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Statistical release

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Wholesale trade sales (Preliminary)

December 2011

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Results for December 2011

Table A – Key figures for wholesale trade sales

Actual wholesale trade sales estimates	December 2011 (R million)	% change between December 2010 and December 2011	% change between October to December 2010 and October to December 2011	% change between January to December 2010 and January to December 2011
At current prices	104 319	15,2	16,6	13,7
At constant 2000 prices	50 727	6,1	7,0	6,3

Seasonally adjusted estimates	December 2011 (R million)	% change between November and December 2011	% change between July to September 2011 and October to December 2011
At current prices	101 211	0,9	2,8
At constant 2000 prices	48 798	0,4	0,6

Wholesale trade sales in real terms

Measured in real terms (constant 2000 prices), seasonally adjusted wholesale trade sales increased by 0,4% in December 2011 compared with November 2011. This followed month-on-month changes of 1,6% in November 2011 and -3,3% in October 2011.

In real terms, annual wholesale trade sales increased by 6,3% in 2011 compared with 2010, while sales increased by 6,1% year-on-year in December 2011.

Wholesale trade sales in nominal terms

Measured in nominal terms (current prices), wholesale trade sales increased by 16,6% for the fourth quarter of 2011 compared with the fourth quarter of 2010. The major contributor to this increase was dealers in solid, liquid and gaseous fuels and related products (38,5% and contributing 7,5 percentage points), followed by dealers in other household goods except precious stones (17,7% and contributing 1,9 percentage points) and dealers in machinery, equipment and supplies (11,2% and contributing 1,8 percentage points) – see Table B on page 3.

In nominal terms, annual wholesale trade sales increased by 13,7% in 2011 compared with 2010, while sales increased by 15,2% year-on-year in December 2011.

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

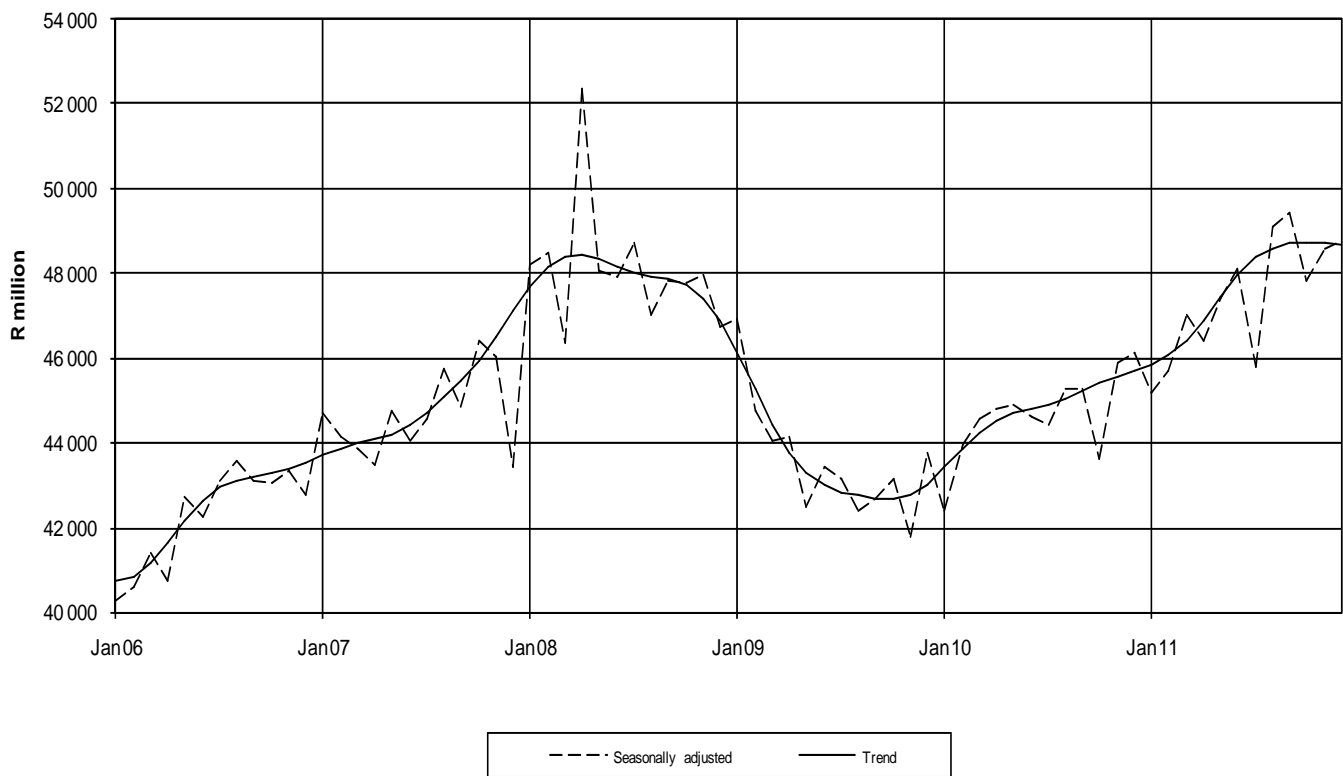
Type of wholesale dealer	Sales October to December 2010 (R million)	Weight 1/	Sales October to December 2011 (R million)	Difference in sales between October to December 2010 and October to December 2011 (R million)	% change between October to December 2010 and October to December 2011	Contribution (% points) to the % change in total sales 2/
Fee or contract basis	17 685	6,4	18 198	513	2,9	0,2
Agricultural raw materials and livestock	12 969	4,7	17 687	4 718	36,4	1,7
Food, beverages and tobacco	46 918	17,1	49 429	2 511	5,4	0,9
Textiles, clothing and footwear	9 007	3,3	9 389	382	4,2	0,1
Other household goods except precious stones	28 896	10,5	34 012	5 116	17,7	1,9
Precious stones, jewellery and silverware	2 207	0,8	2 169	-38	-1,7	0,0
Solid, liquid and gaseous fuels and related products	53 792	19,6	74 525	20 733	38,5	7,5
Metals and metal ores	8 887	3,2	9 864	977	11,0	0,4
Construction and building materials	13 651	5,0	15 881	2 230	16,3	0,8
Other intermediate products, waste and scrap	12 534	4,6	14 053	1 519	12,1	0,6
Machinery, equipment and supplies	42 977	15,7	47 778	4 801	11,2	1,8
Other goods	25 067	9,1	27 321	2 254	9,0	0,8
Total 3/	274 590	100,0	320 306	45 716	16,6	16,6

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, divided by 100.

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

Figure 1 – Wholesale trade sales at constant 2000 prices



PJ Lehohla
Statistician-General

Tables

Table 1 – 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/	
2010	January	4 816	2 963	12 591	1 683	7 247	230	13 738	2 571	3 167	3 002	10 593	5 978	68 579
	February	5 585	3 329	13 023	2 152	8 141	786	13 984	2 765	3 813	3 506	12 428	7 026	76 538
	March	6 028	3 291	13 162	2 484	9 071	603	15 723	3 136	4 528	3 733	14 808	7 674	84 241
	April	4 847	2 988	12 584	2 521	9 037	614	14 837	3 124	4 240	3 068	12 874	6 857	77 592
	May	5 280	3 378	13 758	2 255	9 220	769	16 305	3 235	4 510	3 237	13 223	7 107	82 276
	June	5 304	3 852	13 602	2 118	8 817	746	17 531	3 268	4 324	3 405	14 022	6 950	83 938
	July	5 981	4 527	13 549	2 286	8 389	856	16 927	3 059	4 535	3 300	12 902	7 596	83 907
	August	5 601	3 774	14 388	2 583	9 227	603	17 208	2 999	4 524	3 557	13 811	7 447	85 721
	September	5 989	3 756	14 872	3 062	9 153	573	16 064	3 025	4 714	3 813	14 490	7 577	87 088
	October	5 247	4 029	13 309	3 143	9 550	891	17 461	3 234	4 697	4 099	13 720	7 539	86 919
	November	5 719	4 626	16 036	3 452	10 494	713	17 833	3 330	5 297	4 903	15 407	9 319	97 130
	December	6 719	4 314	17 573	2 412	8 852	603	18 498	2 323	3 657	3 532	13 850	8 209	90 541
Total	67 116	44 827	168 447	30 151	107 198	7 987	196 109	36 069	52 006	43 155	162 128	89 279	1 004 470	
2011	January	4 529	3 711	12 954	1 941	7 381	250	17 695	2 799	3 694	3 613	10 883	6 518	75 966
	February	5 032	3 984	13 461	2 316	8 498	420	18 388	3 344	4 491	4 086	12 846	6 971	83 836
	March	5 762	4 379	14 347	2 909	9 441	844	20 985	3 834	5 031	3 870	15 459	7 796	94 658
	April	5 615	3 763	13 084	2 578	8 884	526	20 145	3 051	4 217	2 878	12 670	7 239	84 651
	May	6 368	4 860	14 141	2 474	9 723	866	19 599	3 712	4 637	3 622	13 567	7 777	91 346
	June	5 344	4 919	13 833	2 164	10 456	1 025	21 819	3 703	4 968	3 873	15 536	7 596	95 235
	July	6 088	5 378	13 859	2 481	9 804	665	22 387	3 083	4 689	3 437	12 853	7 408	92 133
	August	5 999	5 561	15 835	2 899	10 304	729	22 117	3 814	5 108	3 959	15 589	7 864	99 778
	September	6 333	5 877	15 061	3 101	10 956	597	22 586	3 766	5 600	4 886	17 644	7 480	103 886
	October	5 992	5 686	14 889	3 397	11 486	600	23 177	3 854	5 413	5 004	16 166	8 324	103 988
	November	5 499	6 198	16 257	3 577	12 615	612	26 135	3 854	6 162	5 084	16 083	9 923	111 999
	December	6 707	5 803	18 283	2 415	9 911	957	25 213	2 156	4 306	3 965	15 529	9 074	104 319
Total	69 268	60 119	176 004	32 252	119 459	8 091	260 246	40 970	58 316	48 277	174 825	93 970	1 141 795	

1/ Figures are 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 dealer included in a specific group type as indicated in Table 1 ^{1/}

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

1/ See note 4 on page 9 for more detailed specifications.

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

Month	2004	2005	2006	2007	2008	2009	2010 ^{1/}	2011 ^{1/}
January	38 754	43 364	48 134	59 473	71 107	74 908	68 579	75 966
February	43 769	45 391	52 787	63 791	77 980	76 282	76 538	83 836
March	47 382	48 472	57 132	68 300	81 364	80 764	84 241	94 658
April	42 315	49 848	51 753	62 658	85 056	73 272	77 592	84 651
May	51 079	51 844	60 066	70 952	88 387	74 302	82 276	91 346
June	52 598	53 756	60 785	71 058	89 782	76 383	83 938	95 235
July	50 388	53 604	62 772	72 625	93 161	77 126	83 907	92 133
August	51 394	55 219	65 187	75 081	90 390	75 847	85 721	99 778
September	51 978	57 356	65 211	74 209	91 455	77 114	87 088	103 886
October	56 271	59 279	69 468	81 932	95 706	81 995	86 919	103 988
November	59 962	63 525	73 992	85 679	99 374	84 262	97 130	111 999
December	51 736	54 966	64 317	72 340	86 541	81 536	90 541	104 319
Total	597 626	636 624	731 604	858 098	1 050 303	933 791	1 004 470	1 141 795

1/ Preliminary.

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

Month	2004	2005	2006	2007	2008	2009	2010	2011
January	4,7	11,9	11,0	23,6	19,6	5,3	-8,4	10,8
February	3,4	3,7	16,3	20,8	22,2	-2,2	0,3	9,5
March	8,8	2,3	17,9	19,5	19,1	-0,7	4,3	12,4
April	4,8	17,8	3,8	21,1	35,7	-13,9	5,9	9,1
May	19,7	1,5	15,9	18,1	24,6	-15,9	10,7	11,0
June	19,3	2,2	13,1	16,9	26,4	-14,9	9,9	13,5
July	12,1	6,4	17,1	15,7	28,3	-17,2	8,8	9,8
August	19,1	7,4	18,1	15,2	20,4	-16,1	13,0	16,4
September	17,9	10,3	13,7	13,8	23,2	-15,7	12,9	19,3
October	21,2	5,3	17,2	17,9	16,8	-14,3	6,0	19,6
November	26,6	5,9	16,5	15,8	16,0	-15,2	15,3	15,3
December	27,7	6,2	17,0	12,5	19,6	-5,8	11,0	15,2
Total	15,7	6,5	14,9	17,3	22,4	-11,1	7,6	13,7

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

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

Month	2004	2005	2006	2007	2008	2009	2010	2011
January	44 180	49 831	55 404	68 291	81 391	85 630	78 535	87 106
February	45 683	47 826	56 010	68 021	83 197	81 244	81 472	89 225
March	47 290	48 480	57 229	68 260	80 914	79 842	82 986	93 047
April	45 260	53 573	55 743	67 468	91 494	78 676	83 230	90 683
May	50 789	51 514	59 832	70 878	88 754	74 929	83 373	92 844
June	51 811	53 002	60 063	70 494	89 344	76 122	83 663	94 928
July	50 476	53 322	62 056	71 570	91 720	76 016	82 865	91 092
August	50 977	54 396	63 989	73 703	88 962	74 933	84 971	99 060
September	50 852	56 131	63 848	72 784	89 723	75 559	85 085	101 341
October	52 047	54 834	64 377	76 093	89 245	76 788	81 787	98 091
November	53 512	56 336	65 600	76 120	88 726	75 342	86 975	100 348
December	52 319	55 702	64 938	72 547	85 927	80 070	88 168	101 211

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

Month	2004	2005	2006	2007	2008	2009	2010 ^{1/}	2011 ^{1/}
January	30 723	33 454	35 309	39 340	42 555	41 438	37 293	39 639
February	34 464	34 890	38 700	41 940	46 002	42 389	41 499	43 054
March	37 314	37 056	41 637	44 208	46 930	44 831	45 483	48 117
April	33 032	37 816	37 386	39 925	48 168	40 733	41 430	42 984
May	39 761	39 145	42 811	44 610	47 560	41 792	43 920	46 255
June	40 855	40 532	42 703	44 247	47 921	43 337	44 542	48 073
July	39 243	40 030	43 420	44 949	49 155	43 501	44 726	46 034
August	39 872	41 105	44 107	46 280	47 459	42 710	45 551	49 331
September	40 005	42 393	43 880	45 636	48 769	43 610	46 469	50 832
October	43 009	43 710	46 273	49 823	51 156	46 049	46 368	50 719
November	45 843	46 600	48 878	51 907	53 878	46 892	51 450	54 428
December	39 721	40 293	42 604	43 694	47 530	45 008	47 814	50 727
Total	463 842	477 024	507 708	536 559	577 083	522 290	536 545	570 193

1/ Preliminary.

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

Month	2004	2005	2006	2007	2008	2009	2010	2011
January	4,6	8,9	5,5	11,4	8,2	-2,6	-10,0	6,3
February	2,9	1,2	10,9	8,4	9,7	-7,9	-2,1	3,7
March	8,4	-0,7	12,4	6,2	6,2	-4,5	1,5	5,8
April	3,3	14,5	-1,1	6,8	20,6	-15,4	1,7	3,8
May	16,7	-1,5	9,4	4,2	6,6	-12,1	5,1	5,3
June	15,9	-0,8	5,4	3,6	8,3	-9,6	2,8	7,9
July	9,9	2,0	8,5	3,5	9,4	-11,5	2,8	2,9
August	15,9	3,1	7,3	4,9	2,5	-10,0	6,7	8,3
September	14,0	6,0	3,5	4,0	6,9	-10,6	6,6	9,4
October	16,6	1,6	5,9	7,7	2,7	-10,0	0,7	9,4
November	21,2	1,7	4,9	6,2	3,8	-13,0	9,7	5,8
December	23,3	1,4	5,7	2,6	8,8	-5,3	6,2	6,1
Total	12,9	2,8	6,4	5,7	7,6	-9,5	2,7	6,3

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

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

Month	2004	2005	2006	2007	2008	2009	2010	2011
January	34 844	38 167	40 246	44 686	48 203	46 955	42 408	45 198
February	35 810	36 464	40 593	44 151	48 515	44 761	43 966	45 704
March	37 102	36 823	41 396	43 849	46 350	44 035	44 544	47 044
April	35 654	41 080	40 753	43 497	52 383	44 143	44 819	46 429
May	39 492	38 865	42 710	44 742	48 071	42 483	44 899	47 418
June	40 146	39 938	42 253	44 046	47 910	43 415	44 602	48 111
July	39 285	39 890	43 105	44 567	48 726	43 167	44 448	45 775
August	39 633	40 677	43 562	45 764	47 003	42 410	45 298	49 102
September	39 265	41 652	43 107	44 836	47 830	42 660	45 287	49 447
October	39 924	40 612	43 058	46 406	47 779	43 158	43 627	47 830
November	40 967	41 354	43 321	46 046	47 992	41 776	45 897	48 601
December	40 180	40 720	42 762	43 444	46 757	43 775	46 146	48 798

Table 8 – Quarterly and annual cumulative estimates and percentage changes

Actual wholesale trade sales estimates	October to December 2010 (R million)	October to December 2011 (R million)	% change between October to December 2010 and October to December 2011	January to December 2010 (R million)	January to December 2011 (R million)	% change between January to December 2010 and January to December 2011
At current prices	274 590	320 306	16,6	1 004 470	1 141 795	13,7
At constant 2000 prices	145 632	155 874	7,0	536 545	570 193	6,3

Table 9 – Seasonally adjusted monthly and quarterly estimates and percentage changes

Seasonally adjusted wholesale trade sales estimates	November 2011 (R million)	December 2011 (R million)	% change between November and December 2011	July to September 2011 (R million)	October to December 2011 (R million)	% change between July to September 2011 and October to December 2011
At current prices	100 348	101 211	0,9	291 493	299 650	2,8
At constant 2000 prices	48 601	48 798	0,4	144 324	145 229	0,6

Explanatory notes

Introduction	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 2011 business sampling frame (BSF) that contains businesses registered for value added tax (VAT).</p> <p>As is usual, information for the latest month 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>
Purpose of the survey	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>
Scope of the survey	4	<p>This survey covers wholesale enterprises according to the following types of dealer:</p> <ul style="list-style-type: none"> • Wholesale trade on a fee or contract basis – sales by commission agents, commodity brokers, auctioneers and other wholesale trade on a fee or contract basis; • Wholesale trade in agricultural raw materials and livestock; • Wholesale trade in food, beverages and tobacco; • Wholesale trade in textiles, clothing and footwear; • Wholesale trade in other household goods except precious stones; • 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; • Wholesale trade in precious stones, jewellery and silverware; • Wholesale trade in solid, liquid and gaseous fuels and related products; • Wholesale trade in metals and metal ores; • Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies; • Wholesale trade in machinery, equipment and supplies; • Wholesale trade in other intermediate products, waste and scrap; • Wholesale trade in other goods; and • General wholesale trade and other wholesale trade not classified elsewhere.
Classification	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. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digit) level.</p>
Collection rate	6	<p>The preliminary collection rate for the survey on wholesale trade sales for December 2011 was 87,5%. The improved collection rate for the survey on wholesale trade sales for November 2011 was 92,1%.</p>
Statistical unit	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>
Survey methodology and design	8	<p>The survey is conducted monthly. Questionnaires are sent to a sample of about 1 000 enterprises from a population of about 20 000 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 1 000 enterprises (which was drawn in April 2011 at the SIC four-digit level) from a population of about 20 000 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 the remaining size groups (medium, small and very small size 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 group 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 Stats SA compiles its monthly estimates of wholesale trade sales at current prices from a survey of wholesalers in the formal sector. To arrive at estimates of wholesale trade sales at constant prices, sales at current prices are deflated using the “all groups” producer price index (PPI) excluding ‘Electricity, gas, steam and water’.
- 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.
- 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-off of figures** 18 Where figures have been rounded off discrepancies may occur between sums of the component items and the totals.

Symbols and abbreviations

19	BR	Business register
	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

A stratified random sample was drawn from the population of enterprises on Stats SA’s business sampling frame (BSF). 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.

$$n_h = \frac{N_h S_h}{\sum N_h S_h}$$

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 strata did not exceed 5,6%.

Class limits

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	0	24 000 000
Small	3	24 000 001	128 000 000
Medium	2	128 000 001	256 000 000
Large	1	256 000 001	

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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