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STATISTICAL RELEASE

P6141.2

Wholesale trade sales (Preliminary)

May 2023

Embargoed until:
20 July 2023
10:00

ENQUIRIES:
JP Terblanche
Tel: (012) 310 2965

FORTHCOMING ISSUE:
June 2023

EXPECTED RELEASE DATE:
17 August 2023



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Sales at constant 2019 prices: results for May 2023

Table A – Key growth rates in wholesale trade sales at constant 2019 prices

	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23
Year-on-year % change, unadjusted	-2,2	-2,9	-0,2	-1,9	3,7	-0,1
Month-on-month % change, seasonally adjusted	-4,0	1,5	2,4	-1,0	3,7	-4,3
3-month % change, seasonally adjusted 1/	-0,8	-1,6	-2,1	0,3	2,6	2,0

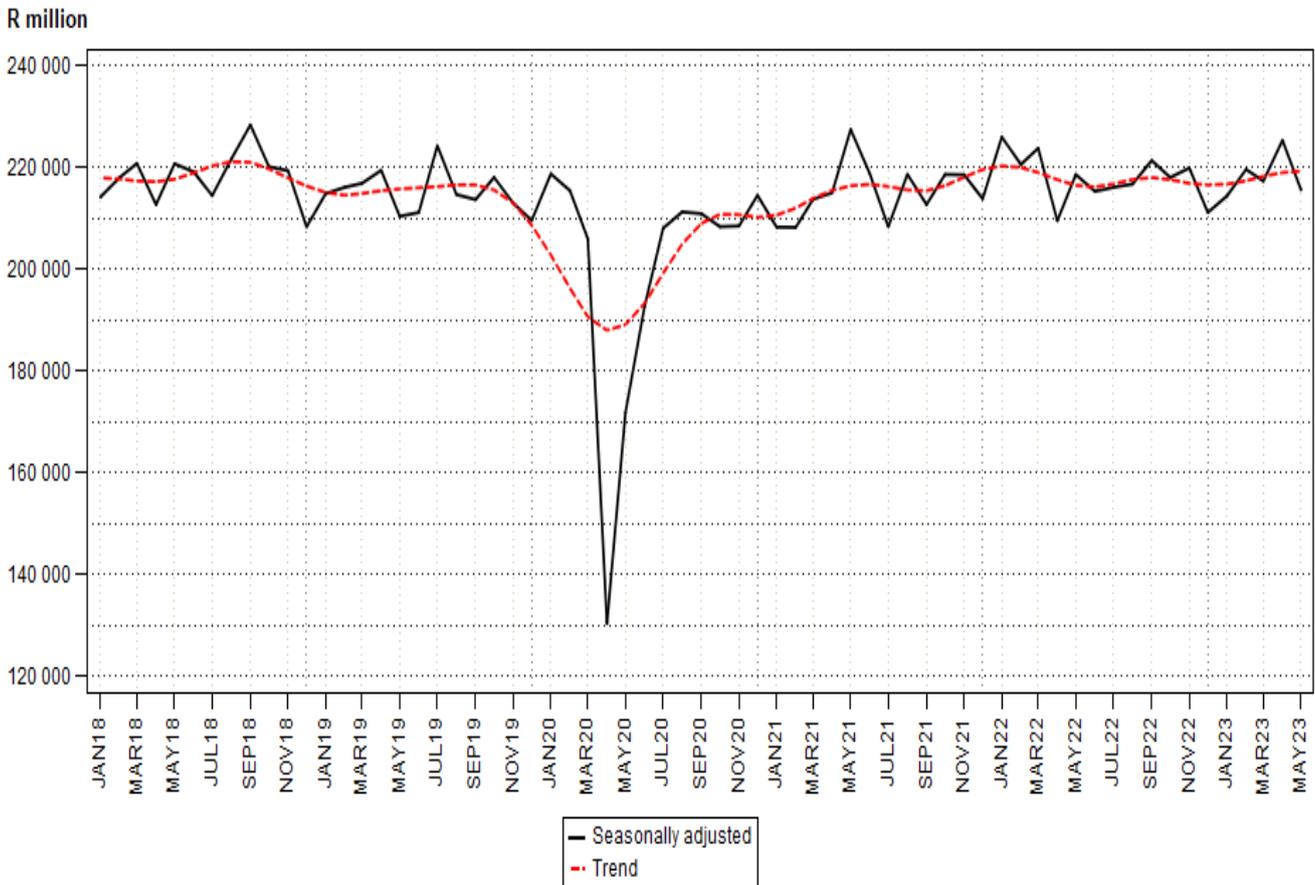
1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in real terms (constant 2019 prices), wholesale trade sales decreased by 0,1% in May 2023 compared with May 2022.

Seasonally adjusted wholesale trade sales decreased by 4,3% in May 2023 compared with April 2023. This followed month-on-month changes of 3,7% in April 2023 and -1,0% in March 2023.

In the three months ended May 2023, seasonally adjusted wholesale trade sales increased by 2,0% compared with the previous three months.

Figure 1 – Wholesale trade sales at constant 2019 prices



Sales at current prices: results for May 2023

Table B – Key growth rates in wholesale trade sales at current prices

	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23
Year-on-year % change, unadjusted	14,1	11,3	12,8	7,8	11,6	5,3
Month-on-month % change, seasonally adjusted	-3,4	0,2	3,6	-2,3	1,6	-1,6
3-month % change, seasonally adjusted 1/	0,1	-1,2	-2,2	-0,3	1,5	0,6

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), wholesale trade sales increased by 5,3% in May 2023 compared with May 2022. The main positive contributors were dealers in:

- machinery, equipment and supplies (34,0% and contributing 3,9 percentage points); and
- food, beverages and tobacco (10,1% and contributing 1,4 percentage points) – see Tables 8 and 9.

Table C – Wholesale trade sales at current prices for the latest three months by type of dealer

Type of dealer	Mar – May 2022 (R million)	Weight (%)	Mar – May 2023 (R million)	% change between Mar – May 2022 and Mar – May 2023	Contribution (% points) to the total % change
Fee or contract basis	23 399	2,9	27 762	18,6	0,5
Agricultural raw materials and livestock	54 299	6,7	56 695	4,4	0,3
Food, beverages and tobacco	124 760	15,4	131 619	5,5	0,8
Textiles, clothing and footwear	16 233	2,0	19 277	18,8	0,4
Other household goods except precious stones	83 867	10,4	84 319	0,5	0,1
Precious stones, jewellery and silverware	16 893	2,1	18 453	9,2	0,2
Solid, liquid and gaseous fuels and related products	219 493	27,1	221 617	1,0	0,3
Metals and metal ores	26 493	3,3	27 364	3,3	0,1
Construction and building materials	37 130	4,6	42 954	15,7	0,7
Other intermediate products, waste and scrap	44 809	5,5	39 678	-11,5	-0,6
Machinery, equipment and supplies	95 305	11,8	129 285	35,7	4,2
Other goods	66 009	8,2	74 988	13,6	1,1
Total	808 688	100,0	874 013	8,1	8,1

Wholesale trade sales increased by 8,1% in the three months ended May 2023 compared with the three months ended May 2022. The main contributors were dealers in:

- machinery, equipment and supplies (35,7% and contributing 4,2 percentage points);
- 'other' goods (13,6% and contributing 1,1 percentage points); and
- food, beverages and tobacco (5,5% and contributing 0,8 of a percentage point) – see Table C.

Risenga Maluleke
Statistician-General

Tables

Table 1 – Wholesale trade sales at constant 2019 prices (R million)

Month	2017	2018	2019	2020	2021	2022	2023 1/
Jan	196 359	191 784	190 022	194 937	179 861	194 441	188 787
Feb	204 200	206 190	204 536	207 027	197 647	209 024	208 594
Mar	226 932	227 707	219 017	210 519	221 554	229 679	225 274
Apr	200 998	194 667	204 372	117 669	197 773	190 186	197 257
May	216 833	221 461	214 021	169 936	224 174	220 463	220 238
Jun	224 709	220 959	206 634	198 698	222 296	217 774	
Jul	215 725	214 670	228 532	213 876	212 647	215 395	
Aug	222 964	227 202	218 154	208 070	220 053	220 999	
Sep	217 809	228 338	218 892	219 828	221 524	235 525	
Oct	234 477	241 801	239 168	229 512	236 243	233 921	
Nov	248 065	245 274	233 031	224 952	241 799	240 190	
Dec	214 175	199 957	205 051	208 940	209 793	205 171	
Total	2 623 246	2 620 010	2 581 430	2 403 964	2 585 364	2 612 768	

1/ Figures for the latest month are preliminary.

Table 2 – Year-on-year percentage change in wholesale trade sales at constant 2019 prices

Month	2018	2019	2020	2021	2022	2023	2023 year-to-date
Jan	-2,3	-0,9	2,6	-7,7	8,1	-2,9	-2,9
Feb	1,0	-0,8	1,2	-4,5	5,8	-0,2	-1,5
Mar	0,3	-3,8	-3,9	5,2	3,7	-1,9	-1,7
Apr	-3,1	5,0	-42,4	68,1	-3,8	3,7	-0,4
May	2,1	-3,4	-20,6	31,9	-1,7	-0,1	-0,3
Jun	-1,7	-6,5	-3,8	11,9	-2,0		
Jul	-0,5	6,5	-6,4	-0,6	1,3		
Aug	1,9	-4,0	-4,6	5,8	0,4		
Sep	4,8	-4,1	0,4	0,8	6,3		
Oct	3,1	-1,1	-4,0	2,9	-1,0		
Nov	-1,1	-5,0	-3,5	7,5	-0,7		
Dec	-6,6	2,5	1,9	0,4	-2,2		
Total	-0,1	-1,5	-6,9	7,5	1,1		

Table 3 – Seasonally adjusted wholesale trade sales at constant 2019 prices

Month	R million				Month-on-month % change			
	2020	2021	2022	2023	2020	2021	2022	2023
Jan	218 757	208 287	225 993	214 427	4,4	-2,9	5,7	1,5
Feb	215 475	208 253	220 614	219 627	-1,5	0,0	-2,4	2,4
Mar	205 963	213 768	223 804	217 345	-4,4	2,6	1,4	-1,0
Apr	130 421	215 058	209 551	225 361	-36,7	0,6	-6,4	3,7
May	171 889	227 485	218 634	215 643	31,8	5,8	4,3	-4,3
Jun	192 771	218 814	215 323		12,1	-3,8	-1,5	
Jul	208 076	208 381	216 118		7,9	-4,8	0,4	
Aug	211 291	218 682	216 760		1,5	4,9	0,3	
Sep	210 944	212 729	221 393		-0,2	-2,7	2,1	
Oct	208 390	218 643	218 061		-1,2	2,8	-1,5	
Nov	208 516	218 573	219 912		0,1	0,0	0,8	
Dec	214 545	213 874	211 177		2,9	-2,1	-4,0	

Table 4 – Wholesale trade sales at current prices (R million)

Month	2017	2018	2019	2020	2021	2022	2023 1/
Jan	171 527	178 058	183 631	197 732	185 748	228 997	254 763
Feb	180 829	190 533	197 880	210 007	207 142	249 449	281 424
Mar	201 421	208 035	214 863	212 675	235 239	283 576	305 772
Apr	177 582	180 571	204 583	116 718	212 428	239 766	267 693
May	193 708	208 465	215 628	166 140	241 537	285 346	300 548
Jun	200 003	211 230	209 144	195 987	241 178	287 778	
Jul	191 834	207 460	229 989	214 925	233 100	291 330	
Aug	198 955	220 454	219 608	211 461	243 331	295 960	
Sep	197 100	222 633	220 702	223 402	247 984	317 870	
Oct	214 093	241 135	242 269	234 583	266 917	319 131	
Nov	228 926	245 534	235 480	229 852	278 620	326 103	
Dec	199 775	196 828	207 653	213 581	245 993	280 591	
Total	2 355 753	2 510 936	2 581 430	2 427 063	2 839 217	3 405 897	

1/ Figures for the latest month are preliminary.

Table 5 – Year-on-year percentage change in wholesale trade sales at current prices

Month	2018	2019	2020	2021	2022	2023	2023 year-to-date
Jan	3,8	3,1	7,7	-6,1	23,3	11,3	11,3
Feb	5,4	3,9	6,1	-1,4	20,4	12,8	12,1
Mar	3,3	3,3	-1,0	10,6	20,5	7,8	10,5
Apr	1,7	13,3	-42,9	82,0	12,9	11,6	10,8
May	7,6	3,4	-23,0	45,4	18,1	5,3	9,6
Jun	5,6	-1,0	-6,3	23,1	19,3		
Jul	8,1	10,9	-6,5	8,5	25,0		
Aug	10,8	-0,4	-3,7	15,1	21,6		
Sep	13,0	-0,9	1,2	11,0	28,2		
Oct	12,6	0,5	-3,2	13,8	19,6		
Nov	7,3	-4,1	-2,4	21,2	17,0		
Dec	-1,5	5,5	2,9	15,2	14,1		
Total	6,6	2,8	-6,0	17,0	20,0		

Table 6 – Seasonally adjusted wholesale trade sales at current prices

Month	R million				Month-on-month % change			
	2020	2021	2022	2023	2020	2021	2022	2023
Jan	223 344	215 451	262 745	289 923	4,9	-1,8	4,2	0,2
Feb	222 887	221 161	266 637	300 237	-0,2	2,7	1,5	3,6
Mar	205 876	226 741	272 177	293 368	-7,6	2,5	2,1	-2,3
Apr	128 392	228 760	262 757	298 059	-37,6	0,9	-3,5	1,6
May	168 759	241 999	281 560	293 153	31,4	5,8	7,2	-1,6
Jun	190 979	236 915	281 583		13,2	-2,1	0,0	
Jul	211 149	230 099	292 666		10,6	-2,9	3,9	
Aug	211 272	240 412	290 107		0,1	4,5	-0,9	
Sep	213 776	236 774	302 413		1,2	-1,5	4,2	
Oct	214 234	248 511	297 107		0,2	5,0	-1,8	
Nov	211 438	253 163	299 626		-1,3	1,9	0,8	
Dec	219 347	252 250	289 305		3,7	-0,4	-3,4	

Table 7 – Wholesale trade sales at current prices by type of dealer (R million)

Type of dealer	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23 1/
Fee or contract basis	7 483	5 841	7 900	7 973	8 754	11 035
Agricultural raw materials and livestock	21 336	17 602	21 628	21 733	15 075	19 887
Food, beverages and tobacco	50 892	38 427	41 359	46 265	40 480	44 874
Textiles, clothing and footwear	3 779	4 091	6 279	6 516	7 476	5 285
Other household goods except precious stones	25 246	26 654	28 378	29 364	26 987	27 968
Precious stones, jewellery and silverware	4 768	2 463	4 572	7 371	5 209	5 873
Solid, liquid and gaseous fuels and related products	76 385	71 904	68 262	74 715	70 917	75 985
Metals and metal ores	5 161	6 814	8 438	9 644	8 157	9 563
Construction and building materials	10 442	11 057	13 000	15 351	12 423	15 180
Other intermediate products, waste and scrap	15 872	14 937	15 042	15 561	11 014	13 103
Machinery, equipment and supplies	36 271	35 357	42 793	46 999	38 706	43 580
Other goods	22 957	19 616	23 773	24 279	22 495	28 214
Total	280 591	254 763	281 424	305 772	267 693	300 548

1/ Figures are preliminary.

Table 8 – Year-on-year percentage change in wholesale trade sales at current prices by type of dealer

Type of dealer	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23
Fee or contract basis	-13,9	20,7	19,3	23,4	14,8	18,5
Agricultural raw materials and livestock	3,6	41,3	37,0	25,4	4,8	-11,9
Food, beverages and tobacco	9,0	7,6	11,2	2,6	4,1	10,1
Textiles, clothing and footwear	17,1	5,1	22,6	15,3	30,4	8,9
Other household goods except precious stones	-4,7	5,8	15,5	-1,1	0,4	2,4
Precious stones, jewellery and silverware	-33,8	-61,6	-11,4	-15,5	44,1	29,0
Solid, liquid and gaseous fuels and related products	48,2	18,4	6,9	-1,2	13,6	-6,7
Metals and metal ores	-0,3	7,7	14,4	1,5	3,5	4,9
Construction and building materials	27,3	25,5	-2,3	16,3	12,2	18,1
Other intermediate products, waste and scrap	-0,1	-9,1	-8,6	-4,5	-19,7	-11,5
Machinery, equipment and supplies	10,3	11,9	21,1	36,5	36,4	34,0
Other goods	18,2	18,1	27,4	12,6	17,1	11,8
Total	14,1	11,3	12,8	7,8	11,6	5,3

Table 9 – Contribution of type of dealer to the year-on-year percentage change in wholesale trade sales at current prices

Type of dealer	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23
Fee or contract basis	-0,5	0,4	0,5	0,5	0,5	0,6
Agricultural raw materials and livestock	0,3	2,2	2,3	1,5	0,3	-0,9
Food, beverages and tobacco	1,7	1,2	1,7	0,4	0,7	1,4
Textiles, clothing and footwear	0,2	0,1	0,5	0,3	0,7	0,2
Other household goods except precious stones	-0,5	0,6	1,5	-0,1	0,0	0,2
Precious stones, jewellery and silverware	-1,0	-1,7	-0,2	-0,5	0,7	0,5
Solid, liquid and gaseous fuels and related products	10,1	4,9	1,8	-0,3	3,5	-1,9
Metals and metal ores	0,0	0,2	0,4	0,1	0,1	0,2
Construction and building materials	0,9	1,0	-0,1	0,8	0,6	0,8
Other intermediate products, waste and scrap	0,0	-0,7	-0,6	-0,3	-1,1	-0,6
Machinery, equipment and supplies	1,4	1,6	3,0	4,4	4,3	3,9
Other goods	1,4	1,3	2,1	1,0	1,4	1,0
Total	14,1	11,3	12,8	7,8	11,6	5,3

Survey information

- Introduction**
- 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the wholesale trade industry (see point 4 below). This survey is based on a sample drawn from Stats SA's 2022 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value-added tax (VAT) and income tax (IT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
 - 2 In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published wholesale trade sales estimates exclude VAT.
- Purpose of the survey**
- 3 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 dealers:
 - 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. This group includes 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 'other' intermediate products, waste and scrap;
 - wholesale trade in machinery, equipment and supplies; and
 - wholesale trade in 'other' goods. This group covers general wholesale trade and 'other' wholesale trade not classified elsewhere.
- Classification**
- 5 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. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group four-digit level.
- Collection rate**
- 6 The preliminary collection rate for the survey on wholesale trade sales for May 2023 was 76,0%. The improved collection rate for April 2023 was 79,0%.

Statistical unit	7	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. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.
Revised figures	8	Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.
Related publications	9	Users may also refer to the following publication available from Stats SA: <ul style="list-style-type: none">• <i>Stats in Brief</i> issued annually.
Rounding-off of figures	10	Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
Historical data	11	Historical wholesale trade sales data are available on the Stats SA website. To access the data electronically, use the following link: Click to download historical data
Past publications	12	Past wholesale trade sales releases are available on the Stats SA website. To access the releases electronically, use the following link: Click to download past releases

Technical notes

Survey methodology and design

- 1 The survey is conducted monthly. Questionnaires are sent to a sample of 1 645 enterprises from a population of 19 390 enterprises. Completed questionnaires are required to be returned to Stats SA within ten days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn at the SIC four-digit level in April 2022 from 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 (see point three below). The Neyman optimal allocation formula given below was used to allocate samples to each stratum:

$$n_h = n * (N_h * S_h) / [\sum (N_i * S_i)].$$

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 was 5,8%.

Class limits

- 3 The wholesale sampling frame 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). The total value of sales of the large enterprises (size group one) is added to the weighted totals of size group two, three and four to reflect the total value of sales.

Measure of size classes (Rand)

Enterprise size	Size group	Lower limit	Upper limit
Very small	4	3 266 056	27 000 000
Small	3	27 000 001	144 000 000
Medium	2	144 000 001	288 000 000
Large	1	288 000 001	

Sample weighting

- 4 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 are consistent with international best practice.

Seasonal adjustment

- 5 Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. 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. The X-12-ARIMA procedure for wholesale trade sales is described in more detail on the Stats SA website:
[Click to download seasonal adjustment wholesale trade sales February 2022](#)

Trend cycle

- 6 The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.

Constant prices

- 7 Stats SA compiles its monthly estimates of wholesale trade sales at current prices from a survey of wholesalers in the formal sector. From January 1998 to December 2011, wholesale trade sales at constant prices were calculated using the 'all groups' PPI for domestic output, but excluding electricity and other utilities.

From January 2012, wholesale trade sales at constant prices are compiled as follows:

- (1) Deflate sales of dealers in agricultural raw materials and livestock using the PPI for agriculture.
- (2) Deflate sales of dealers in food, beverages and tobacco using the final manufacturing PPI for food products, beverages and tobacco.
- (3) Deflate sales of dealers in textiles, clothing and footwear using the final manufacturing PPI for textiles, clothing and footwear.
- (4) Deflate sales of dealers in solid, liquid and gaseous fuels and related products using the final manufacturing PPI for coal and petroleum products.
- (5) Deflate sales of dealers in machinery, equipment and supplies using the final manufacturing PPIs for general and special purpose machinery; household appliances and office machinery; and electrical machinery and communication and metering equipment.
- (6) Deflate the remaining wholesale trade sales using the headline PPI (final manufacturing) excluding the PPIs for food products, beverages and tobacco; textiles, clothing and footwear; coal and petroleum products; general and special purpose machinery; household appliances and office machinery; electrical machinery and communication and metering equipment; and transport equipment. The PPI for transport equipment is excluded because it measures producer prices of motor vehicles, which are not included in wholesale trade.

Total wholesale trade sales at constant prices is obtained by aggregating (1) to (6).

Reliability of estimates

- 8 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.
- 9 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.

- Relative standard error** 10 One measure is the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer to the size of the estimate.

Estimates of total wholesale trade sales within 95% confidence limits – May 2023

	Lower limit (R million)	Sales (R million)	Upper limit (R million)	Relative standard error (RSE) %
Wholesale trade sales	290 210	300 548	310 887	1,7

- Month-on-month percentage change** 11 The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
- Year-on-year percentage change** 12 The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.
- Contribution (percentage points)** 13 The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of wholesaler by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of wholesaler to total wholesale trade sales in the corresponding period of the previous year.

Glossary

Enterprise An 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 (SIC)*, Fifth Edition, Report No. 09-90-02 of January 1993.

Symbols and abbreviations

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

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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