

# Statistical release P6141.2

# Wholesale trade sales (Preliminary)

**June 2008** 

Embargoed until: 14 August 2008 11:00

**Enquiries:** 

User Information Services (012) 310 8600 / 4892 / 8930

Forthcoming issue:

Expected release date

July 2008

23 September 2008

Statistics South Africa • Mbalo-mbalo ya Afrika Tshipembe • Tinhlayo-tiko ta Afrika-Dzonga • Dipalopalo tsa Afrika Borwa • Ezezibalo zaseNingizimu Afrika Dipalopalo tsa Afrika Borwa • Dipalopalo tsa Afrika Borwa • Ubalo lwaseMzantsi Afrika • Telubalo eNingizimu Afrika • iNanimbalo leSewula Afrika • Statistiek Suid-Afrika

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### Summary of findings: Wholesale trade sales

#### Table A – Key figures as at the end of June 2008

Wholesale trade sales estimates	June 2008 (R million)	% change between June 2007 and June 2008	% change between April to June 2007 and April to June 2008	% change between January to June 2007 and January to June 2008	
At current prices	83 953	+23,5	+26,1	+23,3	
At constant 2000 prices	44 775	+4,1	+8,0	+7,4	

Seasonally adjusted estimates	June 2008 (R million)	% change between May and June 2008	% change between January to March 2008 and April to June 2008
At current prices	83 076	+2,3	+7,6
At constant 2000 prices	45 161	+2,7	+0,1

### Key findings as at the end of June 2008

### Wholesale trade sales increase in real terms

Wholesale trade sales, at constant (2000) prices, for the second quarter of 2008 increased by 8,0% compared with the second quarter of 2007. The corresponding growth in 2007 was 5,9%. Seasonally adjusted wholesale trade sales, at constant (2000) prices, for the second quarter of 2008 increased by 0,1% compared with the first quarter of 2008.

Wholesale trade sales, at constant (2000) prices, for June 2008 increased by 4,1% compared with June 2007. The increase for the corresponding period in 2007 was 4,9%.

In the first six months of 2008, wholesale trade sales, at constant (2000) prices, increased by 7,4% compared with the same period in 2007. The annual growth rate for the corresponding period in 2007 was 7,7%.

Wholesale trade sales, at current prices, for the second quarter of 2008 increased by 26,1% compared with the second quarter of 2007.

Wholesale trade sales, at current prices, for June 2008 increased by 23,5% compared with June 2007.

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

Type of wholesale dealer	Sales April to June 2007 (R million)	Weight 1/	Sales April to June 2008 (R million)	Difference in sales between April to June 2007 and April to June 2008	Percentage change between April to June 2007 and April to June 2008	Contribution (percentage points) to the percentage change in total sales 2/
Contract or fee basis	6 658	3,4	7 021	363	5,5	0,2
Agricultural raw materials and livestock	9 172	4,7	12 899	3 727	40,6	1,9
Food, beverages and tobacco	34 571	17,6	39 560	4 989	14,4	2,5
Textiles, clothing and footwear	4 566	2,3	5 326	760	16,6	0,4
Other household goods except precious stones	22 901	11,7	25 840	2 939	12,8	1,5
Precious stones, jewellery and silverware	5 315	2,7	6 058	743	14,0	0,4
Solid, liquid and gaseous fuels and related products	35 095	17,9	53 132	18 037	51,4	9,2
Metals and metal ores	8 691	4,4	13 144	4 453	51,2	2,3
Construction and building materials	12 332	6,3	13 820	1 488	12,1	0,8
Other intermediate products, waste and scrap	8 723	4,5	10 969	2 246	25,7	1,2
Machinery, equipment and supplies	35 012	17,9	43 074	8 062	23,0	4,1
Other goods	12 837	6,6	16 218	3 381	26,3	1,7
Total 3/	195 870	100,0	247 063	51 193	26,1	26,1

<sup>1/</sup> 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.

Table B above shows that the major contributors to the 26,1% increase in wholesale trade sales at current prices for the second quarter of 2008 as compared with the second quarter of 2007 were dealers in solid, liquid and gaseous fuels and related products (+9,2 percentage points), dealers in machinery, equipment and supplies (+4,1 percentage points) and dealers in food, beverages and tobacco (+2,5 percentage points).

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

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

Figure 1 below shows the seasonally adjusted and trend patterns for wholesale trade sales at constant (2000) prices between January 2004 and June 2008.

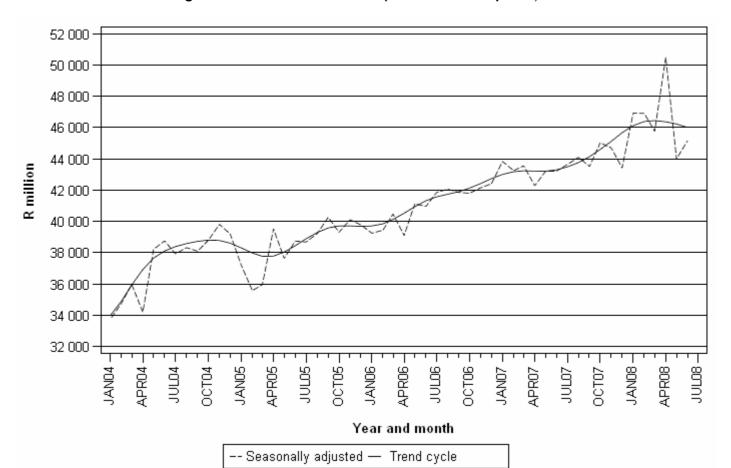


Figure 1 – Wholesale trade sales (at constant 2000 prices)

P J Lehohla Statistician-General

### **Detailed results**

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

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

Year	r 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/
2007	January	1 786	2 527	11 424	1 146	5 961	688	10 141	2 337	3 067	2 735	10 981	4 121	56 916
	February	2 083	3 006	11 284	1 516	7 050	1 156	10 113	2 784	3 846	2 617	11 335	4 259	61 048
	March	2 090	2 641	11 203	1 772	7 012	1 877	11 204	2 829	4 187	2 641	13 108	4 801	65 365
	April	2 259	2 485	10 837	1 625	7 307	1 754	10 572	2 673	3 628	2 659	10 511	3 655	59 964
	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	2 524	3 817	13 836	2 163	9 623	2 260	14 142	3 288	5 166	3 974	14 304	6 897	81 996
	December	2 178	3 603	15 126	1 403	7 718	1 695	13 545	1 769	2 649	2 860	10 988	5 697	69 231
	Total	26 464	37 516	148 031	20 548	92 889	19 323	146 028	34 215	49 016	37 304	150 944	58 934	821 214
2008	January	1 985	3 539	12 994	1 263	7 231	532	12 943	2 776	3 597	2 892	13 757	4 540	68 051
	February	2 421	4 067	12 560	1 817	8 110	1 572	14 069	3 574	4 801	3 458	13 544	4 634	74 628
	March	2 408	3 339	13 201	1 720	7 293	1 842	16 594	3 755	4 601	3 220	15 207	4 685	77 867
	April	2 614	3 550	12 479	2 086	9 978	1 921	16 388	4 336	4 658	3 610	14 626	5 233	81 479
	May	2 297	4 483	12 979	1 795	7 867	1 891	18 206	4 211	4 789	3 805	13 774	5 534	81 631
	June	2 110	4 866	14 102	1 445	7 995	2 246	18 538	4 597	4 373	3 554	14 674	5 451	83 953

<sup>1/</sup> Preliminary.

<sup>2/</sup> 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

<sup>1/</sup> 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 2001 - June 2008. 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	2001	2002	2003	2004	2005	2006	2007 /1	2008 /1
January	28 597	32 599	35 428	37 088	41 500	46 065	56 916	68 051
February	30 786	34 349	40 529	41 888	43 439	50 519	61 048	74 628
March	30 833	36 532	41 693	45 345	46 389	54 676	65 365	77 867
April	29 950	36 395	38 647	40 497	47 706	49 528	59 964	81 479
May	31 790	37 077	40 852	48 883	49 615	57 485	67 902	81 631
June	32 351	36 426	42 205	50 337	51 445	58 172	68 004	83 953
July	31 320	35 856	43 009	48 222	51 300	60 074	69 503	
August	31 917	36 956	41 281	49 184	52 846	62 386	71 854	
September	30 522	38 774	42 174	49 744	54 891	62 408	71 020	
October	34 957	43 512	44 415	53 853	56 731	66 482	78 411	
November	36 199	42 940	45 345	57 385	60 794	70 812	81 996	
December	35 200	38 970	38 758	49 512	52 603	61 554	69 231	
Total	384 422	450 386	494 336	571 938	609 259	700 161	821 214	

<sup>1/</sup> Preliminary.

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

Month	2001	2002	2003	2004	2005	2006	2007	2008
January	-	14,0	8,7	4,7	11,9	11,0	23,6	19,6
February	-	11,6	18,0	3,4	3,7	16,3	20,8	22,2
March	-	18,5	14,1	8,8	2,3	17,9	19,5	19,1
April	-	21,5	6,2	4,8	17,8	3,8	21,1	35,9
May	-	16,6	10,2	19,7	1,5	15,9	18,1	20,2
June	-	12,6	15,9	19,3	2,2	13,1	16,9	23,5
July	-	14,5	19,9	12,1	6,4	17,1	15,7	
August	-	15,8	11,7	19,1	7,4	18,1	15,2	
September	-	27,0	8,8	17,9	10,3	13,7	13,8	
October	-	24,5	2,1	21,2	5,3	17,2	17,9	
November	-	18,6	5,6	26,6	5,9	16,5	15,8	
December	-	10,7	-0,5	27,7	6,2	17,0	12,5	_
Total	-	17,2	9,8	15,7	6,5	14,9	17,3	

<sup>1/</sup> 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	2001	2002	2003	2004	2005	2006	2007	2008
January	31 683	36 339	39 905	42 225	47 623	52 998	65 365	78 047
February	31 571	35 287	41 950	43 705	45 741	53 499	64 894	79 428
March	30 630	36 331	41 527	45 354	46 606	55 239	66 279	79 020
April	31 571	38 644	41 436	43 865	52 152	54 444	66 129	90 044
May	31 712	36 880	40 541	48 540	49 256	57 100	67 479	81 233
June	32 260	36 069	41 599	49 532	50 641	57 258	67 103	83 076
July	31 974	36 446	43 418	48 226	50 972	59 464	68 707	
August	31 903	37 010	41 209	48 688	51 795	60 719	69 654	
September	30 050	38 117	41 341	48 548	53 482	60 758	69 038	
October	32 456	40 318	41 008	49 639	52 199	61 208	72 166	
November	33 166	38 985	40 726	51 080	53 695	62 361	72 089	
December	35 147	39 021	39 021	50 117	53 441	62 632	70 517	-

Tables 5 and 6 show wholesale trade sales (actual values and annual percentage changes) at constant (2000) prices over the period January 2001 - June 2008. 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	2001	2002	2003	2004	2005	2006	2007 /1	2008 /1
January	27 418	28 066	28 241	29 753	32 600	34 351	38 482	41 268
February	29 376	28 987	32 243	33 417	34 003	37 616	41 166	44 634
March	29 351	30 558	33 168	36 204	36 114	40 515	43 475	45 643
April	28 229	29 943	30 758	32 026	36 839	36 338	39 243	46 800
May	29 738	30 279	32 866	38 612	38 122	41 716	43 893	44 680
June	30 052	29 627	33 509	39 112	38 944	41 024	43 027	44 775
July	28 933	28 858	33 932	37 512	38 413	41 646	43 439	
August	29 269	29 458	32 697	38 231	39 393	42 468	44 671	
September	27 989	30 933	33 807	38 939	41 163	42 789	44 527	
October	31 606	34 478	35 617	41 958	42 527	45 180	48 687	
November	32 350	33 918	36 495	44 675	45 335	47 797	50 756	
December	31 289	30 904	31 156	38 727	39 197	41 731	42 696	
Total	355 600	366 009	394 489	449 166	462 650	493 171	524 062	-

<sup>1/</sup> Preliminary.

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

Month	2001	2002	2003	2004	2005	2006	2007	2008
January	-	2,4	0,6	5,4	9,6	5,4	12,0	7,2
February	-	-1,3	11,2	3,6	1,8	10,6	9,4	8,4
March	-	4,1	8,5	9,2	-0,2	12,2	7,3	5,0
April	-	6,1	2,7	4,1	15,0	-1,4	8,0	19,3
May	-	1,8	8,5	17,5	-1,3	9,4	5,2	1,8
June	-	-1,4	13,1	16,7	-0,4	5,3	4,9	4,1
July	-	-0,3	17,6	10,6	2,4	8,4	4,3	
August	-	0,6	11,0	16,9	3,0	7,8	5,2	
September	-	10,5	9,3	15,2	5,7	4,0	4,1	
October	-	9,1	3,3	17,8	1,4	6,2	7,8	
November	-	4,8	7,6	22,4	1,5	5,4	6,2	
December	-	-1,2	0,8	24,3	1,2	6,5	2,3	
Total	-	2,9	7,8	13,9	3,0	6,6	6,3	_

<sup>1/</sup> 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	2001	2002	2003	2004	2005	2006	2007	2008
January	30 390	31 247	31 726	33 724	37 190	39 237	43 833	46 917
February	30 138	29 779	33 342	34 746	35 564	39 436	43 242	46 904
March	29 236	30 388	32 928	35 956	35 946	40 467	43 552	45 762
April	29 697	31 639	32 652	34 186	39 512	39 098	42 279	50 499
May	29 678	30 087	32 542	38 210	37 633	41 119	43 196	43 995
June	30 002	29 420	33 179	38 745	38 736	40 955	43 215	45 161
July	29 613	29 468	34 503	37 917	38 675	41 854	43 634	
August	29 385	29 672	32 930	38 318	39 207	42 053	44 097	
September	27 413	30 341	33 152	38 089	40 261	41 851	43 504	
October	29 305	31 932	32 928	38 785	39 298	41 796	45 030	
November	29 623	30 777	32 794	39 805	40 100	42 146	44 690	
December	31 263	30 983	31 385	39 191	39 774	42 405	43 417	

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### 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	April to June 2007 (R million)	April to June 2008 (R million)	% change between April to June 2007 and April to June 2008	January to June 2007 (R million)	January to June 2008 (R million)	% change between January to June 2007 and January to June 2008
At current prices	195 870	247 063	+26,1	379 199	467 609	+23,3
At constant 2000 prices	126 163	136 255	+8,0	249 286	267 800	+7,4

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

Seasonally adjusted wholesale trade sales estimates	May 2008 (R million)	June 2008 (R million)	% change between May and June 2008	January to March 2008 (R million)	April to June 2008 (R million)	% change between January to March 2008 and April to June 2008
At current prices	81 233	83 076	+2,3	236 495	254 353	+7,6
At constant 2000 prices	43 995	45 161	+2,7	139 583	139 655	+0,1

### **Explanatory notes**

#### Introduction

- 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).
- As is usual, information for the latest month has had to be estimated for respondents who have not reported by the cut-off date for production of results. These estimates will be revised in future statistical releases when their reported information becomes available. Published wholesale trade sales estimates exclude VAT.

### Purpose of the 3 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.

### Scope of the survey

4 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

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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.

### Response rate

The preliminary response rate for the survey on wholesale trade sales for June 2008 was 81,2%.

### Statistical unit

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

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.

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 <a href="http://www.statssa.gov.za/publications/publicationsearch.asp">http://www.statssa.gov.za/publications/publicationsearch.asp</a>.

#### **Constant prices**

11 The total sales at constant prices are calculated using a combination of the Production Price Indices (PPI) for consumption in South Africa and for total output of South African industry groups to deflate the sales at current prices. However, with the discontinuation of the PPI for consumption in South Africa in January 2008, total sales at constant prices are calculated using the total output of South African industry groups from the PPI to deflate the sales at current prices.

### Seasonal adjustment

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.
- 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**

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

Where figures have been rounded-off discrepancies may occur between sums of the component items and the totals.

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### Pre-release policy

19 Stats SA's pre-release policy may be inspected at its Website, www.statssa.gov.za.

### Symbols and abbreviations

20 BSF 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

### Changes in the next publication

The results published in the next publication (July 2008) will be based on a new sample drawn in April 2008. The periodic introduction of a new sample is part of Stats SA's strategic approach in improving the basis from which surveys are conducted.

#### **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.

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

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 March 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.

#### **General information**

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