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Wholesale trade sales
(Preliminary)

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Contents

Sales at constant 2015 prices: results for October 2017	2
Table A – Key growth rates in wholesale trade sales at constant 2015 prices	2
Figure 1 – Wholesale trade sales at constant 2015 prices.....	2
Sales at current prices: results for October 2017	3
Table B – Key growth rates in wholesale trade sales at current prices.....	3
Table C – Wholesale trade sales at current prices for the latest three months by type of dealer	3
Tables	4
Table 1 – Wholesale trade sales at constant 2015 prices (R million).....	4
Table 2 – Year-on-year percentage change in wholesale trade sales at constant 2015 prices.....	4
Table 3 – Seasonally adjusted wholesale trade sales at constant 2015 prices	4
Table 4 – Wholesale trade sales at current prices (R million)	5
Table 5 – Year-on-year percentage change in wholesale trade sales at current prices	5
Table 6 – Seasonally adjusted wholesale trade sales at current prices.....	5
Table 7 – Wholesale trade sales at current prices by type of dealer (R million)	6
Table 8 – Year-on-year percentage change in wholesale trade sales at current prices by type of dealer	6
Table 9 – Contribution of type of dealer to the year-on-year percentage change in wholesale trade sales at current prices	6
Survey information	7
Technical notes	9
Glossary	11
Technical enquiries	11
General information	12

Sales at constant 2015 prices: results for October 2017

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

	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17
Year-on-year % change, unadjusted	-3,6	-1,5	-1,8	-2,2	-9,1	-0,9
Month-on-month % change, seasonally adjusted	-3,3	0,9	1,0	-1,9	-4,9	4,8
3-month % change, seasonally adjusted 1/	0,8	2,4	1,1	-0,2	-2,5	-2,7

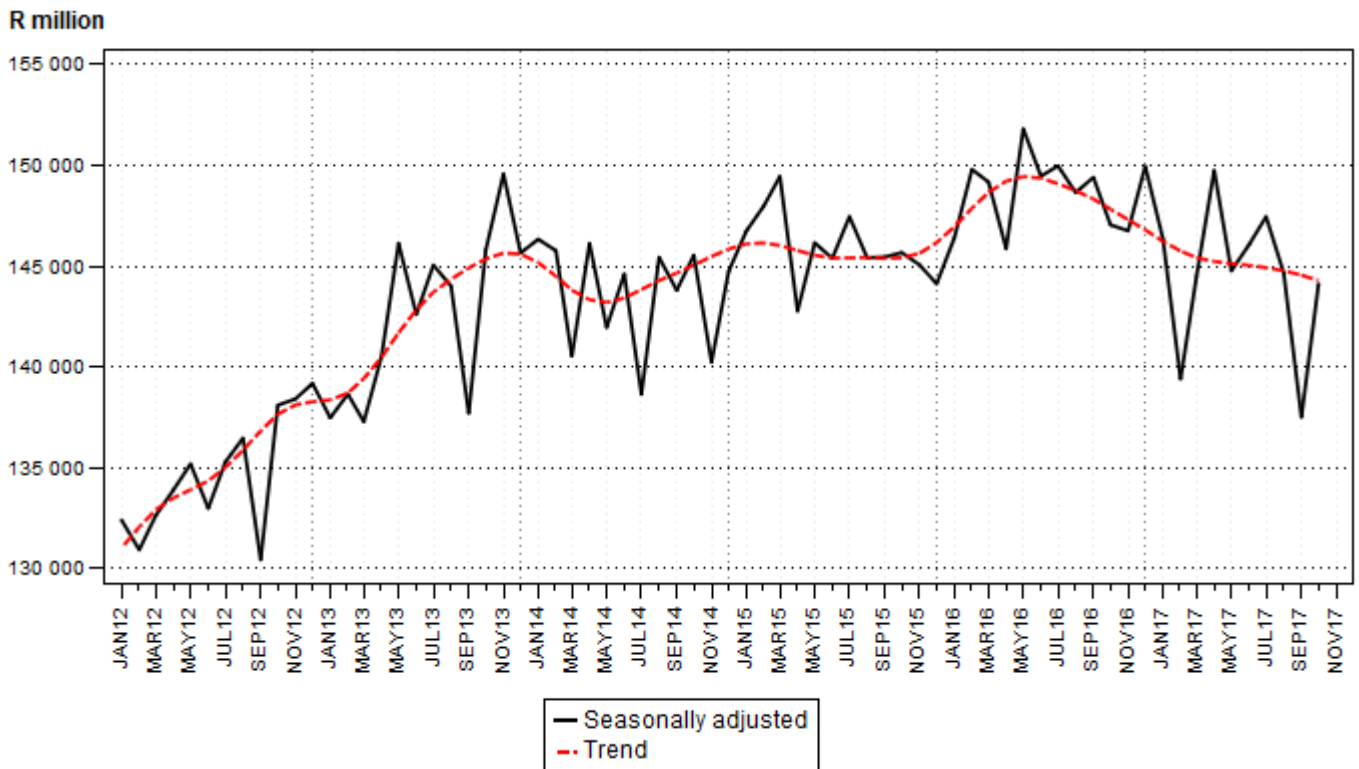
1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in real terms (constant 2015 prices), wholesale trade sales decreased by 0,9% in October 2017 compared with October 2016.

Seasonally adjusted wholesale trade sales increased by 4,8% in October 2017 compared with September 2017. This followed month-on-month changes of -4,9% in September 2017 and -1,9% in August 2017.

In the three months ended October 2017, seasonally adjusted wholesale trade sales decreased by 2,7% compared with the previous three months.

Figure 1 – Wholesale trade sales at constant 2015 prices



Sales at current prices: results for October 2017

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

	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17
Year-on-year % change, unadjusted	1,1	1,7	0,8	1,7	-3,8	5,1
Month-on-month % change, seasonally adjusted	-3,2	0,8	0,6	-0,4	-2,0	3,7
3-month % change, seasonally adjusted 1/	0,5	1,7	0,1	-0,2	-0,9	0,2

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 5,1% in October 2017 compared with October 2016. The main contributors to this increase were dealers in:

- solid, liquid and gaseous fuels and related products (9,3% and contributing 1,8 percentage points);
- 'other' intermediate products, waste and scrap (25,4% and contributing 1,5 percentage points); and
- fee or contract basis (34,6% and contributing 1,1 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	Aug – Oct 2016 (R million)	Weight	Aug – Oct 2017 (R million)	% change between Aug – Oct 2016 and Aug – Oct 2017	Contribution (% points) to the total % change
Fee or contract basis	17 163	3,5	20 358	18,6	0,7
Agricultural raw materials and livestock	45 112	9,1	35 357	-21,6	-2,0
Food, beverages and tobacco	79 443	16,1	80 230	1,0	0,2
Textiles, clothing and footwear	15 849	3,2	15 657	-1,2	0,0
Other household goods except precious stones	64 873	13,1	68 783	6,0	0,8
Precious stones, jewellery and silverware	11 370	2,3	12 351	8,6	0,2
Solid, liquid and gaseous fuels and related products	90 547	18,3	98 311	8,6	1,6
Metals and metal ores	12 542	2,5	12 320	-1,8	0,0
Construction and building materials	29 020	5,9	28 114	-3,1	-0,2
Other intermediate products, waste and scrap	26 048	5,3	29 216	12,2	0,6
Machinery, equipment and supplies	63 012	12,7	59 958	-4,8	-0,6
Other goods	39 420	8,0	38 761	-1,7	-0,1
Total	494 404	100,0	499 416	1,0	1,0

Wholesale trade sales increased by 1,0% in the three months ended October 2017 compared with the three months ended October 2016. The main contributor to this increase was dealers in solid, liquid and gaseous fuels and related products (8,6% and contributing 1,6 percentage points) – see Table C.

Risenga Maluleke
Statistician-General

Tables

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

Month	2011	2012	2013	2014	2015	2016	2017 1/
Jan	103 709	117 508	124 270	132 660	131 578	128 096	129 640
Feb	112 644	129 907	132 955	140 819	143 576	151 781	135 224
Mar	125 889	135 810	133 623	141 865	152 953	150 324	150 422
Apr	112 853	122 932	135 543	134 800	131 164	136 935	133 669
May	120 776	134 304	145 209	139 844	141 332	148 698	143 359
Jun	125 629	130 345	137 624	141 859	145 646	150 125	147 921
Jul	120 784	132 989	143 935	138 140	146 857	145 855	143 270
Aug	128 920	138 941	145 125	143 468	143 335	149 931	146 675
Sep	132 921	132 692	142 417	151 282	152 302	157 303	142 977
Oct	134 265	148 966	157 581	157 388	156 443	154 828	153 434
Nov	142 997	156 364	165 231	153 348	159 531	162 344	
Dec	133 433	138 316	146 262	146 685	146 690	151 698	
Total	1 494 820	1 619 074	1 709 775	1 722 158	1 751 407	1 787 918	

1/ Figures for latest month are preliminary.

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

Month	2012	2013	2014	2015	2016	2017	2017 year-to-date
Jan	13,3	5,8	6,8	-0,8	-2,6	1,2	1,2
Feb	15,3	2,3	5,9	2,0	5,7	-10,9	-5,4
Mar	7,9	-1,6	6,2	7,8	-1,7	0,1	-3,5
Apr	8,9	10,3	-0,5	-2,7	4,4	-2,4	-3,2
May	11,2	8,1	-3,7	1,1	5,2	-3,6	-3,3
Jun	3,8	5,6	3,1	2,7	3,1	-1,5	-3,0
Jul	10,1	8,2	-4,0	6,3	-0,7	-1,8	-2,8
Aug	7,8	4,5	-1,1	-0,1	4,6	-2,2	-2,7
Sep	-0,2	7,3	6,2	0,7	3,3	-9,1	-3,5
Oct	10,9	5,8	-0,1	-0,6	-1,0	-0,9	-3,2
Nov	9,3	5,7	-7,2	4,0	1,8		
Dec	3,7	5,7	0,3	0,0	3,4		
Total	8,3	5,6	0,7	1,7	2,1		

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

Month	R million				Month-on-month % change			
	2014	2015	2016	2017	2014	2015	2016	2017
Jan	146 339	146 744	146 401	146 365	0,5	1,4	1,6	-2,4
Feb	145 773	147 999	149 800	139 409	-0,4	0,9	2,3	-4,8
Mar	140 545	149 458	149 176	144 508	-3,6	1,0	-0,4	3,7
Apr	146 130	142 778	145 872	149 756	4,0	-4,5	-2,2	3,6
May	141 963	146 159	151 814	144 774	-2,9	2,4	4,1	-3,3
Jun	144 613	145 397	149 468	146 063	1,9	-0,5	-1,5	0,9
Jul	138 646	147 464	149 978	147 459	-4,1	1,4	0,3	1,0
Aug	145 438	145 423	148 653	144 662	4,9	-1,4	-0,9	-1,9
Sep	143 807	145 460	149 410	137 513	-1,1	0,0	0,5	-4,9
Oct	145 545	145 675	147 054	144 115	1,2	0,1	-1,6	4,8
Nov	140 241	145 066	146 757		-3,6	-0,4	-0,2	
Dec	144 744	144 130	149 955		3,2	-0,6	2,2	

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

Month	2011	2012	2013	2014	2015	2016	2017 1/
Jan	84 293	101 303	114 385	130 950	125 162	132 550	141 155
Feb	93 024	113 544	122 442	139 912	136 957	158 224	148 811
Mar	105 033	118 582	124 695	142 727	150 019	156 593	165 755
Apr	94 255	108 910	125 516	136 149	130 743	144 804	147 386
May	101 154	119 264	134 183	141 103	141 877	157 449	159 144
Jun	105 550	115 268	128 558	143 379	147 351	160 885	163 606
Jul	102 522	117 442	135 211	140 326	149 012	157 707	159 029
Aug	110 589	123 368	137 690	145 085	144 451	160 568	163 336
Sep	115 210	118 815	135 089	152 718	153 380	167 590	161 291
Oct	116 748	134 809	150 724	158 427	159 428	166 246	174 789
Nov	124 792	142 381	158 261	153 108	162 898	176 328	
Dec	116 374	126 039	141 913	144 642	150 128	165 221	
Total	1 269 544	1 439 725	1 608 667	1 728 526	1 751 406	1 904 165	

1/ Figures for latest month are preliminary.

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

Month	2012	2013	2014	2015	2016	2017	2017 year-to-date
Jan	20,2	12,9	14,5	-4,4	5,9	6,5	6,5
Feb	22,1	7,8	14,3	-2,1	15,5	-5,9	-0,3
Mar	12,9	5,2	14,5	5,1	4,4	5,9	1,9
Apr	15,5	15,2	8,5	-4,0	10,8	1,8	1,8
May	17,9	12,5	5,2	0,5	11,0	1,1	1,7
Jun	9,2	11,5	11,5	2,8	9,2	1,7	1,7
Jul	14,6	15,1	3,8	6,2	5,8	0,8	1,6
Aug	11,6	11,6	5,4	-0,4	11,2	1,7	1,6
Sep	3,1	13,7	13,0	0,4	9,3	-3,8	0,9
Oct	15,5	11,8	5,1	0,6	4,3	5,1	1,4
Nov	14,1	11,2	-3,3	6,4	8,2		
Dec	8,3	12,6	1,9	3,8	10,1		
Total	13,4	11,7	7,5	1,3	8,7		

Table 6 – Seasonally adjusted wholesale trade sales at current prices

Month	R million				Month-on-month % change			
	2014	2015	2016	2017	2014	2015	2016	2017
Jan	145 705	140 569	152 550	159 787	3,5	-1,3	3,1	-2,8
Feb	146 644	143 570	160 894	156 141	0,6	2,1	5,5	-2,3
Mar	141 583	147 097	156 623	159 571	-3,5	2,5	-2,7	2,2
Apr	147 527	141 017	154 059	164 332	4,2	-4,1	-1,6	3,0
May	141 818	145 090	158 623	159 061	-3,9	2,9	3,0	-3,2
Jun	144 624	146 339	159 366	160 268	2,0	0,9	0,5	0,8
Jul	140 416	148 450	160 491	161 273	-2,9	1,4	0,7	0,6
Aug	145 833	144 921	157 870	160 612	3,9	-2,4	-1,6	-0,4
Sep	147 364	148 992	160 653	157 474	1,0	2,8	1,8	-2,0
Oct	145 815	148 037	157 440	163 377	-1,1	-0,6	-2,0	3,7
Nov	140 303	147 009	158 914		-3,8	-0,7	0,9	
Dec	142 482	147 909	164 398		1,6	0,6	3,5	

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

Type of dealer	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17 1/
Fee or contract basis	7 114	7 468	7 405	6 698	6 238	7 422
Agricultural raw materials and livestock	12 912	14 245	15 171	13 169	10 974	11 214
Food, beverages and tobacco	26 331	27 825	25 011	26 518	27 348	26 364
Textiles, clothing and footwear	3 696	3 199	4 495	4 666	5 319	5 672
Other household goods except precious stones	21 172	21 006	19 863	21 963	22 801	24 019
Precious stones, jewellery and silverware	2 749	4 120	3 797	3 743	3 357	5 251
Solid, liquid and gaseous fuels and related products	30 526	30 891	30 635	31 972	31 427	34 912
Metals and metal ores	4 146	4 428	4 022	4 214	3 913	4 193
Construction and building materials	8 850	9 146	9 037	9 505	8 750	9 859
Other intermediate products, waste and scrap	7 481	6 968	7 868	8 497	8 705	12 014
Machinery, equipment and supplies	20 525	21 831	19 587	19 493	19 674	20 791
Other goods	13 643	12 479	12 138	12 898	12 786	13 077
Total	159 144	163 606	159 029	163 336	161 291	174 789

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	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17
Fee or contract basis	-0,1	-1,2	18,8	36,8	-7,6	34,6
Agricultural raw materials and livestock	-9,8	-11,7	-7,8	-15,7	-30,8	-17,8
Food, beverages and tobacco	6,0	10,8	2,8	-1,1	0,5	3,8
Textiles, clothing and footwear	-1,0	-21,0	3,0	-8,5	-8,5	14,9
Other household goods except precious stones	-0,3	-0,9	4,7	8,9	2,4	7,1
Precious stones, jewellery and silverware	-0,8	30,3	56,8	14,0	-20,3	35,5
Solid, liquid and gaseous fuels and related products	1,4	5,4	0,0	9,4	7,0	9,3
Metals and metal ores	-0,9	10,9	-0,2	1,0	-8,1	1,9
Construction and building materials	1,6	6,8	3,9	5,5	-13,3	-0,6
Other intermediate products, waste and scrap	4,1	-8,5	18,5	6,7	2,4	25,4
Machinery, equipment and supplies	-3,9	5,1	-13,8	-3,5	-5,4	-5,6
Other goods	14,5	-7,1	-0,7	-8,5	2,8	1,4
Total	1,1	1,7	0,8	1,7	-3,8	5,1

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

Type of dealer	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17
Fee or contract basis	0,0	-0,1	0,8	1,1	-0,3	1,1
Agricultural raw materials and livestock	-0,9	-1,2	-0,8	-1,5	-2,9	-1,5
Food, beverages and tobacco	0,9	1,7	0,4	-0,2	0,1	0,6
Textiles, clothing and footwear	0,0	-0,5	0,1	-0,3	-0,3	0,4
Other household goods except precious stones	0,0	-0,1	0,6	1,1	0,3	1,0
Precious stones, jewellery and silverware	0,0	0,6	0,9	0,3	-0,5	0,8
Solid, liquid and gaseous fuels and related products	0,3	1,0	0,0	1,7	1,2	1,8
Metals and metal ores	0,0	0,3	0,0	0,0	-0,2	0,0
Construction and building materials	0,1	0,4	0,2	0,3	-0,8	0,0
Other intermediate products, waste and scrap	0,2	-0,4	0,8	0,3	0,1	1,5
Machinery, equipment and supplies	-0,5	0,7	-2,0	-0,4	-0,7	-0,7
Other goods	1,1	-0,6	-0,1	-0,7	0,2	0,1
Total	1,1	1,7	0,8	1,7	-3,8	5,1

Survey information

- Introduction**
- 1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the wholesale trade industry (see 4 below). This survey is based on a sample drawn from Stats SA's 2017 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 October 2017 was 80,2%. The improved collection rate for September 2017 was 88,6%.

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 1 275 enterprises from a population of 19 534 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 2017 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 6,4%.

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	2 314 764	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](#)

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 apparatus and subcomponents.
 - (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 apparatus and subcomponents; 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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