

# Statistical release

## P6101

# Wholesale trade industry, 2012 (Preliminary)

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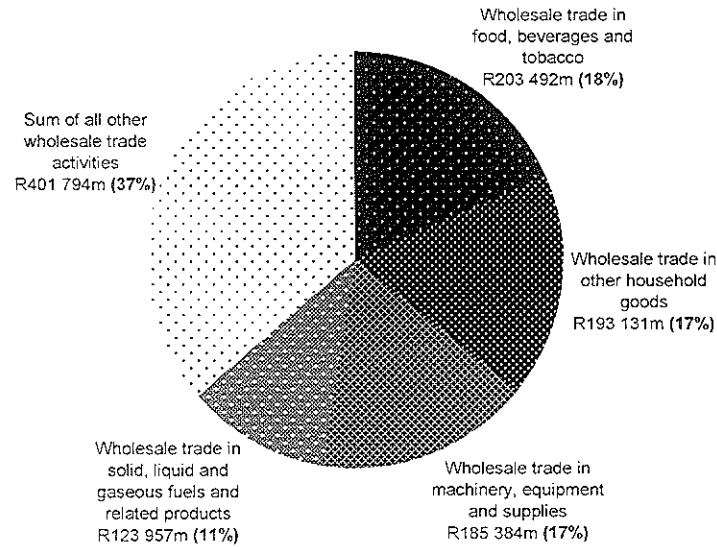
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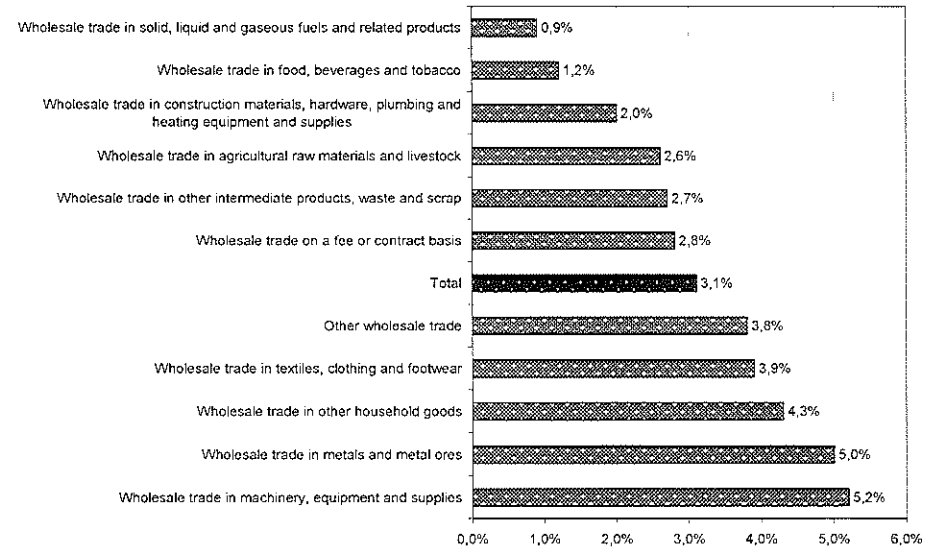
### 1. Summary of findings for the year 2012

Figure 1 – Income in the wholesale trade industry, 2012



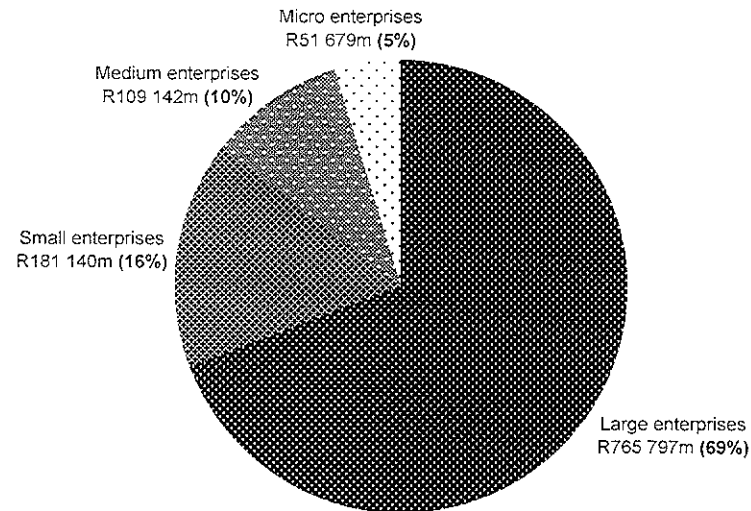
The total income for the wholesale trade industry in 2012 was R1 107 758 million. The largest contributor to the total income was 'wholesale trade in food, beverages and tobacco' (R203 492 million or 18%), followed by 'wholesale trade in other household goods' (R193 131 million or 17%) and 'wholesale trade in machinery, equipment and supplies' (R185 384 million or 17%) (Figure 1 and Table 1, page 6).

Figure 2 – Profit margin in the wholesale trade industry, 2012



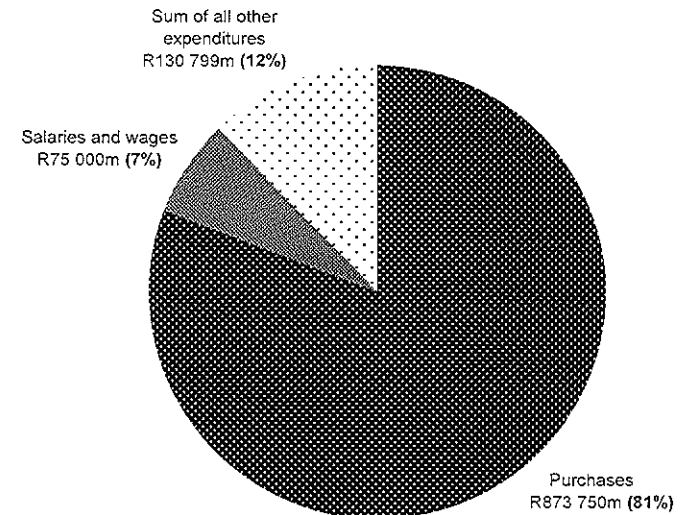
The profit margin for the wholesale trade industry was 3,1% in 2012. 'Wholesale trade in machinery, equipment and supplies' had the highest profit margin at 5,2%, followed by 'wholesale trade in metals and metal ores' at 5,0% and 'wholesale trade in other household goods' at 4,3% (Figure 2 and Table 2, page 7).

Figure 3 – Income by enterprise size in the wholesale trade industry, 2012



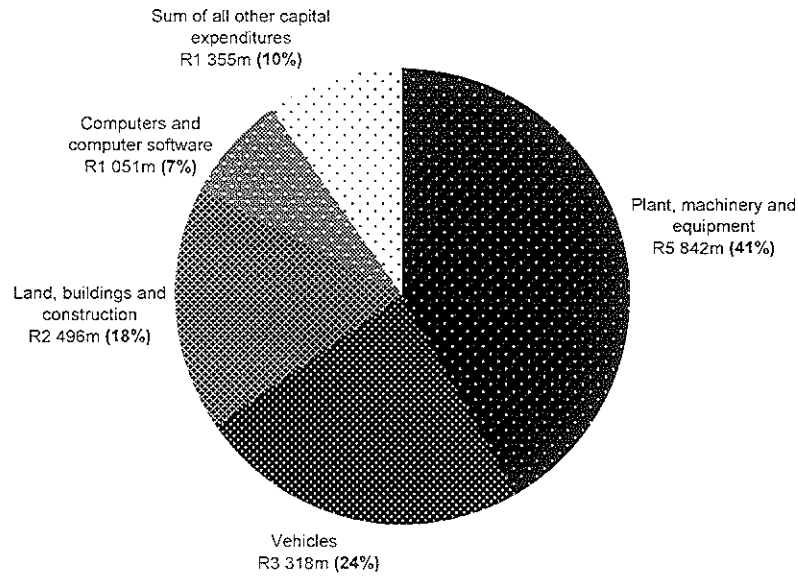
Large enterprises (those with a turnover equal to or greater than R128 million) generated R765 797 million or 69% of the total income of the wholesale trade industry in 2012, followed by small enterprises (R181 140 million or 16%) and medium enterprises (R109 142 million or 10%) (Figure 3 and Table 4, page 9).

Figure 4 – Composition of expenditure in the wholesale trade industry, 2012



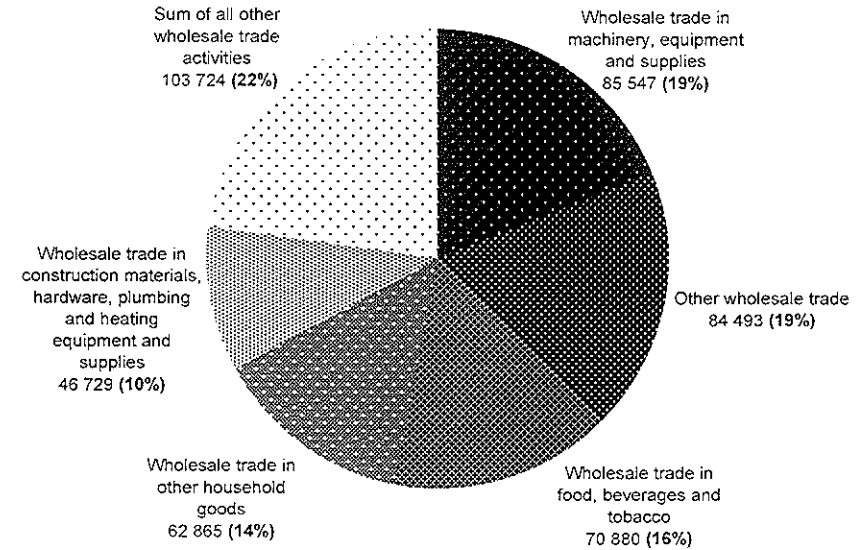
The total expenditure in the wholesale trade industry in 2012 was R1 079 549 million. The largest contributor to the total expenditure was 'purchases' (R873 750 million or 81%), followed by 'salaries and wages' (R75 000 million or 7%) (Figure 4 and Table 5, page 10).

**Figure 5 – Capital expenditure on new assets in the wholesale trade industry, 2012**



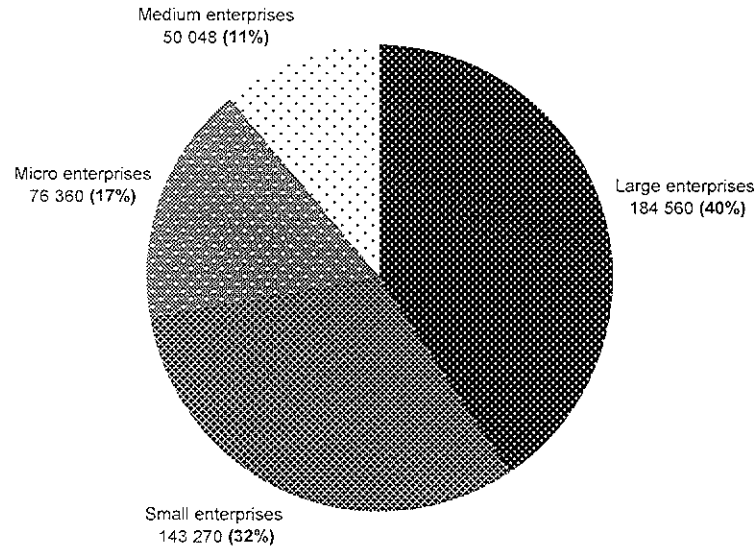
The total capital expenditure on new assets in the wholesale trade industry in 2012 was R14 062 million. The largest category of capital expenditure was 'plant, machinery and equipment' (R5 842 million or 41%), followed by 'vehicles' (R3 318 million or 24%) and 'land, buildings and construction' (R2 496 million or 18%) (Figure 5 and Table 9, page 14).

**Figure 6 – Employment in the wholesale trade industry, 2012**



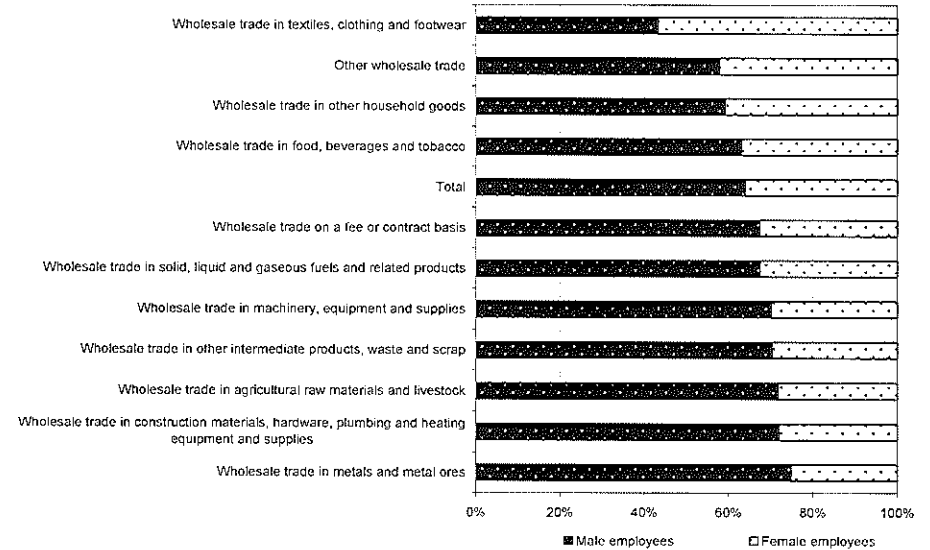
The total number of persons employed in the wholesale trade industry at the end of June 2012 was 454 238. 'Wholesale trade in machinery, equipment and supplies' had the largest number of employees (85 547 or 19%), followed by 'other wholesale trade' (84 493 or 19%) and 'wholesale trade in food, beverages and tobacco' (70 880 or 16%) (Figure 6 and Table 10, page 15).

**Figure 7 – Employment by enterprise size in the wholesale trade industry, 2012**

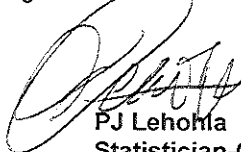


Employment by enterprise size in 2012 indicates that the large enterprises (those with turnover equal to or greater than R128 million) had 184 560 employees (40%), followed by small enterprises with 143 270 employees (32%), micro enterprises with 76 360 employees (17%) and medium enterprises with 50 048 employees (11%) (Figure 7 and Table 11, page 16).

**Figure 8 – Gender ratios in the wholesale trade industry, 2012**



The proportion of males out of the total persons employed in 2012 was 64% and that of females was 36%. The type of wholesale trade with the highest proportion of females employed was 'wholesale trade in textile, clothing and footwear' (57%) while 'wholesale trade in metals and metal ores' had the highest proportion of males employed (75%) (Figure 8 and Table 10, page 15).

  
**PJ Lehohla**  
 Statistician-General

## 2. Tables

**Table 1 – Principal statistics in the wholesale trade industry, 2012**

Type of wholesale trade	Total income	Total expenditure	Total value of opening inventories	Total value of closing inventories	Net profit or loss before tax	Carrying value of fixed assets at the beginning of the financial year	Capital expenditure on new assets	Carrying value of fixed assets at the end of the financial year
	R million							
Wholesale trade on a fee or contract basis	31 926	30 994	1 441	1 715	1 206	2 172	388	2 265
Wholesale trade in agricultural raw materials and livestock	97 488	95 677	9 163	10 510	3 158	3 476	855	3 798
Wholesale trade in food, beverages and tobacco	203 492	202 054	11 438	13 577	3 577	8 816	1 755	9 187
Wholesale trade in textiles, clothing and footwear	31 427	30 569	5 019	5 943	1 782	1 105	188	1 036
Wholesale trade in other household goods	193 131	183 328	21 349	22 997	11 451	6 513	2 335	7 395
Wholesale trade in solid, liquid and gaseous fuels and related products	123 957	122 480	3 550	3 854	1 781	4 047	764	4 291
Wholesale trade in metals and metal ores	45 387	42 945	6 147	6 566	2 861	2 966	431	3 011
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	67 301	67 143	8 959	11 278	2 477	4 361	908	4 502
Wholesale trade in other intermediate products, waste and scrap	48 077	47 331	4 567	5 808	1 987	1 769	467	1 925
Wholesale trade in machinery, equipment and supplies	185 384	179 426	25 474	32 547	13 031	11 621	4 317	13 608
Other wholesale trade	80 188	77 602	7 211	8 522	3 897	3 068	1 654	3 846
<b>Total</b>	<b>1 107 758</b>	<b>1 079 549</b>	<b>104 318</b>	<b>123 317</b>	<b>47 208</b>	<b>49 914</b>	<b>14 062</b>	<b>54 864</b>

**Table 2 – Profit margin in the wholesale trade industry, 2012**

Type of wholesale trade	Net profit/loss after tax	Turnover	Profit margin <sup>1</sup>
	R million		%
Wholesale trade on a fee or contract basis	861	31 149	2,8
Wholesale trade in agricultural raw materials and livestock	2 449	94 257	2,6
Wholesale trade in food, beverages and tobacco	2 325	197 617	1,2
Wholesale trade in textiles, clothing and footwear	1 201	31 016	3,9
Wholesale trade in other household goods	7 966	187 353	4,3
Wholesale trade in solid, liquid and gaseous fuels and related products	1 147	123 482	0,9
Wholesale trade in metals and metal ores	2 222	44 885	5,0
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	1 320	66 093	2,0
Wholesale trade in other intermediate products, waste and scrap	1 282	47 559	2,7
Wholesale trade in machinery, equipment and supplies	9 346	181 351	5,2
Other wholesale trade	2 957	77 228	3,8
<b>Total</b>	<b>33 076</b>	<b>1 081 990</b>	<b>3,1</b>

<sup>1</sup> Net profit after tax divided by turnover multiplied by 100.



**Table 3 – Income in the wholesale trade industry, 2012**

Type of wholesale trade	Sales	Services	Interest	Profit on sale or revaluation of assets	Profit on foreign loans	Rental and leasing income	Dividends	Other income	Total income
	R million								
Wholesale trade on a fee or contract basis	18 139	12 867	159	97	72	143	7	442	<b>31 926</b>
Wholesale trade in agricultural raw materials and livestock	92 228	1 995	997	950	248	34	61	975	<b>97 488</b>
Wholesale trade in food, beverages and tobacco	195 705	1 865	426	281	418	47	130	4 620	<b>203 492</b>
Wholesale trade in textiles, clothing and footwear	30 620	374	182	40	77	22	4	108	<b>31 427</b>
Wholesale trade in other household goods	183 081	4 149	1 031	666	874	123	532	2 675	<b>193 131</b>
Wholesale trade in solid, liquid and gaseous fuels and related products	123 261	145	155	133	22	76	1	164	<b>123 957</b>
Wholesale trade in metals and metal ores	44 614	238	90	33	209	33	85	85	<b>45 387</b>
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	65 520	419	320	110	49	154	72	657	<b>67 301</b>
Wholesale trade in other intermediate products, waste and scrap	47 176	300	233	72	79	83	27	107	<b>48 077</b>
Wholesale trade in machinery, equipment and supplies	171 410	8 464	1 017	1 606	525	1 477	179	706	<b>185 384</b>
Other wholesale trade	74 464	2 662	472	340	107	102	341	1 700	<b>80 188</b>
<b>Total</b>	<b>1 046 218</b>	<b>33 478</b>	<b>5 082</b>	<b>4 328</b>	<b>2 680</b>	<b>2 294</b>	<b>1 439</b>	<b>12 239</b>	<b>1 107 758</b>

**Table 4 – Income by enterprise size in the wholesale trade industry, 2012**

Type of wholesale trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total of all enterprises
	R million				
Wholesale trade on a fee or contract basis	16 867	5 171	5 917	3 971	<b>31 926</b>
Wholesale trade in agricultural raw materials and livestock	90 406	2 883	3 533	666	<b>97 488</b>
Wholesale trade in food, beverages and tobacco	140 745	21 403	32 924	8 420	<b>203 492</b>
Wholesale trade in textiles, clothing and footwear	15 900	5 306	7 303	2 918	<b>31 427</b>
Wholesale trade in other household goods	141 900	15 009	28 142	8 080	<b>193 131</b>
Wholesale trade in solid, liquid and gaseous fuels and related products	112 494	3 700	6 318	1 445	<b>123 957</b>
Wholesale trade in metals and metal ores	40 585	3 316	1 286	200	<b>45 387</b>
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	32 265	14 398	20 116	522	<b>67 301</b>
Wholesale trade in other intermediate products, waste and scrap	31 392	5 995	8 085	2 605	<b>48 077</b>
Wholesale trade in machinery, equipment and supplies	114 842	22 412	38 450	9 680	<b>185 384</b>
Other wholesale trade	28 401	9 549	29 066	13 172	<b>80 188</b>
<b>Total</b>	<b>765 797</b>	<b>109 142</b>	<b>181 140</b>	<b>51 679</b>	<b>1 107 758</b>

**Table 5 – Expenditure in the wholesale trade industry, 2012**

Type of wholesale trade	Purchases	Salaries and wages	Railage and transport-out	Rental of land	Advertising	Interest	Depreciation	Motor vehicle running expenditure	Other expenditure	Total expenditure
	<b>R million</b>									
Wholesale trade on a fee or contract basis	19 339	4 316	525	210	158	255	204	360	5 627	<b>30 994</b>
Wholesale trade in agricultural raw materials and livestock	82 581	3 992	2 150	234	232	951	304	139	5 094	<b>95 677</b>
Wholesale trade in food, beverages and tobacco	170 776	9 048	1 407	824	1 285	995	1 201	1 279	15 239	<b>202 054</b>
Wholesale trade in textiles, clothing and footwear	22 296	2 819	324	729	506	270	222	157	3 246	<b>30 569</b>
Wholesale trade in other household goods	144 398	13 719	2 269	1 520	3 292	1 383	1 054	776	14 917	<b>183 328</b>
Wholesale trade in solid, liquid and gaseous fuels and related products	113 725	1 533	1 415	191	141	270	443	293	4 469	<b>122 480</b>
Wholesale trade in metals and metal ores	36 868	2 167	539	244	21	264	292	258	2 292	<b>42 945</b>
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	50 548	6 240	364	960	252	478	591	595	7 115	<b>67 143</b>
Wholesale trade in other intermediate products, waste and scrap	39 514	2 441	717	357	80	239	286	312	3 385	<b>47 331</b>
Wholesale trade in machinery, equipment and supplies	134 319	20 697	916	1 867	1 174	1 771	1 622	1 307	15 753	<b>179 426</b>
Other wholesale trade	59 386	8 028	431	1 107	387	461	649	512	6 641	<b>77 602</b>
<b>Total</b>	<b>873 750</b>	<b>75 000</b>	<b>11 057</b>	<b>8 243</b>	<b>7 528</b>	<b>7 337</b>	<b>6 868</b>	<b>5 988</b>	<b>83 778</b>	<b>1 079 549</b>

**Table 6 – Carrying value of fixed assets at the end of the financial year in the wholesale trade industry, 2012**

Type of wholesale trade	Land, buildings and construction works	Computers and IT equipment	Motor vehicles	Plant, machinery and equipment	Intangible assets	Other assets	Total carrying value of fixed assets
	R million						
Wholesale trade on a fee or contract basis	1 423	68	488	114	118	54	2 265
Wholesale trade in agricultural raw materials and livestock	1 911	62	354	1 095	257	119	3 798
Wholesale trade in food, beverages and tobacco	2 428	138	1 231	2 295	3 047	48	9 187
Wholesale trade in textiles, clothing and footwear	131	61	204	414	202	24	1 036
Wholesale trade in other household goods	1 984	328	879	2 035	2 054	115	7 395
Wholesale trade in solid, liquid and gaseous fuels and related products	1 373	38	498	1 945	281	156	4 291
Wholesale trade in metals and metal ores	1 005	69	349	1 383	117	88	3 011
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	1 018	227	968	963	1 308	18	4 502
Wholesale trade in other intermediate products, waste and scrap	431	44	294	645	479	32	1 925
Wholesale trade in machinery, equipment and supplies	2 560	390	1 759	3 345	5 449	105	13 608
Other wholesale trade	764	159	993	1 338	452	140	3 846
<b>Total</b>	<b>15 028</b>	<b>1 584</b>	<b>8 017</b>	<b>15 572</b>	<b>13 764</b>	<b>899</b>	<b>54 864</b>

**Table 7 – Details of assets in the wholesale trade industry, 2012**

Type of wholesale trade	Current assets					Non-current assets					Total assets
	Bank	Debtors	Inventory	Other	Total	Fixed	Goodwill	Long-term investment	Other	Total	
	R million										
Wholesale trade on a fee or contract basis	1 711	4 845	1 715	589	8 860	2 259	6	1 226	792	4 283	13 143
Wholesale trade in agricultural raw materials and livestock	1 440	14 718	10 510	4 249	30 917	3 674	124	2 710	3 256	9 764	40 681
Wholesale trade in food, beverages and tobacco	5 256	20 141	13 577	2 863	41 837	6 565	2 622	1 816	4 024	15 027	56 864
Wholesale trade in textiles, clothing and footwear	3 006	6 685	5 943	951	16 585	904	132	419	1 081	2 536	19 121
Wholesale trade in other household goods	9 617	34 494	22 997	6 368	73 476	5 981	1 414	6 106	4 873	18 374	91 850
Wholesale trade in solid, liquid and gaseous fuels and related products	1 611	7 923	3 854	2 100	15 488	4 110	181	406	750	5 447	20 935
Wholesale trade in metals and metal ores	1 850	7 892	6 566	766	17 074	2 933	78	402	2 148	5 561	22 635
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	2 167	11 617	11 278	1 767	26 829	3 401	1 101	923	1 480	6 905	33 734
Wholesale trade in other intermediate products, waste and scrap	1 839	7 308	5 808	853	15 808	1 532	393	1 061	1 189	4 175	19 983
Wholesale trade in machinery, equipment and supplies	14 044	29 102	32 547	5 737	81 430	9 245	4 363	2 062	5 352	21 022	102 452
Other wholesale trade	3 579	8 972	8 522	1 775	22 848	3 467	379	2 607	1 574	8 027	30 875
<b>Total</b>	<b>46 120</b>	<b>153 697</b>	<b>123 317</b>	<b>28 018</b>	<b>351 152</b>	<b>44 071</b>	<b>10 793</b>	<b>19 738</b>	<b>26 519</b>	<b>101 121</b>	<b>452 273</b>

**Table 8 – Details of liabilities and owners' equity in the wholesale trade industry, 2012**

Type of wholesale trade	Current liabilities				Non-current liabilities			Total liabilities	Owners' equity	Liabilities and owners' equity
	Creditors	Overdraft	Other	Total	Long-term loans	Other	Total			
	R million									
Wholesale trade on a fee or contract basis	4 201	1 100	1 338	6 639	493	2 117	2 610	9 249	3 894	13 143
Wholesale trade in agricultural raw materials and livestock	7 869	4 978	10 087	22 934	3 348	1 221	4 569	27 503	13 178	40 681
Wholesale trade in food, beverages and tobacco	23 464	2 865	8 554	34 883	4 688	3 454	8 142	43 025	13 839	56 864
Wholesale trade in textiles, clothing and footwear	6 244	741	1 973	8 958	2 643	431	3 074	12 032	7 089	19 121
Wholesale trade in other household goods	32 298	4 711	11 540	48 549	7 897	3 163	11 060	59 609	32 241	91 850
Wholesale trade in solid, liquid and gaseous fuels and related products	7 202	267	6 782	14 251	3 276	1 348	4 624	18 875	2 060	20 935
Wholesale trade in metals and metal ores	5 167	906	2 854	8 927	1 370	657	2 027	10 954	11 681	22 635
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	9 447	1 933	2 183	13 563	5 137	1 533	6 670	20 233	13 501	33 734
Wholesale trade in other intermediate products, waste and scrap	7 600	1 459	2 743	11 802	2 200	599	2 799	14 601	5 382	19 983
Wholesale trade in machinery, equipment and supplies	32 970	2 177	16 946	52 093	6 836	7 206	14 042	66 135	36 317	102 452
Other wholesale trade	9 232	1 435	2 724	13 391	2 669	3 537	6 206	19 597	11 278	30 875
<b>Total</b>	<b>145 694</b>	<b>22 572</b>	<b>67 724</b>	<b>235 990</b>	<b>40 557</b>	<b>25 266</b>	<b>65 823</b>	<b>301 813</b>	<b>150 460</b>	<b>452 273</b>

**Table 9 – Capital expenditure on new assets in the wholesale trade industry, 2012**

Type of wholesale trade	Land, buildings and construction	Computers and computer software	Vehicles	Plant, machinery and equipment	Other	Total
	R million					
Wholesale trade on a fee or contract basis	24	46	271	26	21	<b>388</b>
Wholesale trade in agricultural raw materials and livestock	218	29	109	289	210	<b>855</b>
Wholesale trade in food, beverages and tobacco	511	108	508	461	167	<b>1 755</b>
Wholesale trade in textiles, clothing and footwear	10	26	52	85	15	<b>188</b>
Wholesale trade in other household goods	334	241	352	1 012	396	<b>2 335</b>
Wholesale trade in solid, liquid and gaseous fuels and related products	119	29	199	351	66	<b>764</b>
Wholesale trade in metals and metal ores	39	43	96	206	47	<b>431</b>
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	151	129	291	308	29	<b>908</b>
Wholesale trade in other intermediate products, waste and scrap	24	17	158	153	115	<b>467</b>
Wholesale trade in machinery, equipment and supplies	763	255	824	2 220	255	<b>4 317</b>
Other wholesale trade	303	128	458	731	34	<b>1 654</b>
<b>Total</b>	<b>2 496</b>	<b>1 051</b>	<b>3 318</b>	<b>5 842</b>	<b>1 355</b>	<b>14 062</b>

**Table 10 – Employment in the wholesale trade industry, 2012**

Type of wholesale trade	Male employees	Female employees	Total employees
	Number		
Wholesale trade on a fee or contract basis	16 175	7 852	24 027
Wholesale trade in agricultural raw materials and livestock	16 027	6 304	22 331
Wholesale trade in food, beverages and tobacco	44 639	26 241	70 880
Wholesale trade in textiles, clothing and footwear	10 890	14 332	25 222
Wholesale trade in other household goods	37 147	25 718	62 865
Wholesale trade in solid, liquid and gaseous fuels and related products	5 101	2 463	7 564
Wholesale trade in metals and metal ores	10 165	3 419	13 584
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	33 587	13 142	46 729
Wholesale trade in other intermediate products, waste and scrap	7 732	3 264	10 996
Wholesale trade in machinery, equipment and supplies	59 896	25 651	85 547
Other wholesale trade	48 859	35 634	84 493
<b>Total</b>	<b>290 218</b>	<b>164 020</b>	<b>454 238</b>



**Table 11 – Employment by enterprise size in the wholesale trade industry, 2012**

Type of wholesale trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total of all enterprises
	Number of employees				
Wholesale trade on a fee or contract basis	13 021	1 173	1 987	7 846	24 027
Wholesale trade in agricultural raw materials and livestock	17 812	631	2 285	1 603	22 331
Wholesale trade in food, beverages and tobacco	28 165	9 430	22 260	11 025	70 880
Wholesale trade in textiles, clothing and footwear	5 983	2 570	6 807	9 862	25 222
Wholesale trade in other household goods	26 142	7 103	14 880	14 740	62 865
Wholesale trade in solid, liquid and gaseous fuels and related products	5 293	441	1 147	683	7 564
Wholesale trade in metals and metal ores	11 503	1 160	639	282	13 584
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	20 372	9 610	15 877	870	46 729
Wholesale trade in other intermediate products, waste and scrap	4 697	1 459	3 355	1 485	10 996
Wholesale trade in machinery, equipment and supplies	40 265	11 220	21 648	12 414	85 547
Other wholesale trade	11 307	5 251	52 385	15 550	84 493
<b>Total</b>	<b>184 560</b>	<b>50 048</b>	<b>143 270</b>	<b>76 360</b>	<b>454 238</b>

## Explanatory notes

<b>Background</b>	<p>The results presented in this publication have been derived from the 2012 large sample surveys of the wholesale trade industry. This is a periodic survey, which measures economic activity in the wholesale trade industry of the South African economy. This survey is based on a sample of private and public enterprises operating in the wholesale trade industry.</p> <p>The sample was drawn from Stats SA's business register. Stats SA continuously updates its business register, based on units registered for value added tax (VAT) and income tax (IT) at the South African Revenue Service (SARS).</p> <p>All figures exclude VAT.</p>
<b>Reference period</b>	<p>The information was collected from enterprises for their financial year which ended on any date between 1 July 2011 and 30 June 2012.</p>
<b>Purpose of the survey</b>	<p>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.</p>
<b>Scope and coverage</b>	<p>This survey covers the following income tax-registered private and public enterprises that are mainly engaged in wholesale trade:</p> <ul style="list-style-type: none"><li>• Wholesale trade on a fee or contract basis (SIC 6110).</li><li>• Agricultural raw materials and livestock (SIC 6121).</li><li>• Food, beverages and tobacco (SIC 6122).</li><li>• Textiles, clothing and footwear (SIC 6131).</li><li>• Other household goods (SIC 6139).</li><li>• Solid, liquid and gaseous fuels and related products (SIC 6141).</li><li>• Metals and metal ores (SIC 6142).</li><li>• Construction materials, hardware, plumbing and heating equipment and supplies (SIC 6143).</li><li>• Other intermediate products, waste and scrap (SIC 6149).</li><li>• Machinery, equipment and supplies (SIC 6150).</li><li>• General and other wholesale trade (SIC 6190).</li></ul>
<b>Classification by industry</b>	<p>The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (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 <i>International Standard Industrial Classification of all Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Statistics in this publication are presented at 4-digit SIC level (group). Each enterprise is classified to an industry which reflects its predominant activity.</p>
<b>Statistical unit</b>	<p>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 activities.</p>

**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 turnover of R128 million and more. Table A presents the size groups defined using the Department of Trade and Industry (DTI) cut-off points multiplied by two.

**Table A – Size groups for the wholesale trade industry**

Size group	Turnover
Large enterprises	Turnover ≥ R128 000 000
Medium enterprises	R64 000 000 ≤ Turnover < R128 000 000
Small enterprises	R12 000 000 ≤ Turnover < R64 000 000
Micro enterprises	Turnover < R12 000 000

**Survey methodology and design**

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

A sample of approximately 3 000 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 enterprise. All large and medium enterprises were completely enumerated. Business register turnover was used as the measure of size for stratification. The collection rate was 82,3%.

**Collection rate**

Collection rate = ((collected + finalised investigations) / sample size) x 100.

**Weighting methodology**

For small and micro enterprises, that is those who were 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 were calculated and then aggregated with the completely enumerated stratum to form group 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](http://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 trade 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 accrued due to sampling.

**Table B – Income in the wholesale trade industry within 95% confidence limits, 2012**

Type of wholesale trade	Lower limit	Total income	Upper limit	Relative standard error (RSE)
	R million			%
Wholesale trade on a fee or contract basis	26 232	31 926	37 620	9,1
Wholesale trade in agricultural raw materials and livestock	95 004	97 488	99 972	1,3
Wholesale trade in food, beverages and tobacco	184 746	203 492	222 238	4,7
Wholesale trade in textiles, clothing and footwear	27 854	31 427	35 000	5,8
Wholesale trade in other household goods	183 289	193 131	202 973	2,6
Wholesale trade in solid, liquid and gaseous fuels and related products	119 098	123 957	128 816	2,0
Wholesale trade in metals and metal ores	44 497	45 387	46 277	1,0
Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies	57 803	67 301	76 799	7,2
Wholesale trade in other intermediate products, waste and scrap	45 250	48 077	50 904	3,0
Wholesale trade in machinery, equipment and supplies	174 847	185 384	195 921	2,9
Other wholesale trade	70 129	80 188	90 247	6,4
<b>Total</b>	<b>1 079 532</b>	<b>1 107 758</b>	<b>1 135 984</b>	<b>1,3</b>

**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.

**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 and 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

<b>Current assets</b>	Assets that are expected to be turned into cash within one year during the normal course of business. They include: <ul style="list-style-type: none"><li>• trade and other receivables;</li><li>• cash and bank;</li><li>• inventories; and</li><li>• other current assets.</li></ul>
<b>Current liabilities</b>	Debts or obligations that are due within one year. They include: <ul style="list-style-type: none"><li>• trade and other payables;</li><li>• bank overdraft; and</li><li>• other current liabilities.</li></ul>
<b>Employees</b>	Persons employed by a business or organisation and who received payment (in salaries, wages, commission, piece rates or payments in kind) for the last pay period ended on or before 30 June 2012.
<b>Enterprise</b>	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
<b>Equity</b>	The residual interest in the entity's assets after deducting its liabilities.
<b>Income from rental and leasing</b>	Includes: Income from rental and leasing of land, buildings and other structures and income from leasing and hiring of motor vehicles, other transport equipment, plant, machinery and equipment.
<b>Industry</b>	An industry consists of a group of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the <i>System of National Accounts (SNA)</i> in the same way as in the <i>Standard Industrial Classification of all Economic Activities, Fifth Edition, Report No. 09-90-02 of January 1993 (SIC)</i> .
<b>Net profit or loss after tax</b>	Net profit or loss after tax is derived as:  Net profit or loss before tax <i>minus</i> company tax

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<b>Net profit or loss before tax</b>	Net profit or loss before tax is derived as:  Total income <i>plus</i> closing inventories <i>minus</i> total expenditure <i>minus</i> opening inventories
<b>Non-current assets</b>	Assets which are not easily convertible to cash or not expected to become cash within the next year. They include: <ul style="list-style-type: none"><li>• property, plant and equipment and intangible assets;</li><li>• long-term investments; and</li><li>• other non-current assets.</li></ul>
<b>Non-current liabilities</b>	Liabilities not due to be paid within one year during the normal course of business. They include: <ul style="list-style-type: none"><li>• long-term loans; and</li><li>• other non-current liabilities.</li></ul>
<b>Other expenditure</b>	Includes:  Accommodation; administration and management fees; amortisation; bursaries; computer expenditure; containers and packaging materials; total paper, printing and stationery; postal and courier services; property tax; provisions; research and development; customs duty paid; excise duty paid; losses on financial and other liabilities: redemption, liquidation or revaluation of liabilities; losses on foreign exchange as a result of variations in foreign exchange rates or foreign exchange transactions; mineral rights leases; rental of land, building and other structures; royalties, franchise fees, copyright, trade names, trademarks and patent rights paid; severance, termination and redundancy payments; skills development levy; staff training; subscriptions; donations, sponsorships and social investment for non-employees; and other expenditure.
<b>Other income</b>	Includes:  Dividends; government subsidies and incentives; government capital transfers; mineral rights leases; profit on financial and other liabilities: redemption, liquidation and revaluation; profit on foreign loans as a result of variations in foreign exchange rates; provisions; royalties and franchise fees, copyright, trade names and patent rights received; customs duty received; excise duty received; and other income.

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<b>Profit margin</b>	Profit margin is derived as: Net profit or loss after tax <i>divided by</i> turnover <i>multiplied by</i> 100
<b>Statistical unit</b>	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.
<b>Stratum</b>	A stratum is constructed by concatenating the SIC classification and size group variables.
<b>Turnover</b>	Turnover includes: <ul style="list-style-type: none"><li>• the value of sales;</li><li>• amounts received for work done;</li><li>• amounts received for services rendered;</li><li>• rent and/or lease payments received for land and buildings;</li><li>• rent, leasing and hiring received for machinery, vehicles and other equipment; and</li><li>• mineral rights leases.</li></ul> Turnover excludes: <ul style="list-style-type: none"><li>• value added tax (VAT);</li><li>• net profit or loss on sales or revaluation of fixed assets (including profit or loss on foreign exchange);</li><li>• export freight charges;</li><li>• interest received; and</li><li>• excise duty.</li></ul>



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