

## Statistical release P6141.2

# Wholesale trade sales (Preliminary)

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Table A – Key	figures	as at the	end of	August 2007
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Wholesale trade sales estimates	August 2007 (R million)	% change between August 2006 and August 2007	% change between June to August 2006 and June to August 2007	% change between January to August 2006 and January to August 2007
at current prices	71 308	+14,3	+15,6	+18,5
at constant 2000 prices	44 332	+4,4	+4,5	+6,8

Seasonally adjusted estimates	August 2007 (R million)	% change between July and August 2007	% change between March to May 2007 and June to August 2007
at current prices	69 049	+0,6	+2,2
at constant 2000 prices	43 656	+0,4	0,0

#### Key findings as at the end of August 2007

#### Wholesale trade sales increase in real terms

As indicated in table A, wholesale trade sales, at constant (2000) prices, for the three months ending August 2007 increased by 4,5% compared with the three months ending August 2006. Seasonally adjusted wholesale trade sales, at constant (2000) prices, for the three months ending August 2007 remained unchanged compared with the previous three months.

Wholesale trade sales, at constant (2000) prices, for August 2007 increased by 4,4% compared with August 2006. The 4,4% is lower than the 7,8% growth in August 2006.

Wholesale trade sales, at current prices, for the three months ending August 2007 increased by 15,6% compared with the three months ending August 2006. The 15,6% increase is lower than the 16,1% growth for the corresponding period in 2006.

## Table B – Contribution of each type of dealer to the percentage change in wholesale trade sales at current prices

Type of wholesale dealer	Sales June to August 2006 (R million)	Weight 1/	Sales June to August 2007 (R million)	Difference in sales between June to August 2006 and June to August 2007	% change between June to August 2006 and June to August 2007	Contribution (percentage points) percentage change in total sales 2/
Contract or fee basis	6 063	3,4	6 901	838	13,8	0,5
Agricultural raw materials and livestock	8 039	4,5	9 803	1 764	21,9	1,0
Food, beverages and tobacco	30 581	16,9	36 238	5 657	18,5	3,1
Textiles, clothing and footwear	4 646	2,6	4 664	18	0,4	-0,0
Other household goods except precious stones	19 704	10,9	23 204	3 500	17,8	1,9
Precious stones, jewellery and silverware	5 561	3,1	4 046	-1 515	-27,2	-0,8
Solid, liquid and gaseous fuels and related products	33 653	18,6	38 373	4 720	14,0	2,6
Metals and metal ores	7 535	4,2	9 151	1 616	21,4	0,9
Construction and building materials	10 661	5,9	12 946	2 285	21,4	1,3
Other intermediate products, waste and scrap	7 578	4,2	9 937	2 359	31,1	1,3
Machinery, equipment and supplies	33 799	18,7	39 154	5 355	15,8	3,0
Other goods	12 811	7,1	14 395	1 584	12,4	0,9
Total 3/	180 632	100,0	208 815	28 183	15,6	15,6

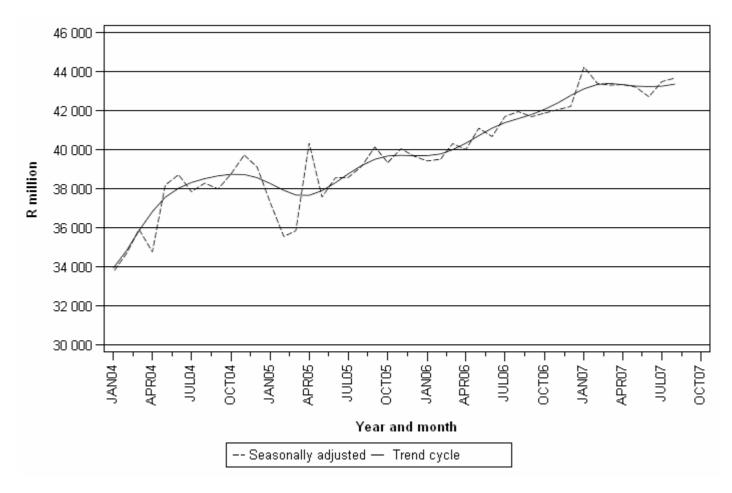
1/ Weight is the percentage contribution of each type of dealer to the total wholesale trade sales for the three months up to the current month of the previous year.

2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of dealer with its corresponding weight.

3/ The figures have been rounded off. Therefore, discrepancies may occur between the sums of the component items and the totals.

Table B above shows that the major contributors to the 15,6% increase in wholesale trade sales at current prices for the three months ending August 2007 compared with the three months ending August 2006 were dealers in food, beverages and tobacco (+3,1 percentage points), dealers in machinery, equipment and supplies (+3,0 percentage points) and dealers in solid, liquid and gaseous fuels and related products (+2,6 percentage points).

Figure 1 below shows the seasonally adjusted and trend patterns for wholesale trade sales at constant (2000) prices between January 2004 and August 2007. The trend cycle shows an upward movement throughout the entire period with the exception of a trough from December 2004 to May 2005. The graph further shows a levelling from March 2007 to date.





P J Lehohla Statistician-General

#### **Detailed results**

Outlined below in table 1 are wholesale trade sales according to type of dealer.

#### Table 1- Total wholesale trade sales according to type of dealer at current prices (R million)

Yea	r and month 1/	Type A	Type B	Type C	Type D	Type E	Type F	Type G	Туре Н	Type I	Type J	Type K	Type L	Total 2/
2006	January	1 813	2 172	9 499	883	5 171	389	8 757	1 711	2 377	2 038	7 964	3 292	46 065
	February	1 928	2 027	9 263	1 222	5 998	1 292	8 900	2 130	2 859	2 274	8 604	4 022	50 519
	March	2 096	2 013	10 002	1 333	5 868	1 693	10 159	2 096	2 994	2 272	10 214	3 936	54 676
	April	1 398	1 767	9 977	1 379	5 876	1 320	9 765	1 781	2 846	1 801	8 053	3 564	49 528
	Мау	2 346	2 319	9 850	1 528	6 537	1 471	10 852	2 363	3 303	2 447	10 445	4 023	57 485
	June	1 646	2 456	10 311	1 405	6 378	1 837	10 370	2 424	3 353	2 285	11 356	4 349	58 172
	July	2 185	2 735	9 801	1 439	6 407	1 726	12 051	2 474	3 622	2 314	10 785	4 536	60 074
	August	2 232	2 848	10 469	1 802	6 919	1 998	11 232	2 637	3 686	2 979	11 658	3 926	62 386
	September	1 948	3 033	11 658	1 803	6 509	1 839	11 963	2 546	3 685	2 756	10 777	3 891	62 408
	October	2 199	2 918	11 485	2 152	7 606	2 148	11 323	2 948	4 236	3 291	11 796	4 380	66 482
	November	2 593	3 730	12 067	2 105	8 678	2 209	11 434	2 889	4 386	3 415	12 073	5 232	70 812
	December	2 274	3 253	13 220	1 410	6 903	1 957	10 679	1 748	2 749	2 331	10 371	4 661	61 554
	Total	24 658	31 271	127 602	18 461	78 850	19 879	127 485	27 747	40 096	30 203	124 096	49 812	700 161
2007	January	1 786	2 527	11 424	1 146	5 961	688	10 141	2 337	3 067	2 735	10 981	4 121	56 916
	February	2 083	3 006	11 284	1 516	7 050	1 156	10 113	2 784	3 846	2 617	11 335	4 259	61 048
	March	2 090	2 641	11 203	1 772	7 012	1 877	11 204	2 829	4 187	2 641	13 108	4 801	65 365
	April	2 259	2 485	10 837	1 625	7 307	1 754	10 572	2 673	3 628	2 659	10 511	3 655	59 964
	Мау	2 179	3 287	11 657	1 702	8 120	1 765	12 173	3 070	4 331	2 957	12 054	4 609	67 902
	June	2 220	3 400	12 077	1 239	7 474	1 796	12 350	2 948	4 373	3 107	12 447	4 573	68 004
	July	2 231	3 252	12 013	1 464	7 605	1 156	12 960	2 907	4 299	3 258	13 421	4 935	69 503
	August	2 450	3 151	12 148	1 961	8 125	1 094	13 063	3 296	4 274	3 572	13 286	4 887	71 308

1/ Preliminary.

2/ The figures have been rounded off. Therefore, discrepancies may occur between the sums of the component items and the totals.

### Description of type of dealers included in indicated group types in Table 1 $^{\prime\prime}$

Group type	Type of dealers included in group type
Туре А	Wholesale trade on a fee or contract basis
Туре В	Wholesale trade in agricultural raw materials and livestock
Туре С	Wholesale trade in food, beverages and tobacco
Type D	Wholesale trade in textiles, clothing and footwear
Type E	Wholesale trade in other household goods except precious stones
Type F	Wholesale trade in precious stones, jewellery and silverware
Type G	Wholesale trade in solid, liquid and gaseous fuels and related products
Туре Н	Wholesale trade in metals and metal ores
Type I	Wholesale trade in construction and building materials
Type J	Wholesale trade in other intermediate products, waste and scrap
Туре К	Wholesale trade in machinery, equipment and supplies
Type L	Wholesale trade in other goods

1/ See note 4 on page 11.

Tables 2 and 3 show wholesale trade sales (actual values and annual percentage changes) at current prices over the period January 2000 to August 2007. Table 4 shows seasonally adjusted wholesale trade sales at current prices over the same period.

Month	2000	2001	2002	2003	2004	2005	2006 1/	2007 1/
January	23 728	28 597	32 599	35 428	37 088	41 500	46 065	56 916
February	26 598	30 786	34 349	40 529	41 888	43 439	50 519	61 048
March	28 946	30 833	36 532	41 693	45 345	46 389	54 676	65 365
April	26 715	29 950	36 395	38 647	40 497	47 706	49 528	59 964
Мау	28 703	31 790	37 077	40 852	48 883	49 615	57 485	67 902
June	28 782	32 351	36 426	42 205	50 337	51 445	58 172	68 004
July	27 852	31 320	35 856	43 009	48 222	51 300	60 074	69 503
August	29 458	31 917	36 956	41 281	49 184	52 846	62 386	71 308
September	29 474	30 522	38 774	42 174	49 744	54 891	62 408	
October	31 832	34 957	43 512	44 415	53 853	56 731	66 482	
November	32 795	36 199	42 940	45 345	57 385	60 794	70 812	
December	30 865	35 200	38 970	38 758	49 512	52 603	61 554	
Total	345 748	384 422	450 386	494 336	571 938	609 259	700 161	

#### Table 2 – Total wholesale trade sales at current prices (R million)

1/ Preliminary.

#### Table 3 – Percentage change in total wholesale trade sales at current prices 1/

Month	2000	2001	2002	2003	2004	2005	2006	2007
January	-	20,5	14,0	8,7	4,7	11,9	11,0	23,6
February	-	15,7	11,6	18,0	3,4	3,7	16,3	20,8
March	-	6,5	18,5	14,1	8,8	2,3	17,9	19,5
April	-	12,1	21,5	6,2	4,8	17,8	3,8	21,1
Мау	-	10,8	16,6	10,2	19,7	1,5	15,9	18,1
June	-	12,4	12,6	15,9	19,3	2,2	13,1	16,9
July	-	12,5	14,5	19,9	12,1	6,4	17,1	15,7
August	-	8,3	15,8	11,7	19,1	7,4	18,1	14,3
September	-	3,6	27,0	8,8	17,9	10,3	13,7	
October	-	9,8	24,5	2,1	21,2	5,3	17,2	
November	-	10,4	18,6	5,6	26,6	5,9	16,5	
December	-	14,0	10,7	-0,5	27,7	6,2	17,0	
Total	-	11,2	17,2	9,8	15,7	6,5	14,9	

1/ The percentage change is the difference between wholesale trade sales of the relevant year and those of the previous year expressed as a percentage.

#### Table 4 – Seasonally adjusted total wholesale trade sales at current prices (R million)

Month	2000	2001	2002	2003	2004	2005	2006	2007
January	26 141	31 617	36 297	39 895	42 272	47 783	53 343	66 049
February	27 191	31 522	35 215	41 868	43 633	45 736	53 595	65 090
March	28 808	30 629	36 336	41 541	45 396	46 602	55 190	66 137
April	27 999	31 634	38 795	41 695	44 196	52 608	54 984	66 795
Мау	28 766	31 711	36 882	40 546	48 565	49 187	56 976	67 233
June	28 853	32 255	36 059	41 579	49 523	50 554	57 182	66 910
July	28 437	31 978	36 460	43 428	48 237	50 946	59 374	68 606
August	29 345	31 935	37 029	41 198	48 678	51 747	60 630	69 049
September	29 058	30 116	38 148	41 328	48 430	53 335	60 553	
October	29 646	32 444	40 301	40 974	49 606	52 269	61 339	
November	30 207	33 140	38 938	40 651	50 914	53 522	62 066	
December	30 667	35 091	38 938	38 937	49 961	53 282	62 351	

Tables 5 and 6 show wholesale trade sales (actual values and annual percentage changes) at constant (2000) prices over the period January 2000 to August 2007. Table 7 shows seasonally adjusted wholesale trade sales at constant prices over the same period.

Month	2000	2001	2002	2003	2004	2005	2006 1/	2007 1/
January	24 691	27 418	28 066	28 241	29 753	32 600	34 351	38 482
February	27 520	29 376	28 987	32 243	33 417	34 003	37 616	41 166
March	29 826	29 351	30 558	33 168	36 204	36 114	40 515	43 475
April	27 067	28 229	29 943	30 758	32 026	36 839	36 338	39 243
Мау	28 978	29 738	30 279	32 866	38 612	38 122	41 716	43 893
June	28 898	30 052	29 627	33 509	39 112	38 944	41 024	43 027
July	27 810	28 933	28 858	33 932	37 512	38 413	41 646	43 439
August	29 095	29 269	29 458	32 697	38 231	39 393	42 468	44 332
September	28 996	27 989	30 933	33 807	38 939	41 163	42 789	
October	31 117	31 606	34 478	35 617	41 958	42 527	45 180	
November	31 716	32 350	33 918	36 495	44 675	45 335	47 797	
December	29 735	31 289	30 904	31 156	38 727	39 197	41 731	
Total	345 449	355 600	366 009	394 489	449 166	462 650	493 171	

#### Table 5 – Total wholesale trade sales at constant 2000 prices (R million)

1/ Preliminary.

#### Table 6 – Percentage change in total wholesale trade sales at constant 2000 prices 1/

Month	2000	2001	2002	2003	2004	2005	2006	2007
January	-	11,0	2,4	0,6	5,4	9,6	5,4	12,0
February	-	6,7	-1,3	11,2	3,6	1,8	10,6	9,4
March	-	-1,6	4,1	8,5	9,2	-0,2	12,2	7,3
April	-	4,3	6,1	2,7	4,1	15,0	-1,4	8,0
Мау	-	2,6	1,8	8,5	17,5	-1,3	9,4	5,2
June	-	4,0	-1,4	13,1	16,7	-0,4	5,3	4,9
July	-	4,0	-0,3	17,6	10,6	2,4	8,4	4,3
August	-	0,6	0,6	11,0	16,9	3,0	7,8	4,4
September	-	-3,5	10,5	9,3	15,2	5,7	4,0	
October	-	1,6	9,1	3,3	17,8	1,4	6,2	
November	-	2,0	4,8	7,6	22,4	1,5	5,4	
December	-	5,2	-1,2	0,8	24,3	1,2	6,5	
Total	-	2,9	2,9	7,8	13,9	3,0	6,6	

1/ The percentage change is the difference between wholesale trade of the relevant year and those of the previous year expressed as a percentage.

#### Table 7 – Seasonally adjusted total wholesale trade sales at constant 2000 prices (R million)

Month	2000	2001	2002	2003	2004	2005	2006	2007
January	27 288	30 371	31 235	31 714	33 718	37 246	39 409	44 218
February	28 154	30 105	29 732	33 274	34 679	35 542	39 500	43 384
March	29 785	29 226	30 368	32 883	35 905	35 837	40 301	43 291
April	28 406	29 822	31 877	33 071	34 761	40 318	39 996	43 320
Мау	29 100	29 675	30 079	32 513	38 175	37 568	41 088	43 200
June	28 981	30 000	29 412	33 150	38 708	38 548	40 660	42 695
July	28 448	29 592	29 430	34 439	37 836	38 563	41 692	43 477
August	29 077	29 391	29 666	32 899	38 279	39 130	41 937	43 656
September	28 246	27 406	30 326	33 119	37 976	40 130	41 678	
October	28 920	29 285	31 903	32 887	38 744	39 330	41 860	
November	29 192	29 601	30 744	32 749	39 715	40 038	42 037	
December	29 580	31 251	30 957	31 348	39 093	39 658	42 201	

#### Table 8 – Estimates and percentage changes in total wholesale trade sales

Outlined below in tables 8.1 and 8.2 are the percentage changes in wholesale trade sales at current prices, constant (2000) prices and seasonally adjusted estimates.

#### Table 8.1 – Quarterly and cumulative estimates and percentage changes

Wholesale trade sales estimates	June to August 2006 (R million)	June To August 2007 (R million)	% change between June to August 2006 and June to August 2007	January to August 2006 (R million)	January to August 2007 (R million)	% change between January to August 2006 and January to August 2007
at current prices	180 632	208 815	+15,6	438 905	520 010	+18,5
at constant 2000 prices	125 138	130 798	+4,5	315 674	337 057	+6,8

#### Table 8.2 – Seasonally adjusted estimates with monthly and quarterly percentage changes

Seasonally adjusted wholesale trade sales estimates	July 2007 (R million)	August 2007 (R million)	% change between July and August 2007	March to May 2007 (R million)	June to August 2007 (R million)	% change between March to May 2007 And June to August 2007
at current prices	68 606	69 049	+0,6	200 165	204 565	+2,2
at constant 2000 prices	43 477	43 656	+0,4	129 811	129 828	0,0

Explanatory notes							
Introduction 1		Statistics South Africa (Stats SA) conducts a monthly survey of the wholesale trade industry, covering wholesale enterprises (see 4 below). This survey is based on a sample drawn from the 2007 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).					
	2	As is usual, information for the latest month has had to be estimated for respondents who have not reported by the cut-off date for production of results. These estimates will be revised in future statistical releases when their reported information becomes available. Published wholesale trade sales estimates exclude VAT.					
Purpose of the survey	3	The results of the monthly wholesale trade sales survey are used to compil estimates of the Gross Domestic Product (GDP) and its components, which ar used in monitoring the state of the economy and formulation of economic policy These statistics are also used in the analysis of comparative business and industr performance.					
Scope of the	4	This survey covers wholesale enterprises according to the following types of dealer:					
survey		<ul> <li>Wholesale trade on a fee or contract basis</li> <li>Sales by commission agents, commodity brokers, auctioneers and other wholesale trade on a fee or contract basis;</li> <li>Wholesale trade in agricultural raw materials and livestock;</li> <li>Wholesale trade in food, beverages and tobacco;</li> <li>Wholesale trade in textiles, clothing and footwear;</li> <li>Wholesale trade in other household goods except precious stones</li> <li>Wholesale trade in household furniture, requisites and appliances, wholesale trade in books and stationery, wholesale trade in pharmaceuticals and toiletries and wholesale trade in other household goods not elsewhere classified;</li> <li>Wholesale trade in precious stones, jewellery and silverware;</li> <li>Wholesale trade in construction and building materials</li> <li>Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies;</li> <li>Wholesale trade in other intermediate products, waste and scrap; and</li> <li>Wholesale trade in other intermediate products, waste and scrap; and</li> <li>Wholesale trade in other intermediate products waste and scrap; and</li> </ul>					
Classification	5	The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> ( <i>SIC</i> ), Fifth Edition, Report No. 09-90-02, 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 (ISIC)</i> with suitable adaptations for local conditions. Statistics in this publication are presented at SIC division (four digit) level. Each enterprise is classified to the industry, which reflects its predominant activity.					
Response rate	6	The preliminary response rate for the survey on wholesale trade sales for August 2007 was 86,9%.					
Statistical unit	7	The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.					
Survey methodology and design	8	The survey is conducted monthly. Questionnaires are sent to a sample of about 1000 enterprises from a population of about 19 000 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Fax and telephone reminders are used to follow up non-respondents.					

	9	The value of sales is obtained monthly from the sample of about 1000 enterprises (which was drawn in April 2007 at the SIC four-digit level) from a population of about 19 000 wholesale enterprises. The wholesale industry is divided into four size groups. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to size groups two (medium sized), three and four (small) enterprises. The total value of sales of the large enterprises (size group one) is added to the weighted totals of size groups two, three and four to reflect the total value of sales.
Weighting methodology	10	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 <u>http://www.statssa.gov.za/publications/publicationsearch.asp.</u>
Constant prices	11	The total sales at constant prices are calculated using a combination of the production price indices for consumption in South Africa and total output of South African industry groups from the Production Price Index (PPI) to deflate the sales at current prices. Sales by type of dealer will not be deflated until suitable deflators are found.
Seasonal adjustment	12	Seasonally adjusted estimates are generated each month, using the X-11 Seasonal Adjustment Program developed by the US Bureau of the Census, 1968. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences, which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour.
Trend cycle	13	The trend is the long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
Reliability of estimates	14	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. Estimates are subject to sampling and non-sampling errors. Preliminary figures are indicated in the tables.
	15	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. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
Revised figures	16	Revised figures are due to respondents reporting revisions or corrections to their figures and late submission of their data to Stats SA. Preliminary figures are indicated in the relevant tables. Data are edited at the enterprise level.
Related publications	17	<ul> <li>Users may also wish to refer to the following publications available from Stats SA -</li> <li>Bulletin of Statistics issued quarterly.</li> </ul>
		• SA Statistics issued annually.
Rounding of figures	18	Where figures have been rounded-off discrepancies may occur between sums of the component items and the totals.

Pre-release policy	19	Stats SA's pre-release policy may be inspected at its Website, www.statssa.gov.za.		
Symbols and abbreviations	20	BSF GDP ISIC SIC SARS Stats SA VAT *	Business sampling frame Gross Domestic Product International Standard Industrial Classification Standard Industrial Classification of all Economic Activities South African Revenue Service Statistics South Africa Value-added tax Revised Figures not available	

#### **Technical note**

Neyman optimal allocation

Before drawing in each of the surveys the population of enterprises on the Business Sampling Frame (BSF) was stratified. Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises. The Neyman optimal allocation formula given below was used to allocate samples to each stratum.

$$n_{h} = \frac{N_{h}S_{h}}{\sum N_{h}S_{h}}$$

where  $N_h$  and  $S_h$  are the stratum population size and the stratum variance, respectively.

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these surveys did not exceed 5,2%.

#### **Class limits**

Enterprise size	Size Group	Lower limits	Upper limits
Very small	4	0	6 000 000
Small	3	6 000 001	32 000 000
Medium	2	32 000 001	64 000 000
Large	1	64 000 001	

#### Glossary

**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 sales activities.

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).

**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.

- **Wholesale trade** Wholesale trade includes the resale (sale without transformation) of new and used goods and products 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 sales of goods to other businesses and institutions.

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