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Wholesale trade sales (Preliminary)

November 2021

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Sales at constant 2015 prices: results for November 2021

Table A – Key growth rates in wholesale trade sales at constant 2015 prices

	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21
Year-on-year % change, unadjusted	10,9	-1,8	4,9	0,3	-0,2	5,5
Month-on-month % change, seasonally adjusted	-4,8	-2,8	2,9	-0,9	-0,2	0,1
3-month % change, seasonally adjusted 1/	2,0	1,8	-1,9	-2,3	-1,3	0,0

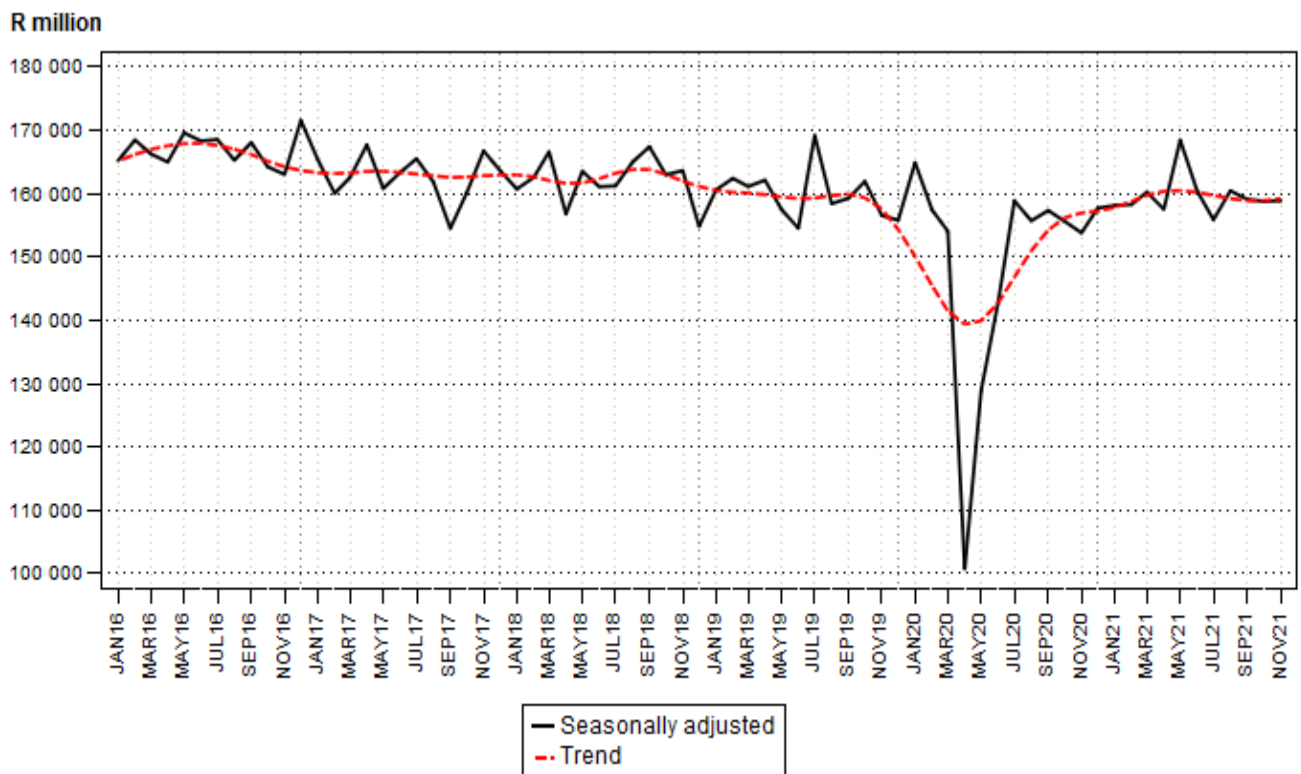
1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in real terms (constant 2015 prices), wholesale trade sales increased by 5,5% in November 2021 compared with November 2020.

Seasonally adjusted wholesale trade sales increased by 0,1% in November 2021 compared with October 2021. This followed month-on-month changes of -0,2% in October 2021 and -0,9% in September 2021.

In the three months ended November 2021, seasonally adjusted wholesale trade sales showed no growth compared with the previous three months.

Figure 1 – Wholesale trade sales at constant 2015 prices



Sales at current prices: results for November 2021

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

	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21
Year-on-year % change, unadjusted	22,9	7,3	14,3	10,8	10,9	19,0
Month-on-month % change, seasonally adjusted	-2,5	-4,4	5,3	-0,2	2,6	1,5
3-month % change, seasonally adjusted 1/	6,8	4,3	0,2	-0,8	1,9	3,9

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 19,0% in November 2021 compared with November 2020. The main positive contributors were dealers in:

- solid, liquid and gaseous fuels and related products (37,1% and contributing 6,7 percentage points); and
- 'other' intermediate products, waste and scrap (54,2% and contributing 3,4 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	Sep – Nov 2020 (R million)	Weight	Sep – Nov 2021 (R million)	% change between Sep – Nov 2020 and Sep – Nov 2021	Contribution (% points) to the total % change
Fee or contract basis	29 402	4,6	24 384	-17,1	-0,8
Agricultural raw materials and livestock	46 235	7,3	51 146	10,6	0,8
Food, beverages and tobacco	101 874	16,1	109 038	7,0	1,1
Textiles, clothing and footwear	12 172	1,9	12 859	5,6	0,1
Other household goods except precious stones	80 828	12,7	87 513	8,3	1,1
Precious stones, jewellery and silverware	12 488	2,0	15 535	24,4	0,5
Solid, liquid and gaseous fuels and related products	115 977	18,3	161 115	38,9	7,1
Metals and metal ores	21 249	3,3	23 769	11,9	0,4
Construction and building materials	39 127	6,2	40 141	2,6	0,2
Other intermediate products, waste and scrap	40 958	6,5	53 623	30,9	2,0
Machinery, equipment and supplies	86 127	13,6	89 660	4,1	0,6
Other goods	48 292	7,6	52 161	8,0	0,6
Total	634 725	100,0	720 946	13,6	13,6

Wholesale trade sales increased by 13,6% in the three months ended November 2021 compared with the three months ended November 2020. The main contributors were dealers in:

- solid, liquid and gaseous fuels and related products (38,9% and contributing 7,1 percentage points); and
- 'other' intermediate products, waste and scrap (30,9% and contributing 2,0 percentage points) – see Table C.

Risenga Maluleke
Statistician-General

Tables

Table 1 – Wholesale trade sales at constant 2015 prices (R million)

Month	2015	2016	2017	2018	2019	2020	2021 1/
Jan	147 927	144 140	145 601	142 230	140 914	144 499	133 661
Feb	161 507	170 896	151 827	153 013	151 937	154 044	147 427
Mar	171 632	169 462	168 899	168 708	162 626	157 261	165 069
Apr	146 945	153 978	148 940	144 318	151 941	88 308	147 848
May	158 188	167 172	161 197	164 286	159 072	127 369	166 670
Jun	162 776	168 575	167 117	164 175	153 672	149 009	165 196
Jul	164 135	163 760	160 207	159 494	170 080	159 734	156 845
Aug	160 603	168 708	165 442	168 871	162 089	155 293	162 825
Sep	170 819	177 063	161 598	169 357	163 055	163 949	164 520
Oct	175 438	174 144	173 770	179 358	178 055	171 184	170 824
Nov	179 126	182 411	184 111	182 825	173 430	167 668	176 844
Dec	164 824	170 680	158 840	148 612	152 274	155 635	
Total	1 963 920	2 010 989	1 947 549	1 945 247	1 919 145	1 793 953	

1/ Figures for latest month are preliminary.

Table 2 – Year-on-year percentage change in wholesale trade sales at constant 2015 prices

Month	2016	2017	2018	2019	2020	2021	2021 year-to-date
Jan	-2,6	1,0	-2,3	-0,9	2,5	-7,5	-7,5
Feb	5,8	-11,2	0,8	-0,7	1,4	-4,3	-5,8
Mar	-1,3	-0,3	-0,1	-3,6	-3,3	5,0	-2,1
Apr	4,8	-3,3	-3,1	5,3	-41,9	67,4	9,2
May	5,7	-3,6	1,9	-3,2	-19,9	30,9	13,3
Jun	3,6	-0,9	-1,8	-6,4	-3,0	10,9	12,8
Jul	-0,2	-2,2	-0,4	6,6	-6,1	-1,8	10,5
Aug	5,0	-1,9	2,1	-4,0	-4,2	4,9	9,7
Sep	3,7	-8,7	4,8	-3,7	0,5	0,3	8,5
Oct	-0,7	-0,2	3,2	-0,7	-3,9	-0,2	7,5
Nov	1,8	0,9	-0,7	-5,1	-3,3	5,5	7,3
Dec	3,6	-6,9	-6,4	2,5	2,2		
Total	2,4	-3,2	-0,1	-1,3	-6,5		

Table 3 – Seasonally adjusted wholesale trade sales at constant 2015 prices

Month	R million				Month-on-month % change			
	2018	2019	2020	2021	2018	2019	2020	2021
Jan	160 732	160 591	164 886	158 122	-1,8	3,7	5,8	0,3
Feb	162 571	162 411	157 437	158 302	1,1	1,1	-4,5	0,1
Mar	166 604	161 127	154 066	160 236	2,5	-0,8	-2,1	1,2
Apr	156 789	162 131	100 755	157 538	-5,9	0,6	-34,6	-1,7
May	163 521	157 505	128 881	168 467	4,3	-2,9	27,9	6,9
Jun	161 093	154 543	142 725	160 426	-1,5	-1,9	10,7	-4,8
Jul	161 225	169 196	158 870	155 883	0,1	9,5	11,3	-2,8
Aug	164 980	158 416	155 711	160 456	2,3	-6,4	-2,0	2,9
Sep	167 404	159 269	157 336	159 090	1,5	0,5	1,0	-0,9
Oct	162 984	161 935	155 645	158 796	-2,6	1,7	-1,1	-0,2
Nov	163 630	156 549	153 809	158 884	0,4	-3,3	-1,2	0,1
Dec	154 836	155 805	157 721		-5,4	-0,5	2,5	

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

Month	2015	2016	2017	2018	2019	2020	2021 1/
Jan	140 349	148 633	158 283	164 310	169 452	182 464	171 406
Feb	153 575	177 422	166 867	175 820	182 601	193 791	191 148
Mar	168 222	175 593	185 868	191 971	198 273	196 253	217 075
Apr	146 607	162 374	163 870	166 628	188 786	107 706	196 999
May	159 092	176 555	178 751	192 368	198 978	153 312	222 201
Jun	165 230	180 408	184 561	194 920	192 995	180 854	222 267
Jul	167 094	176 843	177 022	191 441	212 230	198 330	212 763
Aug	161 978	180 052	183 592	203 432	202 651	195 134	223 115
Sep	171 991	187 925	181 881	205 443	203 660	206 153	228 477
Oct	178 773	186 418	197 562	222 515	223 563	216 469	240 167
Nov	182 664	197 724	211 249	226 575	217 297	212 103	252 302
Dec	168 344	185 268	184 350	181 630	191 619	197 089	
Total	1 963 919	2 135 215	2 173 856	2 317 053	2 382 105	2 239 658	

1/ Figures for latest month are preliminary.

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

Month	2016	2017	2018	2019	2020	2021	2021 year-to-date
Jan	5,9	6,5	3,8	3,1	7,7	-6,1	-6,1
Feb	15,5	-5,9	5,4	3,9	6,1	-1,4	-3,6
Mar	4,4	5,9	3,3	3,3	-1,0	10,6	1,2
Apr	10,8	0,9	1,7	13,3	-42,9	82,9	14,2
May	11,0	1,2	7,6	3,4	-23,0	44,9	19,8
Jun	9,2	2,3	5,6	-1,0	-6,3	22,9	20,4
Jul	5,8	0,1	8,1	10,9	-6,5	7,3	18,2
Aug	11,2	2,0	10,8	-0,4	-3,7	14,3	17,7
Sep	9,3	-3,2	13,0	-0,9	1,2	10,8	16,8
Oct	4,3	6,0	12,6	0,5	-3,2	10,9	16,1
Nov	8,2	6,8	7,3	-4,1	-2,4	19,0	16,4
Dec	10,1	-0,5	-1,5	5,5	2,9		
Total	8,7	1,8	6,6	2,8	-6,0		

Table 6 – Seasonally adjusted wholesale trade sales at current prices

Month	R million				Month-on-month % change			
	2018	2019	2020	2021	2018	2019	2020	2021
Jan	186 324	192 595	206 756	198 362	-0,7	3,1	6,6	-0,9
Feb	186 520	194 259	202 983	203 085	0,1	0,9	-1,8	2,4
Mar	191 951	195 891	191 761	211 168	2,9	0,8	-5,5	4,0
Apr	178 629	204 186	118 848	211 242	-6,9	4,2	-38,0	0,0
May	191 328	197 264	156 461	224 516	7,1	-3,4	31,6	6,3
Jun	193 384	194 829	176 293	218 813	1,1	-1,2	12,7	-2,5
Jul	190 264	208 496	194 428	209 163	-1,6	7,0	10,3	-4,4
Aug	199 158	198 883	195 198	220 200	4,7	-4,6	0,4	5,3
Sep	202 744	197 623	198 002	219 680	1,8	-0,6	1,4	-0,2
Oct	203 955	205 076	198 968	225 293	0,6	3,8	0,5	2,6
Nov	204 076	199 069	194 921	228 613	0,1	-2,9	-2,0	1,5
Dec	186 823	193 889	200 100		-8,5	-2,6	2,7	

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

Type of dealer	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21 1/
Fee or contract basis	8 451	8 492	8 398	9 657	7 615	7 112
Agricultural raw materials and livestock	17 465	18 423	14 124	16 200	15 489	19 457
Food, beverages and tobacco	33 192	28 890	33 144	34 949	36 206	37 883
Textiles, clothing and footwear	2 728	2 551	3 813	4 255	4 744	3 860
Other household goods except precious stones	28 626	26 872	29 036	29 222	27 966	30 325
Precious stones, jewellery and silverware	4 252	4 233	4 902	5 386	5 594	4 555
Solid, liquid and gaseous fuels and related products	49 318	46 108	48 412	49 295	59 469	52 351
Metals and metal ores	8 671	7 458	8 141	7 189	7 263	9 317
Construction and building materials	11 617	11 476	11 204	13 592	12 165	14 384
Other intermediate products, waste and scrap	11 802	12 553	13 590	14 738	18 331	20 554
Machinery, equipment and supplies	29 480	31 329	32 529	27 917	28 964	32 779
Other goods	16 667	14 379	15 819	16 076	16 361	19 724
Total	222 267	212 763	223 115	228 477	240 167	252 302

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	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21
Fee or contract basis	24,1	14,1	3,8	2,1	-33,9	-15,6
Agricultural raw materials and livestock	13,6	13,3	6,3	2,6	6,8	22,0
Food, beverages and tobacco	10,1	-3,4	-1,0	2,8	6,5	11,8
Textiles, clothing and footwear	-0,5	5,7	16,1	20,9	8,0	-9,4
Other household goods except precious stones	18,7	4,0	14,6	18,3	2,7	5,0
Precious stones, jewellery and silverware	33,2	62,3	64,6	25,0	23,3	25,1
Solid, liquid and gaseous fuels and related products	62,2	13,2	27,0	24,7	55,5	37,1
Metals and metal ores	67,4	14,7	29,2	5,7	1,3	28,1
Construction and building materials	22,6	-13,2	2,9	-3,2	-3,0	14,7
Other intermediate products, waste and scrap	39,6	31,7	27,0	14,9	23,9	54,2
Machinery, equipment and supplies	1,7	6,1	16,2	8,4	-7,5	12,8
Other goods	4,3	0,1	7,8	4,3	0,9	18,3
Total	22,9	7,3	14,3	10,8	10,9	19,0

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

Type of dealer	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21
Fee or contract basis	0,9	0,5	0,2	0,1	-1,8	-0,6
Agricultural raw materials and livestock	1,2	1,1	0,4	0,2	0,5	1,7
Food, beverages and tobacco	1,7	-0,5	-0,2	0,5	1,0	1,9
Textiles, clothing and footwear	0,0	0,1	0,3	0,4	0,2	-0,2
Other household goods except precious stones	2,5	0,5	1,9	2,2	0,3	0,7
Precious stones, jewellery and silverware	0,6	0,8	1,0	0,5	0,5	0,4
Solid, liquid and gaseous fuels and related products	10,4	2,7	5,3	4,7	9,8	6,7
Metals and metal ores	2,0	0,5	0,9	0,2	0,0	1,0
Construction and building materials	1,2	-0,9	0,2	-0,2	-0,2	0,9
Other intermediate products, waste and scrap	1,9	1,5	1,5	0,9	1,6	3,4
Machinery, equipment and supplies	0,3	0,9	2,3	1,1	-1,1	1,8
Other goods	0,4	0,0	0,6	0,3	0,1	1,4
Total	22,9	7,3	14,3	10,8	10,9	19,0

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 2021 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 four digit level.
- Collection rate**
- 6 The preliminary collection rate for the survey on wholesale trade sales for November 2021 was 61,2%. The improved collection rate for October 2021 was 67,3%.

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 1 469 enterprises from a population of 19 883 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 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 2021 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 3 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 limits	Upper limits
Very small	4	2 675 608	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 US Bureau of the Census. 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 August 2017](#)

Note: Owing to the impact of the COVID-19 lockdown, a transitory change adjustment was applied to April 2020. Transitory (temporary) change describes a temporary effect on the level of a series after a certain point in time.

- 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. For 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.
- Month-on-month percentage change** 10 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** 11 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) **12** 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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