4 808
Other household goods	1 241	542	0	25 578	9 791	4 301	11 485	15 786
Fuels and related products	955	227	0	26 837	7 403	7 832	11 603	19 435
Metals and metal ores	371	248	5	8 853	2 474	1 024	5 355	6 379
Construction materials, hardware, plumbing and heating equipment and supplies	555	425	54	11 840	3 901	2 089	5 850	7 939
Other intermediate products, waste and scrap	245	98	0	8 179	2 064	1 289	4 825	6 114
Machinery, equipment and supplies	1 784	846	12	45 629	14 394	8 591	22 644	31 235
General and other wholesale trade	484	669	26	20 058	6 654	3 574	9 830	13 404
Total	7 358	5 657	100	196 828	48 438	47 267	101 121	148 388

## **Explanatory notes**

### **Background**

The results presented in this publication have been derived from the 2005 wholesale large sample survey. This is a periodic survey, which measures economic activity in the wholesale industry of the South African economy. This survey is based on a sample of private and public enterprises operating in the wholesale industry.

The sample was drawn from the new business register. The new business register is based mainly on the income tax (IT) and value-added tax (VAT) databases. All enterprises are legally bound to register for either VAT or IT or both. That is, enterprises that are registered for tax are included on the new business register, and hence were given a chance of selection in the sample for the survey.

### Value Added Tax (VAT) Reference period

All figures exclude Value Added Tax (VAT).

The information was collected from enterprises for their financial year, which ended on any date between 1 July 2004 and 30 June 2005.

### Purpose of the survey

Results of the survey are used within Stats SA for compiling South Africa's National Accounts, e.g. the Gross Domestic Product (GDP) and gross fixed capital formation. These statistics are also used by the private sector in analyses of comparative business and industry performance.

### Scope and coverage

This survey covers the following tax registered private and public enterprises that are mainly engaged in wholesale:

- (i) Wholesale trade on a fee or contract basis.
- (ii) Agricultural raw materials and livestock.
- (iii) Food, beverages and tobacco.
- (iv) Textiles, clothing and footwear
- (v) Other household goods.
- (vi) Solid, liquid and gaseous fuels and related products
- (vii) Metals and metal ores
- (viii) Construction materials, hardware, plumbing and heating equipment and supplies
- (ix) Other intermediate products, waste and scrap.
- (x) Machinery, equipment and supplies.
- (xi) General and other wholesale trade.

# Classification by industry

The 1993 edition of the *Standard Industrial Classification of all Economic Activities* (SIC), Fifth Edition, Report No. 09-09-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of all Economic Activities* (ISIC) with suitable adaptations for local conditions. Statistics in this publication are presented at SIC division (4-digit) level. Each enterprise is classified to an industry, which reflects its predominant activity.

#### Statistical unit

The statistical unit for the collection of the information is an enterprise. An enterprise is a legal unit (or a combination of legal units) that includes and directly controls all functions necessary to carry out its production activities.

### Size groups

The enterprises are divided into four size groups according to the value of their 'business register' turnover. Large enterprises are enterprises with an annual 'business register' turnover of R64 million and above. Table A presents the size groups defined using the Department of Trade and Industry (DTI) cut-off points,

Table 9– Size groups for the wholesale industry

Size Group	Turnover	
Large	Turnover > R 64 000 000	
Medium	R 32 000 000 < Turnover < R 64 000 000	
Small	R6 000 000 < Turnover < R 32 000 000	
Micro	Turnover < R 6 000 000	

# Survey methodology and design

The survey was conducted by post, email, fax, telephone and personal visits.

A sample of approximately 1 800 enterprises was drawn using stratified simple random sampling. The enterprises were first stratified at 4-digit level according to the SIC and then by size of enterprises. All large enterprises are completely enumerated. 'Business register' turnover was used as the measure of size for stratification.

### Weighting methodology

For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form division estimates. These procedures, which are in line with international best practice, are described in more detail on the Stats SA website at www.statssa.gov.za/publications/publicationsearch.asp.

#### Relative standard error

Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the wholesale industry in South Africa.

One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer to the size of the estimate.

Table 10 - Income in the wholesale trade industry within 95% confidence limits: October 2005

	Lower Limit	Total Income	Upper Limit	RSE
Type of wholesaler	R million	R million	R million	(%)
Wholesale trade on a fee or contract basis	13 685	16 280	18 875	8,1
Agricultural raw materials and livestock	31 263	32 497	33 731	1,9
Food, beverages and tobacco	87 846	98 250	108 654	5,4
Textiles, clothing and footwear	13 516	14 815	16 114	4,5
Other household goods	64 483	73 551	82 619	6,3
Fuels and related products	84 957	86 527	88 097	0,9
Metals and metal ores	20 989	21 161	21 333	0,4
Construction materials, hardware, plumbing				
and heating equipment and supplies	29 886	31 749	33 612	3,0
Other intermediate products, waste and scrap	17 129	18 546	19 963	3,9
Machinery, equipment and supplies	88 423	93 731	99 039	2,9
General and other wholesale trade	39 900	50 409	60 918	10,6
Total	518 552	537 516	556 480	1,8

### **Non-sampling errors**

Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Non-sampling errors occur in both sample surveys and censuses.

# Comparability with previously published information

The information in this statistical release and previous wholesale trade industry surveys is not strictly comparable. This large sample survey was conducted from a sample drawn from a new business register of **all** enterprises registered for either VAT or IT or both.. The new register has better coverage of the small and micro enterprises.

### **Rounding-off of figures**

The figures in the tables have, where necessary, been rounded off to the nearest final digit shown. There may therefore be slight discrepancies between the sums of the constituent items of the totals shown.

# Symbols and abbreviations

BR	Business Register
DTI	Department of Trade and Industry
GDP	Gross Domestic Product
ISIC	International Standard Industrial Classification of all Economic Activities
IT	Income tax
RSE	Relative standard error
SARS	South African Revenue Service
SE	Standard error
SIC	Standard Industrial Classification of all Economic Activities
SNA	System of National Accounts
Stats SA	Statistics South Africa
VAT	Value-added tax
0	Nil or less than half the final digit shown

Glossary

**Employees** Employees are those people employed by the business or organisation who received payment (in salaries, wages, commission, piece rates or payments in

kind) for the last pay period ended on or before 30 June 2005.

**Enterprise**The enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its production

activities.

**General wholesale trade** Wholesale trade in more than one major category of goods

**Industry** An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts* 

(SNA) in the same way as in the Standard Industrial Classification of all Economic Activities, Fifth Edition, Report No. 09-90-02 of January 1993

(SIC).

**Net profit or loss before tax** Net profit or loss before tax is derived as:

Total income *plus* Closing stocks *minus* Total expenditure *minus* Opening stocks

Other wholesale trade Wholesale trade in goods not elsewhere classified

**Profit margin** Profit margin is derived as:

Net profit or loss after tax *divided by* turnover *multiplied by* 100

**Statistical unit** A statistical unit is a unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African

Revenue Service (SARS) administrative data.

**Stratum** A stratum is constructed by concatenating the SIC classification and size group variables

**Turnover** Turnover includes:

• the value of sales

- amounts received for work done
- amounts received for services rendered
- rent and or lease payments received for land and buildings and
- rent, leasing and hiring received for machinery, vehicles and other equipment

Turnover excludes:

- value-added tax (VAT)
- net profit or loss on sales or revaluation of fixed assets (including profit or loss on foreign exchange)
- export freight charges
- interest received and
- excise duty

Wholesale trade

Wholesale trade includes the resale (sale without transformation) of new and used goods to other wholesalers, retailers, agricultural, industrial, commercial, institutional and professional users either directly or through agents on a fee or contract basis

Wholesaler

A wholesaler is an enterprise deriving 50% or more of its turnover from sale of goods to other businesses and institutions.

#### **General information**

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