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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 September 2008

Wholesale trade sales estimates	September 2008 (R million)	% change between September 2007 and September 2008	% change between July to September 2007 and July to September 2008	% change between January to September 2007 and January to September 2008
At current prices	94 110	+24,0	+24,2	+24,4
At constant 2000 prices	50 407	+6,0	+4,2	+7,0

Seasonally adjusted estimates	September 2008 (R million)	% change between August and September 2008	% change between April to June 2008 and July to September 2008
At current prices	91 786	+2,1	-0,8
At constant 2000 prices	49 163	+3,5	-3,9

Key findings as at the end of September 2008

Wholesale trade sales increase in real terms

Wholesale trade sales, at constant (2000) prices, for the third quarter of 2008 increased by 4,2% compared with the third quarter of 2007. The corresponding growth in 2007 was 4,5%. However, seasonally adjusted wholesale trade sales, at constant (2000) prices, for the third quarter of 2008 decreased by 3,9% compared with the second quarter of 2008.

Wholesale trade sales, at constant (2000) prices, for September 2008 increased by 6,0% compared with September 2007. The 6,0% increase is higher than the 4,1% growth for September 2007 compared with September 2006.

In the first nine months of 2008, wholesale trade sales, at constant (2000) prices, increased by 7,0% compared with the same period in 2007. The annual growth rate for the corresponding period in 2007 was 6,5%.

Wholesale trade sales, at current prices, for the third quarter of 2008 increased by 24,2% compared with the same period in 2007.

Wholesale trade sales, at current prices, for September 2008 increased by 24,0% compared with September 2007.

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

Type of wholesale dealer	Sales July to September 2007 (R million)	Weight 1/	Sales July to September 2008 (R million)	Difference in sales between July to September 2007 and July to September 2008	Percentage change between July to September 2007 and July to September 2008	Contribution (percentage points) to the percentage change in total sales 2/
Contract or fee basis	10 261	4,5	13 826	3 565	34,7	1,6
Agricultural raw materials and livestock	8 143	3,6	12 581	4 438	54,5	2,0
Food, beverages and tobacco	37 837	16,7	43 587	5 750	15,2	2,5
Textiles, clothing and footwear	7 992	3,5	5 745	-2 247	-28,1	-1,0
Other household goods except precious stones	22 528	9,9	26 383	3 855	17,1	1,7
Precious stones, jewellery and silverware	4 520	2,0	3 495	-1 025	-22,7	-0,5
Solid, liquid and gaseous fuels and related products	39 643	17,5	60 022	20 379	51,4	9,0
Metals and metal ores	9 227	4,1	13 750	4 523	49,0	2,0
Construction and building materials	11 963	5,3	13 296	1 333	11,1	0,6
Other intermediate products, waste and scrap	8 795	3,9	12 131	3 336	37,9	1,5
Machinery, equipment and supplies	46 215	20,4	54 863	8 648	18,7	3,8
Other goods	19 765	8,7	22 102	2 337	11,8	1,0
Total 3/	226 890	100,0	281 777	54 887	24,2	24,2

^{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.

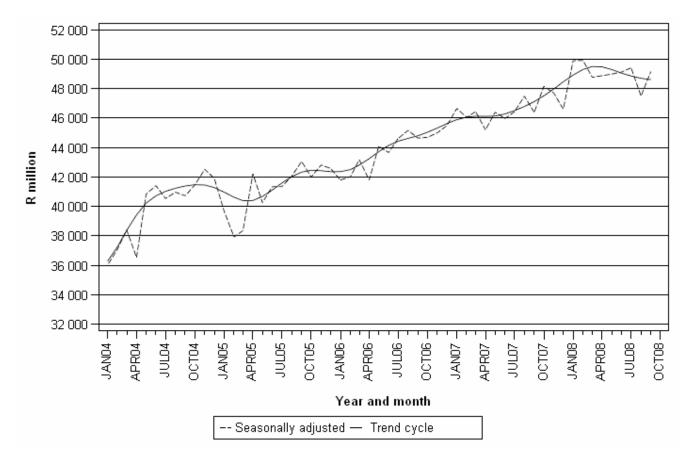
Table B above shows that the major contributors to the 24,2% increase in wholesale trade sales at current prices for the third quarter of 2008 as compared with the third quarter of 2007 were dealers in solid, liquid and gaseous fuels and related products (+9,0 percentage points), dealers in machinery, equipment and supplies (+3,8 percentage points) and dealers in food, beverages and tobacco (+2,5 percentage points).

^{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.

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

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



P J Lehohla Statistician-General

Detailed results

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

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

Ye	ear and month 1/	Type A	Type B	Type C	Type D	Type E	Type F	Type G	Type H	Type I	Type J	Type K	Type L	Total 2/
2007	January	2 679	2 164	11 629	1 641	5 688	739	10 503	2 388	2 841	2 431	12 605	5 498	60 806
	February	3 124	2 574	11 486	2 170	6 727	1 241	10 473	2 845	3 562	2 326	13 011	5 682	65 220
	March	3 118	2 249	11 342	2 523	6 654	2 005	11 540	2 875	3 857	2 334	14 965	6 370	69 832
	April	3 388	2 128	11 029	2 326	6 971	1 883	10 946	2 731	3 359	2 362	12 063	4 875	64 062
	May	3 275	2 820	11 890	2 442	7 763	1 899	12 632	3 144	4 019	2 633	13 864	6 161	72 542
	June	3 343	2 923	12 341	1 781	7 159	1 936	12 840	3 024	4 066	2 772	14 343	6 125	72 651
	July	3 348	2 786	12 235	2 097	7 261	1 242	13 429	2 972	3 984	2 897	15 414	6 587	74 253
	August	3 648	2 696	12 263	2 853	7 738	1 181	13 530	3 343	3 999	3 142	15 816	6 555	76 764
	September	3 265	2 661	13 339	3 042	7 529	2 097	12 684	2 912	3 980	2 756	14 985	6 623	75 873
	October	3 438	2 761	13 586	3 418	8 559	2 269	13 919	3 546	4 473	3 411	17 081	7 310	83 769
	November	3 778	3 262	14 054	3 090	9 163	2 422	14 615	3 353	4 774	3 524	16 384	9 182	87 599
	December	3 266	3 084	15 392	2 008	7 362	1 819	14 023	1 807	2 453	2 541	12 609	7 598	73 962
	Total	39 670	32 108	150 586	29 391	88 574	20 733	151 134	34 940	45 367	33 129	173 140	78 566	877 333
2008	January	2 986	3 039	13 263	1 813	6 918	573	13 441	2 845	3 340	2 577	15 834	6 073	72 701
	February	3 647	3 497	12 838	2 612	7 771	1 695	14 631	3 667	4 465	3 086	15 611	6 208	79 728
	March	3 613	2 860	13 442	2 463	6 961	1 979	17 191	3 839	4 263	2 862	17 462	6 253	83 188
	April	3 851	3 299	12 836	3 106	9 663	2 176	17 105	4 341	4 294	3 168	15 731	7 394	86 963
	May	3 896	3 878	13 461	2 827	8 357	1 995	19 034	4 350	4 472	3 556	16 902	7 639	90 368
	June	3 465	3 999	14 309	1 958	8 273	2 295	19 524	4 743	4 100	3 331	18 212	7 586	91 795
	July	4 629	4 502	13 442	1 799	8 498	1 770	21 224	4 873	4 493	4 144	18 356	7 521	95 250
	August	4 686	4 182	15 291	1 825	8 497	647	20 395	4 583	4 337	4 285	16 584	7 107	92 417
	September	4 511	3 897	14 854	2 121	9 388	1 078	18 403	4 294	4 466	3 702	19 923	7 474	94 110

^{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 $^{\mathrm{1}^{\mathrm{1}}}$

Group type	Type of dealers included in group type
Type A	Wholesale trade on a fee or contract basis
Type B	Wholesale trade in agricultural raw materials and livestock
Type C	Wholesale trade in food, beverages and tobacco
Type D	Wholesale trade in textiles, clothing and footwear
Type E	Wholesale trade in other household goods except precious stones
Type F	Wholesale trade in precious stones, jewellery and silverware
Type G	Wholesale trade in solid, liquid and gaseous fuels and related products
Type H	Wholesale trade in metals and metal ores
Type I	Wholesale trade in construction and building materials
Type J	Wholesale trade in other intermediate products, waste and scrap
Type K	Wholesale trade in machinery, equipment and supplies
Type L	Wholesale trade in other goods

^{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 2001 - September 2008. Table 4 shows seasonally adjusted wholesale trade sales at current prices over the same period.

Table 2 – Total wholesale trade sales at current prices (R million)

Month	2001	2002	2003	2004	2005	2006	2007 /1	2008 /1
January	30 551	34 827	37 849	39 623	44 336	49 213	60 806	72 701
February	32 890	36 696	43 299	44 751	46 408	53 971	65 220	79 728
March	32 940	39 029	44 542	48 444	49 559	58 412	69 832	83 188
April	31 997	38 882	41 288	43 264	50 966	52 913	64 062	86 963
May	33 962	39 611	43 644	52 224	53 006	61 413	72 542	90 368
June	34 562	38 915	45 089	53 777	54 961	62 147	72 651	91 795
July	33 460	38 306	45 948	51 517	54 806	64 179	74 253	95 250
August	34 098	39 481	44 102	52 545	56 457	66 649	76 764	92 417
September	32 608	41 424	45 056	53 143	58 642	66 673	75 873	94 110
October	37 346	46 486	47 450	57 533	60 608	71 025	83 769	
November	38 673	45 874	48 444	61 307	64 949	75 651	87 599	
December	37 605	41 633	41 407	52 896	56 198	65 760	73 962	
Total	410 692	481 164	528 118	611 024	650 896	748 006	877 333	

^{1/} Preliminary.

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

Month	2001	2002	2003	2004	2005	2006	2007	2008
January	-	14,0	8,7	4,7	11,9	11,0	23,6	19,6
February	-	11,6	18,0	3,4	3,7	16,3	20,8	22,2
March	-	18,5	14,1	8,8	2,3	17,9	19,6	19,1
April	-	21,5	6,2	4,8	17,8	3,8	21,1	35,7
May	-	16,6	10,2	19,7	1,5	15,9	18,1	24,6
June	-	12,6	15,9	19,3	2,2	13,1	16,9	26,4
July	-	14,5	19,9	12,1	6,4	17,1	15,7	28,3
August	-	15,8	11,7	19,1	7,4	18,1	15,2	20,4
September	-	27,0	8,8	17,9	10,3	13,7	13,8	24,0
October	-	24,5	2,1	21,2	5,3	17,2	17,9	
November	-	18,6	5,6	26,6	5,9	16,5	15,8	
December	-	10,7	-0,5	27,7	6,2	17,0	12,5	
Total	-	17,2	9,8	15,7	6,5	14,9	17,3	

^{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	2001	2002	2003	2004	2005	2006	2007	2008
January	33 821	38 791	42 589	45 062	50 799	56 495	69 669	83 159
February	33 694	37 640	44 745	46 606	48 784	57 079	69 288	84 786
March	32 725	38 808	44 343	48 408	49 746	59 006	70 866	84 513
April	33 737	41 304	44 300	46 902	55 763	58 262	70 790	96 302
May	33 885	39 415	43 331	51 884	52 587	60 928	71 902	89 647
June	34 467	38 532	44 437	52 918	54 102	61 234	71 796	90 996
July	34 180	38 972	46 432	51 582	54 446	63 246	72 799	93 126
August	34 099	39 559	44 053	52 056	55 518	65 098	74 777	89 876
September	32 122	40 746	44 201	51 914	57 264	64 977	73 958	91 786
October	34 649	43 048	43 792	53 023	55 770	65 456	77 192	
November	35 433	41 637	43 486	54 521	57 276	66 543	76 940	_
December	37 568	41 717	41 719	53 588	57 143	67 029	75 477	

Tables 5 and 6 show wholesale trade sales (actual values and annual percentage changes) at constant (2000) prices over the period January 2001 - September 2008. Table 7 shows seasonally adjusted wholesale trade sales at constant prices over the same period.

Table 5 - Total wholesale trade sales at constant 2000 prices (R million)

Month	2001	2002	2003	2004	2005	2006	2007 /1	2008 /1
January	29 291	29 985	30 171	31 787	34 828	36 699	41 113	44 088
February	31 384	30 967	34 446	35 701	36 327	40 187	43 978	47 684
March	31 356	32 647	35 435	38 678	38 582	43 284	46 446	48 762
April	30 157	31 988	32 860	34 214	39 356	38 821	41 925	49 950
May	31 770	32 349	35 112	41 251	40 727	44 567	46 892	49 463
June	32 106	31 651	35 799	41 785	41 606	43 827	45 967	48 957
July	30 910	30 830	36 251	40 075	41 038	44 492	46 408	49 481
August	31 268	31 472	34 932	40 843	42 085	45 370	47 724	47 761
September	29 902	33 047	36 117	41 599	43 976	45 713	47 569	50 407
October	33 767	36 835	38 051	44 825	45 433	48 267	52 014	
November	34 560	36 235	38 989	47 728	48 433	51 064	54 224	
December	33 427	33 016	33 285	41 373	41 876	44 583	45 613	_
Total	379 898	391 022	421 448	479 859	494 267	526 874	559 873	_

^{1/} Preliminary.

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

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

^{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	2001	2002	2003	2004	2005	2006	2007	2008
January	32 467	33 379	33 880	35 997	39 655	41 784	46 652	49 902
February	32 190	31 800	35 598	37 081	37 919	42 015	46 047	49 918
March	31 232	32 464	35 171	38 393	38 351	43 167	46 440	48 776
April	31 727	33 802	34 887	36 528	42 212	41 794	45 198	53 926
May	31 705	32 146	34 769	40 830	40 255	44 083	46 396	48 989
June	32 053	31 432	35 451	41 406	41 335	43 658	45 973	49 130
July	31 638	31 486	36 869	40 528	41 338	44 618	46 426	49 416
August	31 395	31 705	35 191	40 963	42 053	45 165	47 488	47 499
September	29 290	32 421	35 431	40 719	43 050	44 638	46 394	49 163
October	31 315	34 125	35 194	41 455	41 995	44 690	48 154	_
November	31 650	32 885	35 042	42 518	42 808	44 998	47 711	_
December	33 393	33 093	33 522	41 901	42 576	45 494	46 608	_

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	July to September 2007 (R million)	July to September 2008 (R million)	% change between July to September 2007 and July to September 2008	January to September 2007 (R million)	January to September 2008 (R million)	% change between January to September 2007 and January to September 2008
At current prices	226 890	281 777	+24,2	632 003	786 520	+24,4
At constant 2000 prices	141 701	147 649	+4,2	408 022	436 553	+7,0

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

Seasonally adjusted wholesale trade sales estimates	August 2008 (R million)	September 2008 (R million)	% change between August and September 2008	April to June 2008 (R million)	July to September 2008 (R million)	% change between April to June 2008 and July to September 2008
At current prices	89 876	91 786	+2,1	276 945	274 788	-0,8
At constant 2000 prices	47 499	49 163	+3,5	152 045	146 078	-3,9

Explanatory notes

Introduction

- Statistics South Africa (Stats SA) conducts a monthly survey of the wholesale trade industry, covering wholesale enterprises (see 4 below). This survey is based on a sample drawn from the 2008 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).
- As is usual, information for the latest month has had to be estimated for respondents who have not reported by the cut-off date for production of results. These estimates will be revised in future statistical releases when their reported information becomes available. Published wholesale trade sales estimates exclude VAT.

Purpose of the 3 survey

The results of the monthly wholesale trade sales survey are used to compile estimates of the Gross Domestic Product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.

Scope of the survey

- 4 This survey covers wholesale enterprises according to the following types of dealer:
 - Wholesale trade on a fee or contract basis
 - Sales by commission agents, commodity brokers, auctioneers and other wholesale trade on a fee or contract basis;
 - Wholesale trade in agricultural raw materials and livestock;
 - Wholesale trade in food, beverages and tobacco;
 - Wholesale trade in textiles, clothing and footwear;
 - Wholesale trade in other household goods except precious stones
 - Wholesale trade in household furniture, requisites and appliances, wholesale trade in books and stationery, wholesale trade in pharmaceuticals and toiletries and wholesale trade in other household goods not elsewhere classified;
 - Wholesale trade in precious stones, jewellery and silverware;
 - Wholesale trade in solid, liquid and gaseous fuels and related products;
 - Wholesale trade in metals and metal ores;
 - Wholesale trade in construction and building materials
 - Wholesale trade in construction materials, hardware, plumbing and heating equipment and supplies;
 - Wholesale trade in machinery, equipment and supplies;
 - Wholesale trade in other intermediate products, waste and scrap; and
 - Wholesale trade in other goods
 - General wholesale trade and other wholesale trade not elsewhere classified.

Classification

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. Statistics in this publication are presented at SIC division (four digit) level. Each enterprise is classified to the industry which reflects its predominant activity.

Response rate

The preliminary response rate for the survey on wholesale trade sales for September 2008 was 90,3%.

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.

Survey methodology and design

The survey is conducted monthly. Questionnaires are sent to a sample of about 1 000 enterprises from a population of about 21 000 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Fax and telephone reminders are used to follow up non-respondents.

The value of sales is obtained monthly from the sample of about 1 000 enterprises (which was drawn in April 2008 at the SIC four-digit level) from a population of about 21 000 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

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

Seasonal adjustment

Adjustment Program developed by the US Bureau of the Census, 1968. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences, which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour.

Trend cycle

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

- Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the wholesale industry in South Africa. Estimates are subject to sampling and non-sampling errors. Preliminary figures are indicated in the tables.
- Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.

Revised figures

Revised figures are due to respondents reporting revisions or corrections to their figures and late submission of their data to Stats SA. Preliminary figures are indicated in the relevant tables. Data are edited at the enterprise level.

Related publications

- 17 Users may also wish to refer to the following publications available from Stats SA -
 - Bulletin of Statistics issued quarterly.
 - SA Statistics issued annually.

Rounding of figures

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

Pre-release policy	19	Stats SA's	pre-release policy may be inspected at its Website, www.statssa.gov.za.
Symbols and abbreviations	20	BSF GDP ISIC SIC SARS Stats SA VAT	Business sampling frame Gross Domestic Product International Standard Industrial Classification Standard Industrial Classification of all Economic Activities South African Revenue Service Statistics South Africa Value-added tax Revised Figures not available

Technical note

Neyman optimal allocation

A stratified random sample was drawn from the population of enterprises on the business sampling frame (BSF). 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 strata did not exceed 4,8%.

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.

IndustryAn industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same

way as in the Standard Industrial Classification of all Economic Activities, Fifth Edition,

Report No. 09-90-02 of March 1993 (SIC).

Statistical unit A statistical unit is a unit about which statistics are tabulated, compiled or published.

The statistical units are derived from and linked to the South African Revenue Service

(SARS) administrative data.

Wholesale trade Wholesale trade includes the resale (sale without transformation) of new and used goods

and products to other wholesalers, retailers, agricultural, industrial, commercial, institutional and professional users either directly or through agents on a fee or contract

basis.

Wholesaler A wholesaler is an enterprise deriving 50% or more of its turnover from sales of goods to

other businesses and institutions.

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