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# Statistical release

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### Wholesale trade sales (Preliminary)

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**Summary of findings: Wholesale trade sales**

**Table A – Key figures as at the end of December 2007**

Wholesale trade sales estimates	December 2007 (R million)	% change between December 2006 and December 2007	% change between October to December 2006 and October to December 2007	% change between January to December 2006 and January to December 2007
At current prices	68 990	+12,1	+15,3	+17,2
At constant 2000 prices	42 547	+2,0	+5,4	+6,2

Seasonally adjusted estimates	December 2007 (R million)	% change between November and December 2007	% change between July to September 2007 and October to December 2007
At current prices	70 446	-1,2	+2,9
At constant 2000 prices	43 318	-2,2	+1,0

**Key findings as at the end of December 2007**

**Wholesale trade sales in real terms moderates**

*Wholesale trade sales, at constant (2000) prices, for the fourth quarter of 2007 increased by 5,4% compared with the fourth quarter of 2006. The corresponding growth in 2006 was 6,0%. Seasonally adjusted wholesale trade sales, at constant (2000) prices, for the fourth quarter of 2007 increased by 1,0% compared with the previous quarter.*

Measured at constant (2000) prices, wholesale trade sales increased by 6,2% in 2007 compared with 2006. The annual growth rate slowed from 6,5% in December 2006 to 2,0% in December 2007 (table 6).

Measured at current prices wholesale trade sales increased by 15,3% in the fourth quarter of 2007 compared with the fourth quarter of 2006. The corresponding growth rate for the fourth quarter of 2006 was 16,9%.

Wholesale trade sales at current prices increased by 12,1% in December 2007 compared with December 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 October to December 2006 (R million)	Weight 1/	Sales October to December 2007 (R million)	Difference in sales between October to December 2006 and October to December 2007	Percentage change between October to December 2006 and October to December 2007	Contribution (percentage points) to the percentage change in total sales 2/
Contract or fee basis	7 066	3,6	6 998	-68	-1,0	0,0
Agricultural raw materials and livestock	9 901	5,0	10 566	665	6,7	0,3
Food, beverages and tobacco	36 772	18,5	42 424	5 652	15,4	2,8
Textiles, clothing and footwear	5 667	2,8	5 988	321	5,7	0,2
Other household goods except precious stones	23 187	11,7	26 324	3 137	13,5	1,6
Precious stones, jewellery and silverware	6 314	3,2	6 022	-292	-4,6	-0,1
Solid, liquid and gaseous fuels and related products	33 436	16,8	41 080	7 644	22,9	3,8
Metals and metal ores	7 585	3,8	8 514	929	12,2	0,5
Construction and building materials	11 371	5,7	12 574	1 203	10,6	0,6
Other intermediate products, waste and scrap	9 037	4,5	10 697	1 660	18,4	0,8
Machinery, equipment and supplies	34 240	17,2	40 091	5 851	17,1	2,9
Other goods	14 273	7,2	18 028	3 755	26,3	1,9
<b>Total 3/</b>	<b>198 848</b>	<b>100,0</b>	<b>229 307</b>	<b>30 459</b>	<b>15,3</b>	<b>15,3</b>

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.

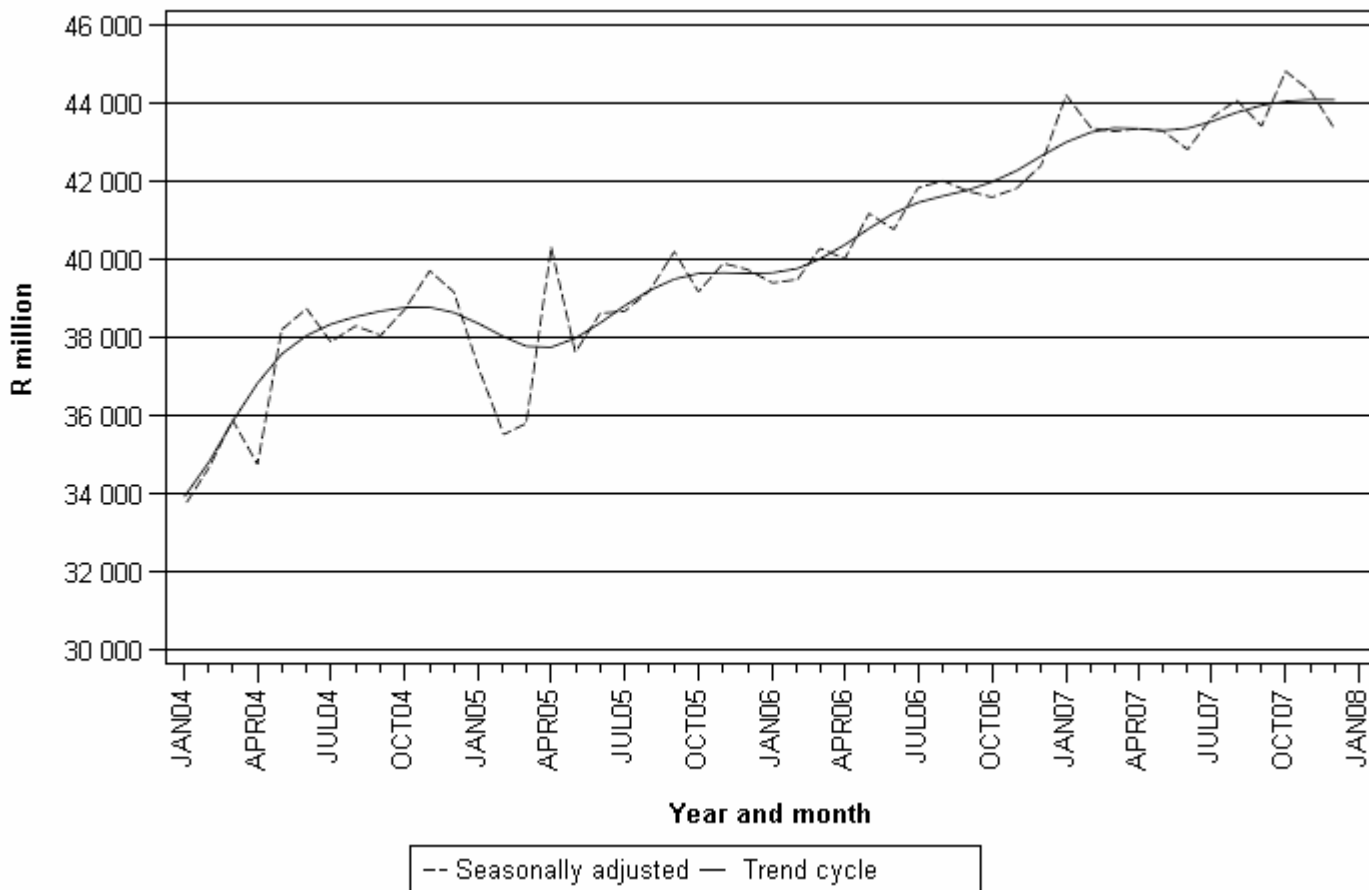
2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of dealer with its corresponding weight.

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 15,3% increase in wholesale trade sales at current prices for the fourth quarter of 2007 compared with the fourth quarter of 2006 were dealers in solid, liquid and gaseous fuels and related products (+3,8 percentage points), dealers in machinery, equipment and supplies (+2,9 percentage points) and dealers in food, beverages and tobacco (+2,8 percentage points).

Figure 1 below shows the seasonally adjusted and trend patterns for wholesale trade sales at constant (2000) prices between January 2004 and December 2007. The trend cycle shows a generally upward movement with the exception of a trough from December 2004 to May 2005. The graph further shows a levelling off in 2007 with a brief recovery between July and September 2007.

**Figure 1 – Wholesale trade sales (at constant 2000 prices)**



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### 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)**

Year and month 1/	Type A	Type B	Type C	Type D	Type E	Type F	Type G	Type H	Type I	Type J	Type K	Type L	Total 2/	
<b>2006</b>	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
	May	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
<b>Total</b>	<b>24 658</b>	<b>31 271</b>	<b>127 602</b>	<b>18 461</b>	<b>78 850</b>	<b>19 879</b>	<b>127 485</b>	<b>27 747</b>	<b>40 096</b>	<b>30 203</b>	<b>124 096</b>	<b>49 812</b>	<b>700 161</b>	
<b>2007</b>	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
	May	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	2 437	3 154	12 071	1 997	8 126	1 102	13 091	3 278	4 326	3 543	13 806	4 923	71 854
	September	2 181	3 114	13 132	2 129	7 907	1 957	12 273	2 856	4 306	3 108	13 082	4 975	71 020
	October	2 296	3 230	13 371	2 392	8 986	2 117	13 464	3 476	4 838	3 845	14 907	5 489	78 411
	November	2 521	3 814	13 800	2 148	9 634	2 208	14 194	3 288	5 121	3 990	14 285	6 902	81 906
	December	2 181	3 522	15 253	1 448	7 704	1 697	13 422	1 750	2 615	2 862	10 899	5 637	68 990
<b>Total</b>	<b>26 464</b>	<b>37 432</b>	<b>148 122</b>	<b>20 578</b>	<b>92 886</b>	<b>19 273</b>	<b>145 957</b>	<b>34 196</b>	<b>48 937</b>	<b>37 322</b>	<b>150 836</b>	<b>58 879</b>	<b>820 883</b>	

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 <sup>1/</sup>**

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

1/ See note 4 on page 10.

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

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

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
May	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	71 854
September	29 474	30 522	38 774	42 174	49 744	54 891	62 408	71 020
October	31 832	34 957	43 512	44 415	53 853	56 731	66 482	78 411
November	32 795	36 199	42 940	45 345	57 385	60 794	70 812	81 906
December	30 865	35 200	38 970	38 758	49 512	52 603	61 554	68 990
<b>Total</b>	<b>345 748</b>	<b>384 422</b>	<b>450 386</b>	<b>494 336</b>	<b>571 938</b>	<b>609 259</b>	<b>700 161</b>	<b>820 883</b>

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
May	-	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	15,2
September	-	3,6	27,0	8,8	17,9	10,3	13,7	13,8
October	-	9,8	24,5	2,1	21,2	5,3	17,2	17,9
November	-	10,4	18,6	5,6	26,6	5,9	16,5	15,7
December	-	14,0	10,7	-0,5	27,7	6,2	17,0	12,1
<b>Total</b>	-	<b>11,2</b>	<b>17,2</b>	<b>9,8</b>	<b>15,7</b>	<b>6,5</b>	<b>14,9</b>	<b>17,2</b>

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	26 140	31 611	36 261	39 820	42 149	47 603	53 157	65 805
February	27 197	31 531	35 230	41 880	43 632	45 692	53 565	65 051
March	28 816	30 630	36 292	41 438	45 218	46 388	54 952	65 842
April	27 994	31 610	38 747	41 624	44 114	52 516	54 949	66 790
May	28 764	31 704	36 880	40 554	48 590	49 252	57 107	67 417
June	28 852	32 258	36 075	41 621	49 593	50 696	57 387	67 174
July	28 454	32 011	36 519	43 513	48 355	51 132	59 621	68 898
August	29 349	31 938	37 034	41 216	48 707	51 849	60 781	69 781
September	29 031	30 102	38 148	41 348	48 543	53 463	60 700	69 015
October	29 644	32 444	40 309	40 992	49 577	52 062	60 951	71 878
November	30 211	33 150	38 957	40 677	50 918	53 353	61 775	71 333
December	30 675	35 118	38 986	38 989	50 113	53 445	62 695	70 446



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

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

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
May	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	44 671
September	28 996	27 989	30 933	33 807	38 939	41 163	42 789	44 527
October	31 117	31 606	34 478	35 617	41 958	42 527	45 180	48 687
November	31 716	32 350	33 918	36 495	44 675	45 335	47 797	50 700
December	29 735	31 289	30 904	31 156	38 727	39 197	41 731	42 547
<b>Total</b>	<b>345 449</b>	<b>355 600</b>	<b>366 009</b>	<b>394 489</b>	<b>449 166</b>	<b>462 650</b>	<b>493 171</b>	<b>523 857</b>

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
May	-	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	5,2
September	-	-3,5	10,5	9,3	15,2	5,7	4,0	4,1
October	-	1,6	9,1	3,3	17,8	1,4	6,2	7,8
November	-	2,0	4,8	7,6	22,4	1,5	5,4	6,1
December	-	5,2	-1,2	0,8	24,3	1,2	6,5	2,0
<b>Total</b>	-	<b>2,9</b>	<b>2,9</b>	<b>7,8</b>	<b>13,9</b>	<b>3,0</b>	<b>6,6</b>	<b>6,2</b>

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	27 286	30 368	31 217	31 681	33 674	37 191	39 388	44 194
February	28 155	30 106	29 735	33 276	34 669	35 506	39 475	43 356
March	29 784	29 225	30 362	32 869	35 875	35 792	40 271	43 263
April	28 404	29 816	31 867	33 056	34 740	40 299	40 007	43 338
May	29 100	29 675	30 082	32 521	38 191	37 609	41 164	43 283
June	28 982	30 001	29 415	33 161	38 728	38 613	40 755	42 802
July	28 454	29 603	29 446	34 464	37 875	38 657	41 822	43 623
August	29 080	29 395	29 671	32 909	38 287	39 179	42 000	44 063
September	28 248	27 409	30 332	33 128	38 043	40 188	41 736	43 401
October	28 921	29 287	31 908	32 892	38 707	39 159	41 580	44 805
November	29 194	29 606	30 752	32 756	39 696	39 887	41 814	44 291
December	29 570	31 242	30 947	31 336	39 151	39 730	42 397	43 318

**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	October to December 2006 (R million)	October to December 2007 (R million)	% change between October to December 2006 and October to December 2007	January to December 2006 (R million)	January to December 2007 (R million)	% change between January to December 2006 and January to December 2007
At current prices	198 848	229 307	+15,3	700 161	820 883	+17,2
At constant 2000 prices	134 708	141 934	+5,4	493 171	523 857	+6,2

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

Seasonally adjusted wholesale trade sales estimates	November 2007 (R million)	December 2007 (R million)	% change between November and December 2007	July to September 2007 (R million)	October to December 2007 (R million)	% change between July to September 2007 and October to December 2007
At current prices	71 333	70 446	-1,2	207 694	213 657	+2,9
At constant 2000 prices	44 291	43 318	-2,2	131 087	132 414	+1,0

**Explanatory notes**

<b>Introduction</b>	1	<p>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).</p> <p>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.</p>
<b>Purpose of the survey</b>	3	<p>The results of the monthly wholesale trade sales survey are used to compile estimates of the Gross Domestic Product (GDP) and its components, which are 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 industry performance.</p>
<b>Scope of the survey</b>	4	<p>This survey covers wholesale enterprises according to the following types of dealer:</p> <ul style="list-style-type: none"> <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 solid, liquid and gaseous fuels and related products;</li> <li>• Wholesale trade in metals and metal ores;</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 machinery, equipment and supplies;</li> <li>• Wholesale trade in other intermediate products, waste and scrap; and</li> <li>• Wholesale trade in other goods</li> <li>• General wholesale trade and other wholesale trade not elsewhere classified.</li> </ul>
<b>Classification</b>	5	<p>The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities (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.</p>
<b>Response rate</b>	6	<p>The preliminary response rate for the survey on wholesale trade sales for December 2007 was 89,9%.</p>
<b>Statistical unit</b>	7	<p>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.</p>
<b>Survey methodology and design</b>	8	<p>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.</p>

- 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 <http://www.statssa.gov.za/publications/publicationsearch.asp>.
- 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 Users may also wish to refer to the following publications available from Stats SA -
- *Bulletin of Statistics* issued quarterly.
  - *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.

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<b>Pre-release policy</b>	<b>19</b>	Stats SA's pre-release policy may be inspected at its Website, <a href="http://www.statssa.gov.za">www.statssa.gov.za</a> .	
<b>Symbols and abbreviations</b>	<b>20</b>	BSF	Business sampling frame
		GDP	Gross Domestic Product
		ISIC	International Standard Industrial Classification
		SIC	Standard Industrial Classification of all Economic Activities
		SARS	South African Revenue Service
		Stats SA	Statistics South Africa
		VAT	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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