STATISTICAL RELEASE
P6141.2

Wholesale trade sales
(Preliminary)

September 2019

Embargoed until:
14 November 2019
10:00

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The South Africa I know, the home I understand

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	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
Year-on-year % change, unadjusted	5,3	-3,2	-6,4	6,7	-4,0	-3,9
Month-on-month % change, seasonally adjusted	1,2	-3,0	-0,9	9,1	-7,0	1,8
3-month % change, seasonally adjusted 1/	2,5	3,4	0,4	0,5	0,9	2,9

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 3,9% in September 2019 compared with September 2018.

Seasonally adjusted wholesale trade sales increased by 1,8% in September 2019 compared with August 2019. This followed month-on-month changes of -7,0% in August 2019 and 9,1% in July 2019.

In the third quarter of 2019, seasonally adjusted wholesale trade sales increased by 2,9% compared with the previous quarter.

Figure 1 – Wholesale trade sales at constant 2015 prices

Sales at current prices: results for September 2019

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

	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
Year-on-year % change, unadjusted	13,3	3,4	-1,0	10,9	-0,4	-1,0
Month-on-month % change, seasonally adjusted	4,2	-2,5	-1,2	6,3	-4,7	-0,6
3-month % change, seasonally adjusted 1/	2,9	5,2	3,2	1,8	0,9	1,1

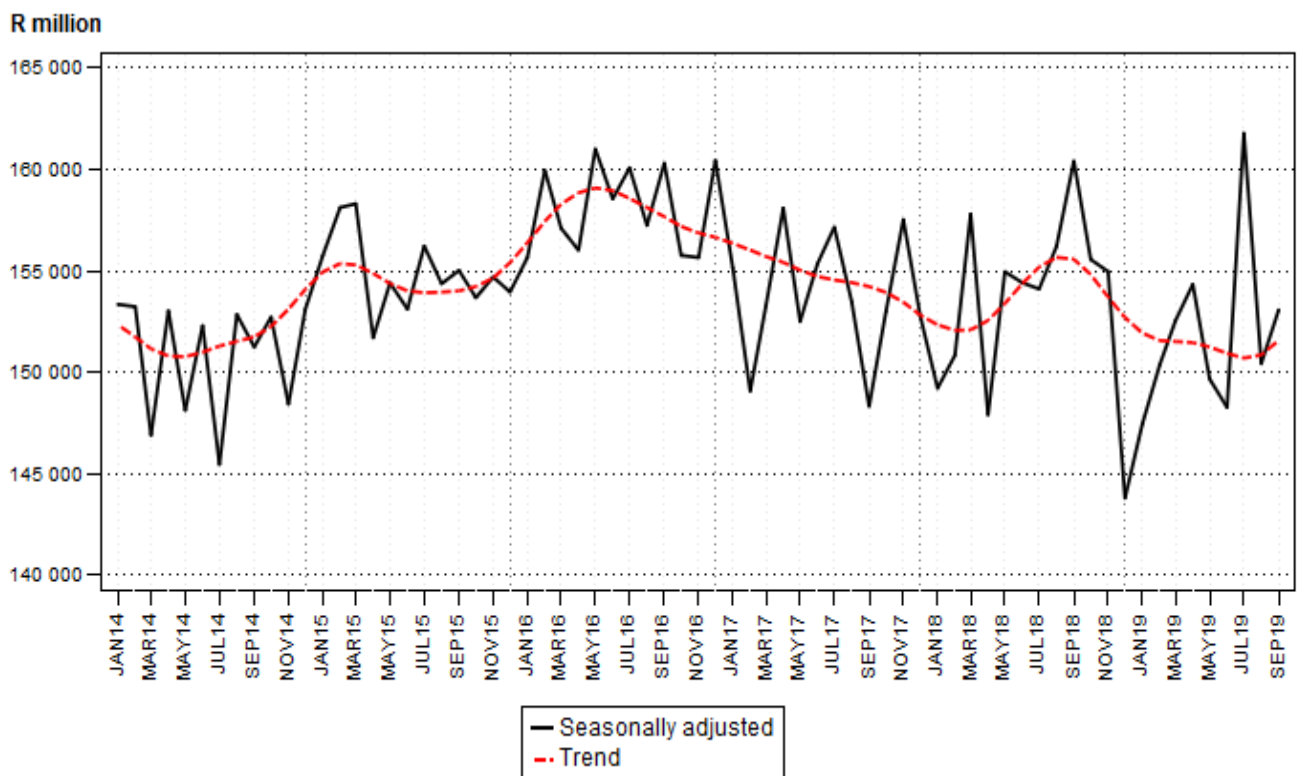1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), wholesale trade sales decreased by 1,0% in September 2019 compared with September 2018. The main contributor to this decrease was dealers in solid, liquid and gaseous fuels and related products (-9,9% and contributing -2,6 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	Jul – Sep 2018 (R million)	Weight	Jul – Sep 2019 (R million)	% change between Jul – Sep 2018 and Jul – Sep 2019	Contribution (% points) to the total % change
Fee or contract basis	22 188	3,9	26 062	17,5	0,7
Agricultural raw materials and livestock	39 401	6,9	38 880	-1,3	-0,1
Food, beverages and tobacco	84 394	14,9	88 897	5,3	0,8
Textiles, clothing and footwear	11 228	2,0	12 486	11,2	0,2
Other household goods except precious stones	66 424	11,7	67 251	1,2	0,1
Precious stones, jewellery and silverware	15 232	2,7	14 414	-5,4	-0,1
Solid, liquid and gaseous fuels and related products	146 407	25,8	144 205	-1,5	-0,4
Metals and metal ores	13 838	2,4	13 520	-2,3	-0,1
Construction and building materials	28 649	5,0	30 953	8,0	0,4
Other intermediate products, waste and scrap	28 702	5,1	28 939	0,8	0,0
Machinery, equipment and supplies	71 230	12,5	76 088	6,8	0,9
Other goods	40 434	7,1	43 389	7,3	0,5
Total	**568 128**	**100,0**	**585 083**	**3,0**	**3,0**

Wholesale trade sales increased by 3,0% in the third quarter of 2019 compared with the third quarter of 2018. The main contributors to this increase were dealers in:
- machinery, equipment and supplies (6,8% and contributing 0,9 of a percentage point);
- food, beverages and tobacco (5,3% and contributing 0,8 of a percentage point); and
- fee or contract basis (17,5% and contributing 0,7 of a percentage point) – see Table C.

Risenga Maluleke
Statistician-General

Tables

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

Month	2013	2014	2015	2016	2017	2018	2019 1/
Jan	130 409	138 998	140 072	136 357	137 680	134 431	133 237
Feb	139 446	147 556	152 922	161 677	143 550	144 651	143 661
Mar	139 963	148 636	162 436	160 352	159 717	159 536	153 783
Apr	142 282	141 316	139 052	145 691	140 879	136 514	143 745
May	152 543	146 670	149 704	158 174	152 460	155 382	150 487
Jun	144 422	148 766	154 044	159 454	158 058	155 273	145 369
Jul	151 070	144 792	155 319	154 867	151 509	150 834	160 884
Aug	152 217	150 604	151 976	159 571	156 465	159 676	153 354
Sep	149 512	158 911	161 670	167 498	152 801	160 136	153 952
Oct	165 443	165 663	166 035	164 736	164 298	169 544	
Nov	173 559	161 774	169 476	172 520	174 022	172 804	
Dec	153 495	155 228	155 912	161 392	150 131	140 494	
Total	**1 794 361**	**1 808 914**	**1 858 618**	**1 902 289**	**1 841 570**	**1 839 275**	

1/ Figures for latest month are preliminary.

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

Month	2014	2015	2016	2017	2018	2019	*2019 year-to-date*
Jan	6,6	0,8	-2,7	1,0	-2,4	-0,9	*-0,9*
Feb	5,8	3,6	5,7	-11,2	0,8	-0,7	*-0,8*
Mar	6,2	9,3	-1,3	-0,4	-0,1	-3,6	*-1,8*
Apr	-0,7	-1,6	4,8	-3,3	-3,1	5,3	*-0,1*
May	-3,9	2,1	5,7	-3,6	1,9	-3,2	*-0,8*
Jun	3,0	3,5	3,5	-0,9	-1,8	-6,4	*-1,8*
Jul	-4,2	7,3	-0,3	-2,2	-0,4	6,7	*-0,5*
Aug	-1,1	0,9	5,0	-1,9	2,1	-4,0	*-1,0*
Sep	6,3	1,7	3,6	-8,8	4,8	-3,9	*-1,3*
Oct	0,1	0,2	-0,8	-0,3	3,2		
Nov	-6,8	4,8	1,8	0,9	-0,7		
Dec	1,1	0,4	3,5	-7,0	-6,4		
Total	**0,8**	**2,7**	**2,3**	**-3,2**	**-0,1**		

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

Month	R million				Month-on-month % change			
	2016	2017	2018	2019	2016	2017	2018	2019
Jan	155 671	155 142	149 218	147 455	1,1	-3,3	-2,3	2,5
Feb	159 958	149 079	150 848	150 373	2,8	-3,9	1,1	2,0
Mar	157 107	153 278	157 807	152 547	-1,8	2,8	4,6	1,4
Apr	156 024	158 101	147 902	154 341	-0,7	3,1	-6,3	1,2
May	161 011	152 513	154 964	149 675	3,2	-3,5	4,8	-3,0
Jun	158 553	155 358	154 419	148 278	-1,5	1,9	-0,4	-0,9
Jul	160 083	157 160	154 113	161 790	1,0	1,2	-0,2	9,1
Aug	157 247	153 474	156 208	150 437	-1,8	-2,3	1,4	-7,0
Sep	160 312	148 328	160 420	153 078	1,9	-3,4	2,7	1,8
Oct	155 769	153 004	155 568		-2,8	3,2	-3,0	
Nov	155 660	157 536	154 968		-0,1	3,0	-0,4	
Dec	160 444	152 802	143 799		3,1	-3,0	-7,2	

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

Month	2013	2014	2015	2016	2017	2018	2019 1/
Jan	121 388	138 966	132 824	140 664	149 796	155 500	160 366
Feb	129 938	148 477	145 340	167 909	157 920	166 393	172 810
Mar	132 329	151 465	159 202	166 178	175 902	181 678	187 642
Apr	133 200	144 483	138 746	153 668	155 084	157 693	178 663
May	142 398	149 741	150 562	167 088	169 166	182 054	188 309
Jun	136 428	152 156	156 371	170 734	174 665	184 468	182 647
Jul	143 487	148 916	158 135	167 361	167 530	181 177	200 851
Aug	146 119	153 967	153 293	170 398	173 748	192 524	191 785
Sep	143 358	162 066	162 769	177 849	172 129	194 427	192 447
Oct	159 951	168 125	169 187	176 422	186 969	210 584	
Nov	167 950	162 481	172 870	187 122	199 923	214 427	
Dec	150 600	153 497	159 318	175 335	174 465	171 892	
Total	**1 707 146**	**1 834 340**	**1 858 617**	**2 020 728**	**2 057 297**	**2 192 817**	

1/ Figures for latest month are preliminary.

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

Month	2014	2015	2016	2017	2018	2019	*2019 year-to-date*
Jan	14,5	-4,4	5,9	6,5	3,8	3,1	*3,1*
Feb	14,3	-2,1	15,5	-5,9	5,4	3,9	*3,5*
Mar	14,5	5,1	4,4	5,9	3,3	3,3	*3,4*
Apr	8,5	-4,0	10,8	0,9	1,7	13,3	*5,8*
May	5,2	0,5	11,0	1,2	7,6	3,4	*5,3*
Jun	11,5	2,8	9,2	2,3	5,6	-1,0	*4,1*
Jul	3,8	6,2	5,8	0,1	8,1	10,9	*5,2*
Aug	5,4	-0,4	11,2	2,0	10,8	-0,4	*4,4*
Sep	13,0	0,4	9,3	-3,2	13,0	-1,0	*3,7*
Oct	5,1	0,6	4,3	6,0	12,6		
Nov	-3,3	6,4	8,2	6,8	7,3		
Dec	1,9	3,8	10,1	-0,5	-1,5		
Total	**7,5**	**1,3**	**8,7**	**1,8**	**6,6**		

Table 6 – Seasonally adjusted wholesale trade sales at current prices

Month	R million				Month-on-month % change			
	2016	2017	2018	2019	2016	2017	2018	2019
Jan	162 371	170 481	175 775	181 618	3,5	-2,3	-0,3	3,9
Feb	170 399	166 474	176 191	183 441	4,9	-2,4	0,2	1,0
Mar	165 181	169 678	181 080	185 737	-3,1	1,9	2,8	1,3
Apr	165 099	173 919	169 559	193 470	0,0	2,5	-6,4	4,2
May	168 476	168 949	182 458	188 610	2,0	-2,9	7,6	-2,5
Jun	170 035	172 170	184 665	186 273	0,9	1,9	1,2	-1,2
Jul	170 940	170 298	180 835	198 097	0,5	-1,1	-2,1	6,3
Aug	167 242	170 633	188 469	188 788	-2,2	0,2	4,2	-4,7
Sep	169 610	166 843	192 701	187 637	1,4	-2,2	2,2	-0,6
Oct	166 253	173 406	193 847		-2,0	3,9	0,6	
Nov	167 337	178 636	190 209		0,7	3,0	-1,9	
Dec	174 420	176 332	174 730		4,2	-1,3	-8,1	

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

Type of dealer	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19 1/
Fee or contract basis	7 138	8 149	8 087	9 282	8 024	8 756
Agricultural raw materials and livestock	11 832	12 558	13 173	14 310	12 094	12 476
Food, beverages and tobacco	27 741	28 371	27 664	29 688	28 977	30 232
Textiles, clothing and footwear	4 423	4 026	2 653	4 252	3 966	4 268
Other household goods except precious stones	20 816	21 064	21 257	21 702	22 291	23 258
Precious stones, jewellery and silverware	5 048	4 292	4 189	4 776	4 661	4 977
Solid, liquid and gaseous fuels and related products	44 127	47 251	47 395	50 071	48 720	45 414
Metals and metal ores	4 385	4 643	4 172	4 775	4 327	4 418
Construction and building materials	8 869	12 321	9 008	10 605	11 150	9 198
Other intermediate products, waste and scrap	8 384	8 920	7 928	8 830	9 398	10 711
Machinery, equipment and supplies	22 045	22 521	23 119	27 100	24 154	24 834
Other goods	13 854	14 194	14 001	15 460	14 022	13 907
Total	**178 663**	**188 309**	**182 647**	**200 851**	**191 785**	**192 447**

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	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
Fee or contract basis	-7,7	8,3	3,9	36,8	2,1	16,1
Agricultural raw materials and livestock	17,3	-6,9	-7,3	-4,9	-7,4	10,6
Food, beverages and tobacco	9,3	2,7	-1,1	11,8	2,5	2,3
Textiles, clothing and footwear	40,5	14,9	-19,2	17,5	11,7	5,2
Other household goods except precious stones	7,4	4,0	5,7	8,7	1,3	-4,9
Precious stones, jewellery and silverware	47,9	8,3	-21,1	15,6	-12,1	-14,1
Solid, liquid and gaseous fuels and related products	9,2	2,9	-0,3	4,4	1,3	-9,9
Metals and metal ores	14,5	-5,3	-8,0	7,1	-7,1	-6,4
Construction and building materials	10,5	23,8	-4,3	9,6	14,2	-0,1
Other intermediate products, waste and scrap	29,7	3,5	8,0	4,6	-6,1	4,5
Machinery, equipment and supplies	15,2	7,4	-1,1	22,8	-4,2	3,6
Other goods	29,6	-7,4	2,8	23,9	-5,0	5,3
Total	**13,3**	**3,4**	**-1,0**	**10,9**	**-0,4**	**-1,0**

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

Type of dealer	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
Fee or contract basis	-0,4	0,3	0,2	1,4	0,1	0,6
Agricultural raw materials and livestock	1,1	-0,5	-0,6	-0,4	-0,5	0,6
Food, beverages and tobacco	1,5	0,4	-0,2	1,7	0,4	0,3
Textiles, clothing and footwear	0,8	0,3	-0,3	0,4	0,2	0,1
Other household goods except precious stones	0,9	0,4	0,6	1,0	0,1	-0,6
Precious stones, jewellery and silverware	1,1	0,2	-0,6	0,4	-0,3	-0,4
Solid, liquid and gaseous fuels and related products	2,4	0,7	-0,1	1,2	0,3	-2,6
Metals and metal ores	0,3	-0,1	-0,2	0,2	-0,2	-0,2
Construction and building materials	0,5	1,3	-0,2	0,5	0,7	0,0
Other intermediate products, waste and scrap	1,2	0,2	0,3	0,2	-0,3	0,2
Machinery, equipment and supplies	1,8	0,9	-0,1	2,8	-0,6	0,4
Other goods	2,0	-0,6	0,2	1,6	-0,4	0,4
Total	**13,3**	**3,4**	**-1,0**	**10,9**	**-0,4**	**-1,0**

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 2019 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 September 2019 was 88,1%. The improved collection rate for August 2019 was 90,1%.

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: • *Stats in Brief* 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 1 423 enterprises from a population of 19 570 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 2019 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:

$$nh = n * (Nh * Sh) / [\Sigma (Ni * Si)].$$

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	2 656 495	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 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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Produced by Stats SA

Wholesale trade sales, September 2019