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# Statistical release

## P6141.2

### Wholesale trade sales (Preliminary)

February 2007

**Embargoed until:  
19 April 2007  
11:00**

**Enquiries:**

User Information Services  
(012) 310 8600 / 4892 / 8390

**Forthcoming issue:**

March 2007

**Expected release date**

17 May 2007

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**Summary of findings: Wholesale trade sales**

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

Wholesale trade sales estimates	February 2007 (R million)	% change between February 2006 and February 2007	% change between December 2005 to February 2006 and December 2006 to February 2007	% change between January to February 2006 and January to February 2007
at current prices	60 477	+19,8	+20,0	+21,6
at constant 2000 prices	40 780	+8,5	+8,9	+10,2

Seasonally adjusted estimates	February 2007 (R million)	% change between January and February 2007	% change between September to November 2006 and December 2006 to February 2007
at current prices	64 779	-2,1	+5,1
at constant 2000 prices	43 342	-2,3	+3,6

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

**Wholesale trade sales increase in real terms**

*As indicated in table A, wholesale trade sales, at constant (2000) prices, for the three months up to February 2007 increased by 8,9% compared with the three months up to February 2006. Seasonally adjusted wholesale trade sales, at constant (2000) prices, for the three months up to February 2007 increased by 3,6% compared with the previous three months.*

Wholesale trade sales, at constant (2000) prices, for February 2007 increased by 8,5% compared with February 2006. The 8,5% is lower than the 10,6% growth in February 2006.

**Wholesale trade sales increase at current prices**

*Wholesale trade sales, at current prices, for the three months up to February 2007 increased by 20,0% compared with the same period in 2006. The 20,0% increase is higher than the 11,0% growth for the corresponding period in 2006.*

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

Type of wholesale dealer	Sales December 2005 to February 2006 (R million)	Weight 1/	Sales December 2006 to February 2007 (R million)	Difference in sales between December 2005 to February 2006 and December 2006 to February 2007	% change between December 2005 to February 2006 and December 2006 to February 2007	Contribution (percentage points) percentage change in total sales 2/
Contract or fee basis	8 152	5,5	8 118	-34	-0,4	0,0
Agricultural raw materials and livestock	5 824	3,9	7 807	1 983	34,0	1,3
Food, beverages and tobacco	31 102	20,9	36 543	5 441	17,5	3,7
Textiles, clothing and footwear	4 027	2,7	5 085	1 058	26,3	0,7
Other household goods except precious stones	16 931	11,4	19 630	2 699	15,9	1,8
Precious stones, jewellery and silverware	3 061	2,1	3 286	225	7,4	0,2
Solid, liquid and gaseous fuels and related products	26 072	17,5	29 148	3 076	11,8	2,1
Metals and metal ores	4 907	3,3	6 475	1 568	32,0	1,1
Construction and building materials	7 402	5,0	9 631	2 229	30,1	1,5
Other intermediate products, waste and scrap	5 075	3,4	6 259	1 184	23,3	0,8
Machinery, equipment and supplies	25 641	17,2	34 259	8 618	33,6	5,8
Other goods	10 925	7,3	12 647	1 722	15,8	1,2
<b>Total 3/</b>	<b>149 119</b>	<b>100,0</b>	<b>178 893</b>	<b>29 774</b>	<b>20,0</b>	<b>20,0</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.

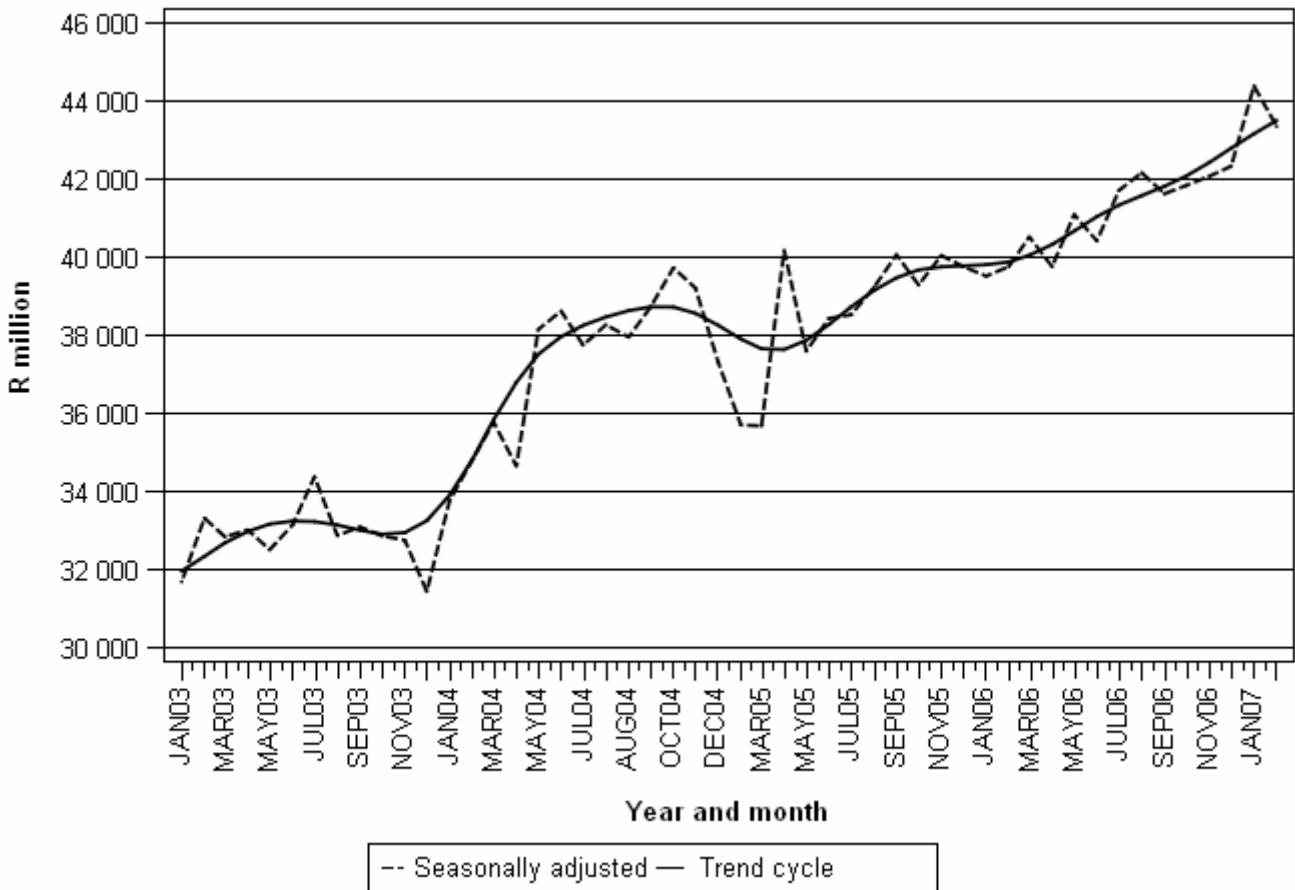
2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of dealer with its corresponding weight.

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 20,0% increase in wholesale trade sales at current prices for the three months up to February 2007 compared with the three months up to February 2006 were dealers in machinery, equipment and supplies (contributing +5,8 percentage points), dealers in food, beverages and tobacco (contributing +3,7 percentage points) and dealers in solid, liquid and gaseous fuels (contributing +2,1 percentage points).

Figure 1 below shows the seasonally adjusted and trend patterns for wholesale trade sales at constant (2000) prices between January 2003 and February 2007. The trend cycle shows an upward movement throughout the entire period with the exception of two troughs during the periods September to December 2003 and November 2004 to May 2005.

**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/	
2005	January	1 687	2 142	8 299	1 087	3 901	1 356	6 309	1 495	2 284	1 658	7 679	3 585	41 481
	February	1 943	2 070	8 487	1 478	3 966	744	6 822	1 738	2 532	1 573	8 777	3 289	43 419
	March	2 074	1 712	8 793	1 619	4 604	1 633	7 474	1 676	2 598	1 741	8 764	3 680	46 368
	April	2 047	1 716	9 198	1 590	4 680	1 619	7 961	1 725	2 788	1 644	9 084	3 632	47 685
	May	2 668	1 694	9 486	1 461	4 823	1 864	8 042	1 878	2 915	1 746	9 298	3 718	49 593
	June	3 073	1 873	9 404	1 359	4 881	1 678	9 581	1 794	2 849	2 005	9 279	3 644	51 422
	July	3 353	1 715	9 936	1 490	5 022	886	9 386	1 858	3 116	1 799	8 830	3 885	51 277
	August	3 112	1 799	8 970	1 769	5 345	1 264	10 100	1 955	3 127	1 884	9 467	4 030	52 822
	September	2 784	1 782	9 509	1 936	5 627	1 814	10 162	1 970	3 164	2 087	10 124	3 907	54 866
	October	3 176	1 860	10 133	2 042	6 237	1 862	10 344	1 945	3 224	2 141	9 754	3 986	56 705
	November	3 660	2 392	10 373	2 205	7 196	1 945	9 691	2 203	3 576	2 308	10 524	4 695	60 767
	December	3 266	2 082	12 003	1 395	5 939	1 445	9 426	1 291	2 182	1 559	8 050	3 941	52 579
<b>Total</b>	<b>32 843</b>	<b>22 837</b>	<b>114 591</b>	<b>19 431</b>	<b>62 221</b>	<b>18 110</b>	<b>105 298</b>	<b>21 528</b>	<b>34 355</b>	<b>22 145</b>	<b>109 630</b>	<b>45 992</b>	<b>608 984</b>	
2006	January	2 368	1 936	9 671	1 104	5 090	374	8 257	1 611	2 370	1 662	8 457	3 144	46 044
	February	2 518	1 806	9 428	1 528	5 902	1 242	8 389	2 005	2 850	1 854	9 134	3 840	50 496
	March	2 731	1 810	10 158	1 663	5 762	1 624	10 118	1 970	2 978	1 849	10 866	3 750	55 278
	April	1 827	1 576	10 162	1 725	5 786	1 270	9 211	1 678	2 839	1 470	8 556	3 405	49 506
	May	3 057	2 062	10 004	1 906	6 419	1 411	10 207	2 220	3 286	1 991	11 065	3 833	57 459
	June	2 151	2 190	10 502	1 758	6 281	1 767	9 782	2 284	3 345	1 865	12 065	4 156	58 146
	July	2 856	2 439	9 984	1 800	6 310	1 660	11 370	2 331	3 614	1 889	11 460	4 335	60 047
	August	2 914	2 536	10 650	2 251	6 805	1 919	10 582	2 481	3 673	2 428	12 370	3 747	62 358
	September	2 548	2 706	11 883	2 257	6 414	1 770	11 293	2 400	3 679	2 251	11 458	3 721	62 380
	October	2 871	2 600	11 688	2 690	7 484	2 064	10 672	2 775	4 222	2 683	12 522	4 182	66 452
	November	3 387	3 325	12 286	2 633	8 543	2 124	10 782	2 721	4 374	2 786	12 822	4 998	70 780
	December	2 968	2 896	13 445	1 761	6 787	1 879	10 058	1 644	2 738	1 899	11 002	4 447	61 526
<b>Total</b>	<b>32 196</b>	<b>27 882</b>	<b>129 861</b>	<b>23 076</b>	<b>77 583</b>	<b>19 104</b>	<b>120 721</b>	<b>26 120</b>	<b>39 968</b>	<b>24 627</b>	<b>131 777</b>	<b>47 558</b>	<b>700 472</b>	
2007	January	2 336	2 255	11 643	1 435	5 874	662	9 572	2 203	3 062	2 233	11 674	3 940	56 890
	February	2 814	2 656	11 455	1 889	6 969	745	9 518	2 628	3 831	2 127	11 583	4 260	60 477

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/**

<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 values and percentage changes at current prices over the period January 2000 to February 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	23 717	28 584	32 584	35 412	37 071	41 481	46 044	56 890
February	26 586	30 772	34 334	40 511	41 869	43 419	50 496	60 477
March	28 933	30 819	36 516	41 674	45 325	46 368	55 278	
April	26 703	29 937	36 379	38 630	40 479	47 685	49 506	
May	28 690	31 776	37 060	40 834	48 861	49 593	57 459	
June	28 769	32 336	36 410	42 186	50 314	51 422	58 146	
July	27 839	31 306	35 840	42 990	48 200	51 277	60 047	
August	29 445	31 903	36 939	41 262	49 162	52 822	62 358	
September	29 461	30 508	38 757	42 155	49 722	54 866	62 380	
October	31 818	34 941	43 492	44 395	53 829	56 705	66 452	
November	32 780	36 183	42 921	45 325	57 359	60 767	70 780	
December	30 851	35 184	38 952	38 741	49 490	52 579	61 526	
<b>Total</b>	<b>345 592</b>	<b>384 249</b>	<b>450 184</b>	<b>494 115</b>	<b>571 681</b>	<b>608 984</b>	<b>700 472</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	19,8
March	-	6,5	18,5	14,1	8,8	2,3	19,2	
April	-	12,1	21,5	6,2	4,8	17,8	3,8	
May	-	10,8	16,6	10,2	19,7	1,5	15,9	
June	-	12,4	12,6	15,9	19,3	2,2	13,1	
July	-	12,5	14,5	19,9	12,1	6,4	17,1	
August	-	8,3	15,8	11,7	19,1	7,4	18,1	
September	-	3,6	27,0	8,8	18,0	10,3	13,7	
October	-	9,8	24,5	2,1	21,3	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	
<b>Total</b>	-	<b>11,2</b>	<b>17,2</b>	<b>9,8</b>	<b>15,7</b>	<b>6,5</b>	<b>15,0</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	26 162	31 640	36 322	39 929	42 336	47 835	53 407	66 185
February	27 201	31 537	35 246	41 923	43 751	45 845	53 762	64 779
March	28 793	30 609	36 270	41 393	45 072	46 178	55 151	
April	27 987	31 591	38 701	41 552	43 959	52 271	54 481	
May	28 760	31 701	36 871	40 534	48 536	49 232	57 005	
June	28 848	32 244	36 047	41 562	49 419	50 425	56 871	
July	28 437	31 966	36 437	43 396	48 214	51 017	59 589	
August	29 300	31 898	36 997	41 178	48 706	51 945	61 096	
September	28 960	30 053	38 107	41 317	48 452	53 328	60 576	
October	29 631	32 421	40 274	40 968	49 636	52 294	61 423	
November	30 213	33 145	38 948	40 691	50 988	53 604	62 214	
December	30 688	35 135	39 017	39 051	50 123	53 454	62 587	



Tables 5 and 6 show wholesale trade sales values and percentage changes at constant prices over the period January 2000 to February 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	24 680	27 406	28 053	28 228	29 740	32 586	34 336	38 465
February	27 508	29 363	28 974	32 228	33 402	33 987	37 600	40 780
March	29 812	29 337	30 545	33 154	36 188	36 098	40 962	
April	27 055	28 216	29 929	30 744	32 012	36 822	36 321	
May	28 965	29 725	30 265	32 851	38 595	38 104	41 697	
June	28 885	30 038	29 614	33 494	39 094	38 926	41 006	
July	27 797	28 920	28 845	33 917	37 495	38 396	41 627	
August	29 081	29 255	29 445	32 683	38 214	39 375	42 449	
September	28 983	27 976	30 919	33 792	38 921	41 144	42 770	
October	31 103	31 592	34 463	35 601	41 939	42 508	45 159	
November	31 702	32 335	33 903	36 479	44 655	45 315	47 776	
December	29 722	31 275	30 890	31 142	38 710	39 180	41 713	
<b>Total</b>	<b>345 293</b>	<b>355 438</b>	<b>365 845</b>	<b>394 313</b>	<b>448 965</b>	<b>462 441</b>	<b>493 416</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	8,5
March	-	-1,6	4,1	8,5	9,2	-0,2	13,5	
April	-	4,3	6,1	2,7	4,1	15,0	-1,4	
May	-	2,6	1,8	8,5	17,5	-1,3	9,4	
June	-	4,0	-1,4	13,1	16,7	-0,4	5,3	
July	-	4,0	-0,3	17,6	10,5	2,4	8,4	
August	-	0,6	0,6	11,0	16,9	3,0	7,8	
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	
<b>Total</b>	-	<b>2,9</b>	<b>2,9</b>	<b>7,8</b>	<b>13,9</b>	<b>3,0</b>	<b>6,7</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	27 206	30 284	31 172	31 686	33 760	37 308	39 509	44 375
February	28 146	30 102	29 745	33 314	34 800	35 699	39 754	43 342
March	29 771	29 215	30 349	32 835	35 773	35 675	40 514	
April	28 394	29 799	31 835	33 014	34 647	40 166	39 751	
May	29 093	29 669	30 072	32 505	38 146	37 586	41 086	
June	28 972	29 991	29 404	33 137	38 616	38 428	40 410	
July	28 421	29 553	29 378	34 372	37 744	38 518	41 702	
August	29 082	29 387	29 653	32 868	38 263	39 216	42 156	
September	28 234	27 392	30 305	33 089	37 948	40 057	41 617	
October	28 902	29 263	31 875	32 860	38 720	39 283	41 833	
November	29 182	29 589	30 731	32 750	39 721	40 037	42 064	
December	29 621	31 306	31 033	31 438	39 205	39 755	42 324	

**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 estimates and percentage changes**

Wholesale trade sales estimates	December 2005 to February 2006 (R million)	December 2006 to February 2007 (R million)	% change between December 2005 to February 2006 and December 2006 to February 2007	January to February 2006 (R million)	January to February 2007 (R million)	% change between January to February 2006 and January to February 2007
at current prices	149 119	178 893	+20,0	96 540	117 367	+21,6
at constant 2000 prices	111 116	120 958	+8,9	71 936	79 245	+10,2

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

Seasonally adjusted wholesale trade sales estimates	January 2007 (R million)	February 2007 (R million)	% change between January and February 2007	September to November 2006 (R million)	December 2006 to February 2007 (R million)	% change between September to November 2006 and December 2006 to February 2007
at current prices	66 185	64 779	-2,1	184 213	193 551	+5,1
at constant 2000 prices	44 375	43 342	-2,3	125 514	130 041	+3,6

**Explanatory notes**

<b>Introduction</b>	<b>1</b>	<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 2006 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT) and income tax.</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>	<b>3</b>	<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>	<b>4</b>	<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>	<b>5</b>	<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>	<b>6</b>	<p>The preliminary response rate for the survey on wholesale trade sales for February 2007 was 87,1%.</p>
<b>Statistical unit</b>	<b>7</b>	<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>	<b>8</b>	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.
	<b>9</b>	The value of sales is obtained monthly from the sample of about 1000 enterprises (which was drawn in April 2006 at the SIC four-digit level) from a population then 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.
<b>Weighting methodology</b>	<b>10</b>	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 <a href="http://www.statssa.gov.za/publications/publicationsearch.asp">http://www.statssa.gov.za/publications/publicationsearch.asp</a> .
<b>Constant prices</b>	<b>11</b>	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.
<b>Seasonal adjustment</b>	<b>12</b>	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.
<b>Trend cycle</b>	<b>13</b>	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.
<b>Reliability of estimates</b>	<b>14</b>	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.
	<b>15</b>	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.

<b>Revised figures</b>	<b>16</b>	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.																		
<b>Related publications</b>	<b>17</b>	<p>Users may also wish to refer to the following publications available from Stats SA -</p> <ul style="list-style-type: none"> <li>• <i>Bulletin of Statistics</i> issued quarterly.</li> <li>• <i>SA Statistics</i> issued annually.</li> </ul>																		
<b>Rounding of figures</b>	<b>18</b>	Where figures have been rounded-off discrepancies may occur between sums of the component items and the totals.																		
<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>	<table border="0"> <tr> <td>BSF</td> <td>Business sampling frame</td> </tr> <tr> <td>GDP</td> <td>Gross Domestic Product</td> </tr> <tr> <td>ISIC</td> <td>International Standard Industrial Classification</td> </tr> <tr> <td>SIC</td> <td>Standard Industrial Classification of all Economic Activities</td> </tr> <tr> <td>SARS</td> <td>South African Revenue Service</td> </tr> <tr> <td>Stats SA</td> <td>Statistics South Africa</td> </tr> <tr> <td>VAT</td> <td>Value-added tax</td> </tr> <tr> <td>*</td> <td>Revised</td> </tr> <tr> <td>-</td> <td>Figures not available</td> </tr> </table>	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
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**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 6,4%.

**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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