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Wholesale trade sales

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Table A - Key figures as at the end of July 2006

Estimates	July 2006 R million	% change between July 2005 and July 2006	% change between May to July 2005 and May to July 2006	% change between January to July 2005 and January to July 2006
Wholesale trade sales				
at current prices	60 069	+17,1	+15,4	+13,8
at constant 2000 prices	41 642	+8,5	+7,7	+7,3

Seasonally adjusted estimates	July 2006 R million	% change between June and July 2006	% change between February to April 2006 and May to July 2006
Wholesale trade sales			
at current prices	59 271	+4,7	+6,2
at constant 2000 prices	41 600	+3,3	+2,7

Key findings as at the end of July 2006

Wholesale trade sales increase in real terms

As indicated in table A, wholesale trade sales, at constant (2000) prices, for the three months ending July 2006 increased by 7,7% compared with the three months ending July 2005. Seasonally adjusted wholesale trade sales, at constant (2000) prices, for the three months ending July 2006 increased by 2,7% compared with the previous three months.

Wholesale trade sales, at constant (2000) prices, for July 2006 increased by 8,5% compared with July 2005.

Wholesale trade sales increase at current prices

Wholesale trade sales, at current prices, for the three months up to July 2006 increased by 15,4% compared with the three months up to July 2005. The 15,4% increase is higher than the growth at 3,3 % for the same period in 2005.

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

Type of wholesale dealer	Sales for May to July 2005 (R million)	Weight 1/	Sales for May to July 2006 (R million)	Difference in sales between May to July 2005 and May to July 2006 (R million)	% change between May to July 2005 and May to July 2006	Contribution (percentage points) to the % change in total sales 2/
Fee or contract basis	9 095	6,0	8 064	-1 031	-11,3	-0,7
Agricultural raw materials and livestock	5 282	3,5	6 691	1 409	26,7	0,9
Food, beverages and tobacco	28 826	18,9	30 490	1 664	5,8	1,1
Textiles, clothing and footwear	4 310	2,8	5 464	1 155	26,8	0,8
Other household goods except precious stones	14 727	9,7	19 009	4 282	29,1	2,8
Precious stones, jewellery and silverware	4 428	2,9	4 838	410	9,3	0,3
Solid, liquid and gaseous fuels and related products	27 009	17,7	31 358	4 349	16,1	2,9
Metals and metal ores	5 530	3,6	6 835	1 305	23,6	0,9
Construction and building materials	8 880	5,8	10 261	1 381	15,6	0,9
Other intermediate products, waste and scrap	5 550	3,6	5 744	194	3,5	0,1
Machinery, equipment and supplies	27 408	18,0	34 596	7 188	26,2	4,7
Other goods	11 248	7,4	12 324	1 077	9,6	0,7
Total 3/	152 292	100,0	175 674	23 383	15,4	15,4

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.

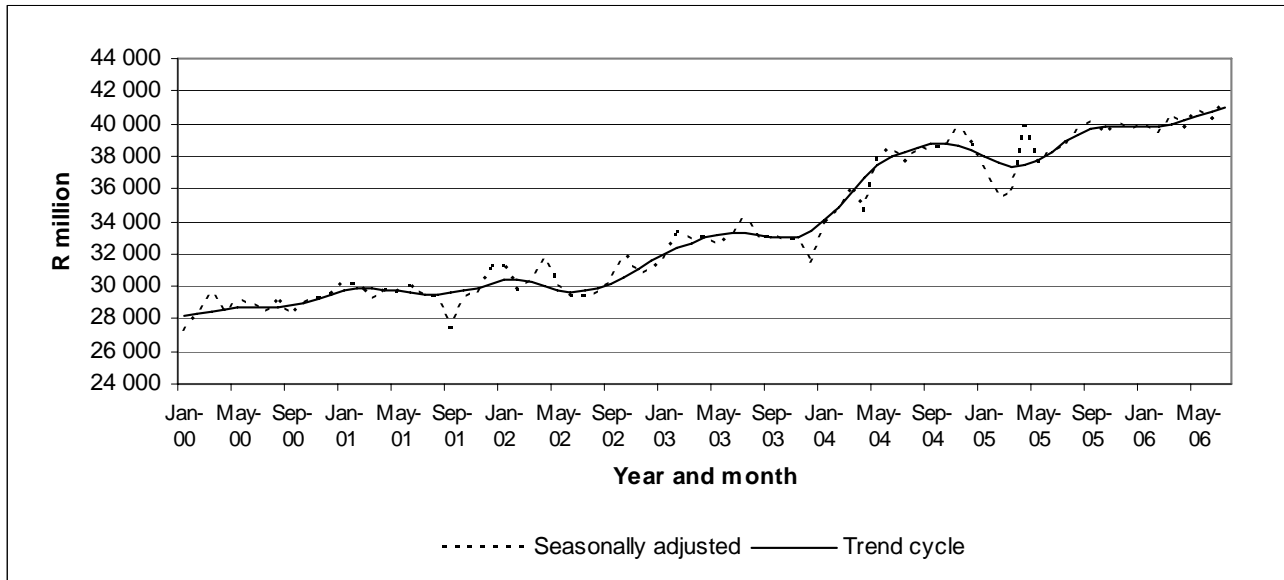
2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of dealer with its corresponding weight.

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 the major contributors to the 15,4% increase in wholesale trade sales at current prices for the three months ended July 2006 compared with the three months ended July 2005. These were dealers in machinery, equipment and supplies (contributing +4,7 percentage points), dealers in solid, liquid and gaseous fuels and related products (contributing +2,9 percentage points) and dealers in other household goods except precious stones (contributing +2,8 percentage points). In the same period, one type of dealer contributed negatively to the growth of the quarter. This was the “dealers on a contract or fee basis” (-0,7 of a percentage point).

Figure 1 below shows the seasonally adjusted and trend patterns for wholesale trade sales at constant (2000) prices between January 2000 and July 2006. The trend cycle showed a gradual upward trend from January 2001 until the beginning of 2004. Thereafter, the trend cycle started to increase sharply until October 2004. It then showed a decline to the beginning of 2005. It resumed an upward trend from the middle of 2005 and has been showing a slowed growth since.

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



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Notes

Forthcoming issue	Issue	Expected release date
	August 2006	2 November 2006
Purpose of the survey	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.	
Response rate	The preliminary response rate for the survey on wholesale trade sales for July 2006 was 88,8%.	

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	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	2 141	8 299	1 086	3 901	1 355	6 308	1 495	2 283	1 658	7 678	3 584	41 481
	February	1 943	2 069	8 486	1 477	3 966	744	6 821	1 737	2 532	1 572	8 776	3 289	43 419
	March	2 073	1 712	8 793	1 618	4 604	1 633	7 473	1 676	2 598	1 740	8 764	3 679	46 368
	April	2 046	1 715	9 198	1 590	4 680	1 619	7 961	1 725	2 788	1 643	9 084	3 632	47 685
	May	2 668	1 694	9 486	1 460	4 823	1 863	8 042	1 877	2 915	1 745	9 297	3 717	49 593
	June	3 073	1 872	9 404	1 358	4 881	1 678	9 581	1 794	2 848	2 005	9 279	3 644	51 422
	July	3 353	1 714	9 936	1 489	5 022	885	9 385	1 857	3 116	1 798	8 830	3 885	51 277
	August	3 111	1 799	8 969	1 768	5 344	1 264	10 099	1 955	3 127	1 883	9 466	4 030	52 822
	September	2 783	1 782	9 508	1 935	5 627	1 813	10 162	1 970	3 163	2 086	10 124	3 907	54 866
	October	3 176	1 860	10 133	2 042	6 236	1 862	10 343	1 945	3 223	2 140	9 754	3 986	56 705
	November	3 660	2 391	10 373	2 204	7 195	1 944	9 690	2 203	3 575	2 307	10 524	4 694	60 767
	December	3 265	2 082	12 003	1 394	5 938	1 444	9 425	1 291	2 182	1 558	8 050	3 940	52 579
		Total	32 842	22 837	114 592	19 428	62 221	18 110	105 297	21 530	34 355	22 143	109 631	45 993
2006	January	2 367	1 935	9 671	1 103	5 089	374	8 256	1 611	2 370	1 662	8 456	3 144	46 044
	February	2 517	1 806	9 428	1 527	5 901	1 241	8 389	2 005	2 850	1 854	9 133	3 840	50 496
	March	2 730	1 810	10 157	1 662	5 762	1 623	10 117	1 969	2 977	1 849	10 865	3 749	55 278
	April	1 826	1 575	10 161	1 725	5 786	1 269	9 211	1 677	2 838	1 470	8 556	3 405	49 506
	May	3 056	2 062	10 004	1 906	6 418	1 410	10 206	2 219	3 285	1 990	11 064	3 833	57 459
	June	2 150	2 190	10 502	1 758	6 280	1 767	9 781	2 284	3 345	1 864	12 064	4 155	58 146
	July	2 856	2 438	9 983	1 799	6 309	1 659	11 369	2 331	3 629	1 889	11 466	4 335	60 069

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 1/

Group type	Type of dealers included in group type
Type A	Wholesale trade on a fee or contract basis
Type B	Wholesale trade in agricultural raw materials and livestock
Type C	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
Type H	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
Type K	Wholesale trade in machinery, equipment and supplies
Type L	Wholesale trade in other goods

1/ See note 3 on page 10

Tables 2 and 3 show wholesale trade sales at current prices over the period January 1999 to July 2006. 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	1999	2000	2001	2002	2003	*2004	*2005	2006 1/
January	20 948	23 717	28 584	32 584	35 412	37 071	41 481	46 044
February	22 819	26 586	30 772	34 334	40 511	41 869	43 419	50 496
March	23 257	28 933	30 819	36 516	41 674	45 325	46 368	55 278
April	22 824	26 703	29 937	36 379	38 630	40 479	47 685	49 506
May	23 654	28 690	31 776	37 060	40 834	48 861	49 593	57 459
June	23 801	28 769	32 336	36 410	42 186	50 314	51 422	58 146
July	24 161	27 839	31 306	35 840	42 990	48 200	51 277	60 069
August	26 523	29 445	31 903	36 939	41 262	49 162	52 822	
September	27 051	29 461	30 508	38 757	42 155	49 722	54 866	
October	26 037	31 818	34 941	43 492	44 395	53 829	56 705	
November	29 155	32 780	36 183	42 921	45 325	57 359	60 767	
December	27 141	30 851	35 184	38 952	38 741	49 490	52 579	
Total	297 371	345 592	384 249	450 184	494 115	571 681	608 984	

1/ Preliminary
* Revised

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

Month	1999	2000	2001	2002	2003	2004	2005	2006
January	5,6	13,2	20,5	14,0	8,7	4,7	11,9	11,0
February	6,0	16,5	15,7	11,6	18,0	3,4	3,7	16,3
March	3,5	24,4	6,5	18,5	14,1	8,8	2,3	19,2
April	4,8	17,0	12,1	21,5	6,2	4,8	17,8	3,8
May	7,0	21,3	10,8	16,6	10,2	19,7	1,5	15,9
June	5,0	20,9	12,4	12,6	15,9	19,3	2,2	13,1
July	3,6	15,2	12,5	14,5	19,9	12,1	6,4	17,1
August	12,2	11,0	8,3	15,8	11,7	19,1	7,4	
September	10,0	8,9	3,6	27,0	8,8	18,0	10,3	
October	4,0	22,2	9,8	24,5	2,1	21,3	5,3	
November	18,2	12,4	10,4	18,6	5,6	26,6	5,9	
December	18,0	13,7	14,0	10,7	-0,5	27,7	6,2	
Total	8,3	16,2	11,2	17,2	9,8	15,7	6,5	

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	1999	2000	2001	2002	2003	2004	2005	2006
January	23 151	26 171	31 651	36 326	39 922	42 361	47 970	53 595
February	23 387	27 192	31 514	35 184	41 803	43 456	45 396	52 962
March	23 161	28 792	30 606	36 292	41 427	45 135	46 175	55 138
April	23 835	27 988	31 613	38 742	41 593	43 964	52 199	54 392
May	23 788	28 760	31 698	36 852	40 476	48 390	48 989	56 691
June	23 931	28 847	32 244	36 040	41 528	49 296	50 208	56 599
July	24 658	28 413	31 918	36 360	43 285	47 996	50 720	59 271
August	26 251	29 282	31 891	37 015	41 324	49 148	52 698	
September	26 616	28 992	30 079	38 155	41 389	48 646	53 615	
October	24 312	29 664	32 484	40 383	41 079	49 801	52 436	
November	26 943	30 209	33 148	38 975	40 751	51 204	54 020	
December	26 959	30 667	35 096	38 963	38 938	49 955	53 187	

Tables 5 and 6 show wholesale trade sales at constant prices over the period January 1999 to July 2006. 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	1999	2000	2001	2002	2003	*2004	*2005	2006 1/
January	23 288	24 680	27 406	28 053	28 228	29 740	32 586	34 336
February	25 242	27 508	29 363	28 974	32 228	33 402	33 987	37 600
March	25 543	29 812	29 337	30 545	33 154	36 188	36 098	40 962
April	25 026	27 055	28 216	29 929	30 744	32 012	36 822	36 321
May	25 613	28 965	29 725	30 265	32 851	38 595	38 104	41 698
June	25 731	28 885	30 038	29 614	33 494	39 094	38 926	41 006
July	25 938	27 797	28 920	28 845	33 917	37 495	38 396	41 642
August	28 337	29 081	29 255	29 445	32 683	38 214	39 375	
September	28 885	28 983	27 976	30 919	33 792	38 921	41 144	
October	27 655	31 103	31 592	34 463	35 601	41 939	42 508	
November	30 770	31 702	32 335	33 903	36 479	44 655	45 315	
December	28 509	29 722	31 275	30 890	31 142	38 710	39 180	
Total	320 537	345 293	355 438	365 845	394 313	448 965	462 441	

1/ Preliminary
* Revised

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

Month	1999	2000	2001	2002	2003	2004	2005	2006
January	0,9	6,0	11,0	2,4	0,6	5,4	9,6	5,4
February	0,6	9,0	6,7	-1,3	11,2	3,6	1,8	10,6
March	-2,5	16,7	-1,6	4,1	8,5	9,2	-0,2	13,5
April	-0,3	8,1	4,3	6,1	2,7	4,1	15,0	-1,4
May	1,0	13,1	2,6	1,8	8,5	17,5	-1,3	9,4
June	-1,0	12,3	4,0	-1,4	13,1	16,7	-0,4	5,3
July	-1,6	7,2	4,0	-0,3	17,6	10,5	2,4	8,5
August	7,4	2,6	0,6	0,6	11,0	16,9	3,0	
September	5,7	0,3	-3,5	10,5	9,3	15,2	5,7	
October	-1,0	12,5	1,6	9,1	3,3	17,8	1,4	
November	11,9	3,0	2,0	4,8	7,6	22,4	1,5	
December	10,8	4,3	5,2	-1,2	0,8	24,3	1,2	
Total	2,7	7,7	2,9	2,9	7,8	13,9	3,0	

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

Month	1999	2000	2001	2002	2003	2004	2005	2006
January	25 804	27 278	30 361	31 227	31 721	33 806	37 445	39 687
February	25 857	28 145	30 098	29 725	33 275	34 652	35 462	39 320
March	25 545	29 779	29 225	30 382	32 886	35 852	35 709	40 553
April	26 177	28 394	29 809	31 853	33 031	34 643	40 104	39 680
May	25 827	29 091	29 670	30 065	32 483	38 072	37 454	40 928
June	25 863	28 972	29 993	29 403	33 129	38 554	38 315	40 280
July	26 518	28 418	29 541	29 357	34 347	37 665	38 404	41 600
August	28 213	29 073	29 387	29 665	32 948	38 515	39 634	
September	28 065	28 239	27 400	30 328	33 118	38 045	40 190	
October	25 781	28 937	29 312	31 944	32 911	38 780	39 296	
November	28 422	29 187	29 598	30 755	32 782	39 847	40 269	
December	28 261	29 500	31 160	30 870	31 261	39 009	39 556	

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 – Estimates and percentage changes in total wholesale trade sales

Table 8.1 - Quarterly and cumulative estimates and percentage changes

Estimates	May to July 2005 R million	May to July 2006 R million	% change between May to July 2005 and May to July 2006	January to July 2005 R million	January to July 2006 R million	% change between January to July 2005 and January to July 2006
Wholesale trade sales at current prices	152 292	175 674	+15,4	331 245	376 998	+13,8
at constant 2000 prices	115 426	124 346	+7,7	254 919	273 565	+7,3

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

Seasonally adjusted estimates	June 2006 R million	July 2006 R million	% change between June and July 2006	February to April 2006 R million	May to July 2006 R million	% change between February to April 2006 and May to July 2006
Wholesale trade sales at current prices	56 599	59 271	+4,7	162 492	172 561	+6,2
at constant 2000 prices	40 280	41 600	+3,3	119 553	122 808	+2,7

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 2006 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT) and income tax.
- 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.
- Scope of the survey** 3 This survey covers wholesale enterprises according to the following types of dealer:
- 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 and building materials
 - 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; and
 - Wholesale trade in other goods
 - General wholesale trade and other wholesale trade not elsewhere classified.
- Classification** 4 The 1993 edition of the *Standard Industrial Classification of all Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of all Economic Activities (ISIC)* 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.
- Statistical unit** 5 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** 6 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.
- 7 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.

Weighting methodology	8	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	9	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	10	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	11	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	12	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.
	13	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	14	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	15	Users may also wish to refer to the following publications available from Stats SA - <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly. • <i>SA Statistics</i> issued annually.
Rounding of figures	16	Where figures have been rounded-off discrepancies may occur between sums of the component items and the totals.
Pre-release policy	17	Stats SA's pre-release policy may be inspected at its Website, www.statssa.gov.za .

Symbols and abbreviations	18	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
		/	Preliminary

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 <i>System of National Accounts (SNA)</i> in the same way as in the <i>Standard Industrial Classification of all Economic Activities, Fifth Edition, Report No. 09-90-02 of January 1993 (SIC)</i> .
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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