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# Statistical release

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### Wholesale trade sales (Preliminary)

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**Summary of findings: Wholesale trade sales**

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

Wholesale trade sales estimates	November 2007 (R million)	% change between November 2006 and November 2007	% change between September to November 2006 and September to November 2007	% change between January to November 2006 and January to November 2007
At current prices	81 395	+14,9	+15,3	+17,6
At constant 2000 prices	50 384	+5,4	+5,5	+6,5

Seasonally adjusted estimates	November 2007 (R million)	% change between October and November 2007	% change between June to August 2007 and September to November 2007
At current prices	71 078	-0,6	+2,9
At constant 2000 prices	44 193	-0,9	+1,5

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

**Wholesale trade sales increase in real terms**

*As indicated in table A, wholesale trade sales, at constant (2000) prices, for the three months ending November 2007 increased by 5,5% compared with the three months ending November 2006. Similarly, seasonally adjusted wholesale trade sales, at constant (2000) prices, for the three months ending November 2007 increased by 1,5% compared with the previous three months.*

Wholesale trade sales, at constant (2000) prices, for November 2007 increased by 5,4% compared with November 2006. The 5,4% increase remained unchanged compared with the corresponding growth in November 2006.

Wholesale trade sales, at current prices, for the three months ending November 2007 increased by 15,3% compared with the three months ending November 2006. The 15,3% increase is lower than 15,8% for the corresponding period in 2006.

Wholesale trade sales, at current prices, for November 2007 increased by 14,9% compared with November 2006.

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

Type of wholesale dealer	Sales September to November 2006 (R million)	Weight 1/	Sales September to November 2007 (R million)	Difference in sales between September to November 2006 and September to November 2007	Percentage change between September to November 2006 and September to November 2007	Contribution (percentage points) percentage change in total sales 2/
Contract or fee basis	6 740	3,4	6 972	232	3,4	0,1
Agricultural raw materials and livestock	9 681	4,8	10 307	626	6,5	0,3
Food, beverages and tobacco	35 210	17,6	40 006	4 796	13,6	2,4
Textiles, clothing and footwear	6 060	3,0	6 640	580	9,6	0,3
Other household goods except precious stones	22 793	11,4	26 858	4 065	17,8	2,0
Precious stones, jewellery and silverware	6 196	3,1	6 274	78	1,3	0,0
Solid, liquid and gaseous fuels and related products	34 720	17,4	39 392	4 672	13,5	2,3
Metals and metal ores	8 383	4,2	9 558	1 175	14,0	0,6
Construction and building materials	12 307	6,2	14 220	1 913	15,5	1,0
Other intermediate products, waste and scrap	9 462	4,7	10 794	1 332	14,1	0,7
Machinery, equipment and supplies	34 646	17,3	41 743	7 097	20,5	3,5
Other goods	13 503	6,8	17 492	3 989	29,5	2,0
<b>Total 3/</b>	<b>199 702</b>	<b>100,0</b>	<b>230 255</b>	<b>30 553</b>	<b>15,3</b>	<b>15,3</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.

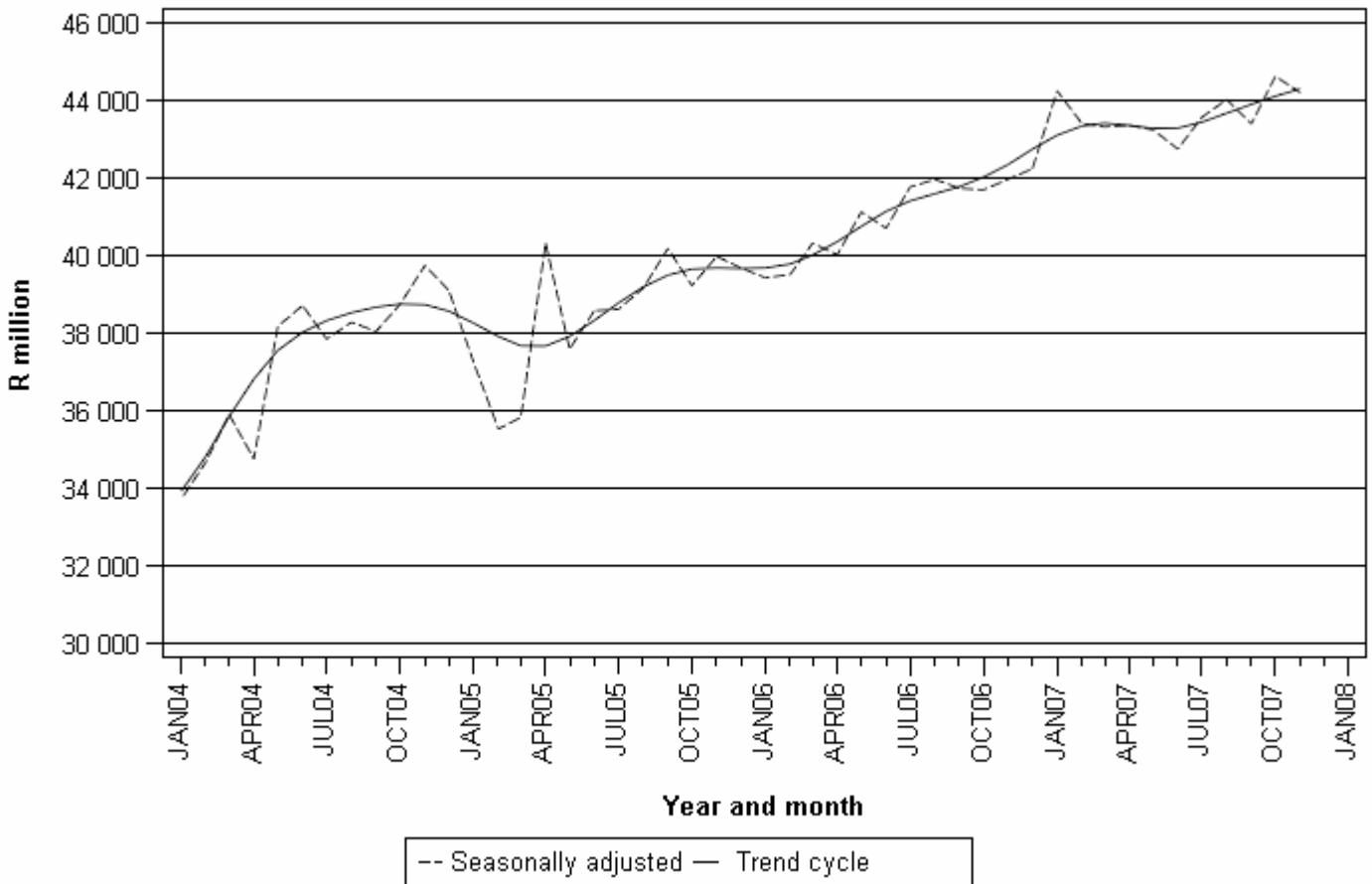
2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of dealer with its corresponding weight.

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 15,3% increase in wholesale trade sales at current prices for the three months ending November 2007 compared with the three months ending November 2006 were dealers in machinery, equipment and supplies (+3,5 percentage points), dealers in food, beverages and tobacco (+2,4 percentage points) and dealers in solid, liquid and gaseous fuels and related products (+2,3 percentage points).

Figure 1 below shows the seasonally adjusted and trend patterns for wholesale trade sales at constant (2000) prices between January 2004 and November 2007. The trend cycle shows a generally upward movement with the exception of a trough from December 2004 to May 2005. The graph further shows a brief levelling between February and August 2007 but has since resumed its upward trend.

**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 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/	
<b>2006</b>	<b>January</b>	1 813	2 172	9 499	883	5 171	389	8 757	1 711	2 377	2 038	7 964	3 292	46 065
	<b>February</b>	1 928	2 027	9 263	1 222	5 998	1 292	8 900	2 130	2 859	2 274	8 604	4 022	50 519
	<b>March</b>	2 096	2 013	10 002	1 333	5 868	1 693	10 159	2 096	2 994	2 272	10 214	3 936	54 676
	<b>April</b>	1 398	1 767	9 977	1 379	5 876	1 320	9 765	1 781	2 846	1 801	8 053	3 564	49 528
	<b>May</b>	2 346	2 319	9 850	1 528	6 537	1 471	10 852	2 363	3 303	2 447	10 445	4 023	57 485
	<b>June</b>	1 646	2 456	10 311	1 405	6 378	1 837	10 370	2 424	3 353	2 285	11 356	4 349	58 172
	<b>July</b>	2 185	2 735	9 801	1 439	6 407	1 726	12 051	2 474	3 622	2 314	10 785	4 536	60 074
	<b>August</b>	2 232	2 848	10 469	1 802	6 919	1 998	11 232	2 637	3 686	2 979	11 658	3 926	62 386
	<b>September</b>	1 948	3 033	11 658	1 803	6 509	1 839	11 963	2 546	3 685	2 756	10 777	3 891	62 408
	<b>October</b>	2 199	2 918	11 485	2 152	7 606	2 148	11 323	2 948	4 236	3 291	11 796	4 380	66 482
	<b>November</b>	2 593	3 730	12 067	2 105	8 678	2 209	11 434	2 889	4 386	3 415	12 073	5 232	70 812
	<b>December</b>	2 274	3 253	13 220	1 410	6 903	1 957	10 679	1 748	2 749	2 331	10 371	4 661	61 554
<b>Total</b>	<b>24 658</b>	<b>31 271</b>	<b>127 602</b>	<b>18 461</b>	<b>78 850</b>	<b>19 879</b>	<b>127 485</b>	<b>27 747</b>	<b>40 096</b>	<b>30 203</b>	<b>124 096</b>	<b>49 812</b>	<b>700 161</b>	
<b>2007</b>	<b>January</b>	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
	<b>February</b>	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
	<b>March</b>	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
	<b>April</b>	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
	<b>May</b>	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
	<b>June</b>	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
	<b>July</b>	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
	<b>August</b>	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
	<b>September</b>	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
	<b>October</b>	2 254	3 318	13 231	2 399	9 061	2 118	13 167	3 407	4 829	3 839	14 754	5 463	77 840
	<b>November</b>	2 537	3 875	13 643	2 112	9 890	2 199	13 952	3 295	5 085	3 847	13 907	7 054	81 395

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 <sup>1/</sup>**

<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 (actual values and annual percentage changes) at current prices over the period January 2000 - November 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	23 728	28 597	32 599	35 428	37 088	41 500	46 065	56 916
February	26 598	30 786	34 349	40 529	41 888	43 439	50 519	61 048
March	28 946	30 833	36 532	41 693	45 345	46 389	54 676	65 365
April	26 715	29 950	36 395	38 647	40 497	47 706	49 528	59 964
May	28 703	31 790	37 077	40 852	48 883	49 615	57 485	67 902
June	28 782	32 351	36 426	42 205	50 337	51 445	58 172	68 004
July	27 852	31 320	35 856	43 009	48 222	51 300	60 074	69 503
August	29 458	31 917	36 956	41 281	49 184	52 846	62 386	71 854
September	29 474	30 522	38 774	42 174	49 744	54 891	62 408	71 020
October	31 832	34 957	43 512	44 415	53 853	56 731	66 482	77 840
November	32 795	36 199	42 940	45 345	57 385	60 794	70 812	81 395
December	30 865	35 200	38 970	38 758	49 512	52 603	61 554	
<b>Total</b>	<b>345 748</b>	<b>384 422</b>	<b>450 386</b>	<b>494 336</b>	<b>571 938</b>	<b>609 259</b>	<b>700 161</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	20,8
March	-	6,5	18,5	14,1	8,8	2,3	17,9	19,5
April	-	12,1	21,5	6,2	4,8	17,8	3,8	21,1
May	-	10,8	16,6	10,2	19,7	1,5	15,9	18,1
June	-	12,4	12,6	15,9	19,3	2,2	13,1	16,9
July	-	12,5	14,5	19,9	12,1	6,4	17,1	15,7
August	-	8,3	15,8	11,7	19,1	7,4	18,1	15,2
September	-	3,6	27,0	8,8	17,9	10,3	13,7	13,8
October	-	9,8	24,5	2,1	21,2	5,3	17,2	17,1
November	-	10,4	18,6	5,6	26,6	5,9	16,5	14,9
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>14,9</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	26 142	31 616	36 290	39 881	42 248	47 742	53 332	66 051
February	27 198	31 534	35 234	41 889	43 650	45 730	53 614	65 120
March	28 817	30 634	36 309	41 472	45 274	46 461	55 042	65 962
April	27 999	31 621	38 769	41 654	44 145	52 556	54 976	66 824
May	28 766	31 707	36 877	40 541	48 557	49 211	57 033	67 326
June	28 853	32 259	36 070	41 604	49 554	50 635	57 295	67 059
July	28 449	31 999	36 495	43 474	48 298	51 052	59 519	68 779
August	29 346	31 934	37 027	41 201	48 679	51 794	60 703	69 684
September	29 026	30 097	38 139	41 334	48 523	53 422	60 649	68 954
October	29 645	32 442	40 302	40 981	49 594	52 102	61 049	71 491
November	30 211	33 150	38 958	40 680	50 961	53 430	61 922	71 078
December	30 670	35 096	38 947	38 948	49 971	53 335	62 435	



Tables 5 and 6 show wholesale trade sales (actual values and annual percentage changes) at constant (2000) prices over the period January 2000 - November 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	24 691	27 418	28 066	28 241	29 753	32 600	34 351	38 482
February	27 520	29 376	28 987	32 243	33 417	34 003	37 616	41 166
March	29 826	29 351	30 558	33 168	36 204	36 114	40 515	43 475
April	27 067	28 229	29 943	30 758	32 026	36 839	36 338	39 243
May	28 978	29 738	30 279	32 866	38 612	38 122	41 716	43 893
June	28 898	30 052	29 627	33 509	39 112	38 944	41 024	43 027
July	27 810	28 933	28 858	33 932	37 512	38 413	41 646	43 439
August	29 095	29 269	29 458	32 697	38 231	39 393	42 468	44 671
September	28 996	27 989	30 933	33 807	38 939	41 163	42 789	44 527
October	31 117	31 606	34 478	35 617	41 958	42 527	45 180	48 333
November	31 716	32 350	33 918	36 495	44 675	45 335	47 797	50 384
December	29 735	31 289	30 904	31 156	38 727	39 197	41 731	
<b>Total</b>	<b>345 449</b>	<b>355 600</b>	<b>366 009</b>	<b>394 489</b>	<b>449 166</b>	<b>462 650</b>	<b>493 171</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	9,4
March	-	-1,6	4,1	8,5	9,2	-0,2	12,2	7,3
April	-	4,3	6,1	2,7	4,1	15,0	-1,4	8,0
May	-	2,6	1,8	8,5	17,5	-1,3	9,4	5,2
June	-	4,0	-1,4	13,1	16,7	-0,4	5,3	4,9
July	-	4,0	-0,3	17,6	10,6	2,4	8,4	4,3
August	-	0,6	0,6	11,0	16,9	3,0	7,8	5,2
September	-	-3,5	10,5	9,3	15,2	5,7	4,0	4,1
October	-	1,6	9,1	3,3	17,8	1,4	6,2	7,0
November	-	2,0	4,8	7,6	22,4	1,5	5,4	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>6,6</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	27 288	30 372	31 234	31 713	33 713	37 231	39 417	44 233
February	28 154	30 104	29 729	33 270	34 670	35 523	39 502	43 392
March	29 785	29 227	30 368	32 880	35 896	35 822	40 308	43 308
April	28 406	29 821	31 877	33 068	34 752	40 314	40 013	43 345
May	29 100	29 675	30 079	32 512	38 168	37 580	41 115	43 231
June	28 981	30 000	29 412	33 151	38 703	38 572	40 695	42 736
July	28 448	29 592	29 430	34 441	37 839	38 605	41 758	43 553
August	29 077	29 391	29 667	32 902	38 272	39 146	41 955	44 010
September	28 246	27 406	30 327	33 122	38 039	40 175	41 723	43 387
October	28 921	29 286	31 906	32 892	38 737	39 217	41 686	44 610
November	29 192	29 602	30 746	32 753	39 736	39 969	41 961	44 193
December	29 580	31 250	30 957	31 348	39 086	39 677	42 228	

**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	September to November 2006 (R million)	September to November 2007 (R million)	% change between September to November 2006 and September to November 2007	January to November 2006 (R million)	January to November 2007 (R million)	% change between January to November 2006 and January to November 2007
At current prices	199 702	230 255	+15,3	638 607	750 811	+17,6
At constant 2000 prices	135 766	143 244	+5,5	451 440	480 640	+6,5

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

Seasonally adjusted wholesale trade sales estimates	October 2007 (R million)	November 2007 (R million)	% change between October and November 2007	June to August 2007 (R million)	September to November 2007 (R million)	% change between June to August 2007 and September to November 2007
At current prices	71 491	71 078	-0,6	205 522	211 523	+2,9
At constant 2000 prices	44 610	44 193	-0,9	130 299	132 190	+1,5

**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 2007 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).</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 November 2007 was 84,0%.</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>	<p>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.</p>

- 9 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 <http://www.statssa.gov.za/publications/publicationsearch.asp>.
- Constant prices** 11 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** 12 Seasonally adjusted estimates are generated each month, using the X-11 Seasonal Adjustment Program developed by the US Bureau of the Census, 1968. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences, which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour.
- Trend cycle** 13 The trend is the long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
- Reliability of estimates** 14 Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the wholesale industry in South Africa. Estimates are subject to sampling and non-sampling errors. Preliminary figures are indicated in the tables.
- 15 Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
- Revised figures** 16 Revised figures are due to respondents reporting revisions or corrections to their figures and late submission of their data to Stats SA. Preliminary figures are indicated in the relevant tables. Data are edited at the enterprise level.
- Related publications** 17 Users may also wish to refer to the following publications available from Stats SA -
- *Bulletin of Statistics* issued quarterly.
  - *SA Statistics* issued annually.
- Rounding of figures** 18 Where figures have been rounded-off discrepancies may occur between sums of the component items and the totals.

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<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>	BSF	Business sampling frame
		GDP	Gross Domestic Product
		ISIC	International Standard Industrial Classification
		SIC	Standard Industrial Classification of all Economic Activities
		SARS	South African Revenue Service
		Stats SA	Statistics South Africa
		VAT	Value-added tax
		*	Revised
		-	Figures not available

**Technical note**

**Neyman optimal allocation**

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 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 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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### Enquiries

Telephone number: (012) 310 8600/8390/8351/4892/8496/8095 (user information services)  
(012) 310 8930 (technical enquiries)  
(012) 310 8161 (orders)  
(012) 310 4883/8018/4885 (library)

Fax number: (012) 310 8332 (technical enquiries)

Email address: [Thabomak@statssa.gov.za](mailto:Thabomak@statssa.gov.za) (technical enquiries)  
[Info@statssa.gov.za](mailto:Info@statssa.gov.za) (user information services)  
[distribution@statssa.gov.za](mailto:distribution@statssa.gov.za) (orders)

Postal address: Private Bag X44, Pretoria, 0001

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