

Confidential

Distributive trades quarterly survey

Office use only:

Number 395 May 2016

in the same month a year ago?

Nelcome to the CBI quarterly distributive trades survey.	The closing date for this survey is Friday 13 May 2016. Please fax your responses to us by this date using our dedicated
We would like to thank you for your valued support of the survey providing us with a key insight into retail and wholesale conditions.	fax numbers of 020 7836 1210/5856 or send to the survey management group at the postal address cited below. Please answer on behalf of your UK distributive activities only.
f you have any questions, please do not hesitate to contact us at surveymanagementgroup@cbi.org.uk	Thankyou very much in advance for your response.
a our roy management group ground grown	Jonathan Wood – head of CBI survey management group

How do your sales and orders for this month and your expectations for next month compare with those

May June n/a n/a same down same down Volume of sales Volume of orders placed on suppliers Past three months **Next three months** 2a Volume of sales 2b Volume of orders placed on suppliers What is the position with regard to your: May June n/a n/a average poor good Volume of sales, for the time of year too high adequate too low too high adequate too low Volume of stocks, in relation to expected sales 5 Compared with a year ago, is the current proportion of your deliveries from suppliers accounted for by imports?

> Please complete and return to the CBI survey management group by Friday 13 May 2016

	May				June			,
	up	same	down	n/a	up	same	down	n/a
How have your average selling prices for in the next three months?	r the pas	t three	months	changed and v	what do	you ex	pect to	occur
	Past t	hree mon same	ths down	n/a	Next tl	ree mor same	ths down	n/a
How does your employment compare w	ith that ir	the sai	me mor	ith a year ago?				
	May up	same	down	n/a	June up	same	down	n/a
Numbers employed								
of which a) full-time								
b) part-time								
	Past t	hree mon	ths down	n/a	Next tl	ree mor same	ths down	n/a
a Numbers employed								
Do you expect to authorise more or less in the next 12 months than you authorise					js, mac	hinery,	cars an	d comme
	More	Same		Less				
Over the next three months, do you expe	-							
Over the next three months, do you expe	-	verall b		S situation to: Deteriorate				
Over the next three months, do you expended the next three months are next three months are next three months.	Improv							
nternet sales	Improv	re Remain						
nternet sales	Improv	re Remain	stable	Deteriorate				
,	Improvernet?	No (but	stable plan to)	Deteriorate No (no plans to)	the ne	kt mont	h comp	are with t
nternet sales Do you currently sell goods over the inte	Improvernet?	No (but	stable plan to)	Deteriorate No (no plans to)	the nex	kt mont	h comp	are with t
Iternet sales Do you currently sell goods over the inte	Improvement? Yes This mo	No (but	plan to) your ex	No (no plans to) expectations for	June			
The nternet sales Do you currently sell goods over the internet sales for in the same month a year ago? How do your average prices for goods s	r this mo	No (but	plan to) your ex	No (no plans to) Expectations for	June up	same	down	n/a
nternet sales D Do you currently sell goods over the inte	r this mo	No (but	plan to) your ex	No (no plans to) Expectations for	June up	same	down	n/a

CBI distributive trades survey May 2016

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Basic data s	ection					
Please enter th (please refer to			d by this return assification on the	e reverse of the	questionnaire)	
How many emp	oloyees are	covered by this	return?			
0-25	26-99	100-499	500 and over			
Please enter th (please refer to			by this return he reverse of the o	questionnaire)		
What type of bu	ısiness does	s your reply cov	ver?			
single outle	et retailing	retailers wit	h 2-9 branches	retailers with	n 10+ branches	
mail order		motor trades	;	wholesaling		
Please indicate	the annual	turnover cover	ed by this return ((please answer	on behalf of your UK o	peration only)
£0-999k	£1-9.9m	£10-24.9m	£25-99.9m	£100-499m	£500m+	
Your company	details plea	se complete as fi	ılly as possible			
Your name				Your po	osition	
Company name						
Address						
				Postco	de	
Telephone				Email		
				Pl	ease tick if you're interest	ed in online response

 $\label{thm:continuous} The \ CBI \ acknowledges \ the \ European \ Union's \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ European \ Union's \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ European \ Union's \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ financial \ support \ for \ the \ technical \ development \ and \ supply \ of \ this \ data \ acknowledges \ the \ financial \ support \ for \ support \ support \ for \ support \ support \ for \ support \ support \ for \ support \ sup$

CBI classification listing for the distributive trades survey

Please code your response according to your main activity listed below. These codes are taken from the 2007 Standard Industrial Classification published by the Office of National Statistics.

Motor trades

45.1 Sale of motor vehicles	45.1	Sale	of	moto	or v	ehic/	les
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45.2 Maintenance and repair of motor vehicles

45.3 Sale of motor vehicle parts and accessories

45.4 Sale, maintenance and repair of motorcycles and related parts and accessories

Wholesale trade, except of motor vehicles and motorcycles

46.1 Wholesale on a fee or contract basis

46.2 Wholesale of agricultural raw materials and live animals

46.3 Wholesale of food, beverages and tobacco

Wholesale of household goods

46.41 Wholesale of textiles

Wholesale of clothing and footwear 46.42

46.43 Wholesale of electrical household appliances

46.44 Wholesale of china and glassware and cleaning materials

46.45 Wholesale of perfume and cosmetics

46.46 Wholesale of pharmaceutical goods

46.47 Wholesale of furniture, carpets and lighting equipment

46.48 Wholesale of watches and jewellery

46.49 Wholesale of other household goods

Wholesale of information and communication equipment

46.5 Wholesale of information and communication equipment

Wholesale of other machinery, equipment and supplies

46.61 Wholesale of agricultural machinery, equipment and supplies

46.62 Wholesale of machine tools

Wholesale of mining, construction and civil engineering machinery 46.63

46.64 Wholesale of machinery for the textile industry and of sewing and knitting machines

46.65 Wholesale of office furniture

Wholesale of other office machinery and equipment 46.66

46.69 Wholesale of other machinery and equipment

Other specialised wholesale

46.71 Wholesale of solid, liquid and gaseous fuels and related products

46.72 Wholesale of metals and metal ores

46.73 Wholesale of wood, construction materials and sanitary equipment

46.74 Wholesale of hardware, plumbing and heating equipment and supplies

46 75 Wholesale of chemical products

46.76 Wholesale of other intermediate products

46.77 Wholesale of waste and scrap 46 9 Non-specialised wholesale trade

Retail sale in non-specialised stores

Retail sale in non-specialised stores with food, beverages or tobacco predominating

47.19 Other retail sale in non-specialised stores

472 Retail sale of food, beverages and tobacco in specialised stores

47.3 Retail sale of automotive fuel in specialised stores

47.4 Retail sale of information and communication equipment in specialised stores

47.5 Retail sale of other household equipment in specialised stores

47 51 Retail sale of textiles in specialised stores

47.52 Retail sale of hardware, paints and glass in specialised stores

47.53 Retail sale of carpets, rugs, wall and floor coverings in specialised stores 47.54

Retail sale of electrical household appliances in specialised stores 47 59/1 Retail sale of musical instruments and scores in specialised stores

47 59/9

Retail sale of furniture, lighting equipment and other household articles (other than musical instruments) not elsewhere classified, in specialised stores

Retail sale of cultural and recreation goods in specialised stores

47.61 Retail sale of books in specialised stores

47.62 Retail sale of newspapers and stationery in specialised stores

47.63 Retail sale of music and video recordings in specialised stores

47.64 Retail sale of sporting equipment in specialised stores 47.65 Retail sale of games and toys in specialised stores

Retail sale of other goods in specialised stores

47.71 Retail sale of clothing in specialised stores

47.72 Retail sale of footwear and leather goods in specialised stores

47.73 Dispensing chemist in specialised stores

47.74 Retail sale of medical and orthopaedic goods in specialised stores

47.75 Retail sale of cosmetic and toilet articles in specialised stores

47.76 Retail sale of flowers, plants, seeds, fertilisers, pet animals and pet food in specialised stores

47.77 Retail sale of watches and jewellery in specialised stores

47.78 Other retail sale of new goods in specialised stores

47.79 Retail sale of second-hand goods in stores

47.8 Retail sale via stalls and markets

47.9 Retail trade not in stores, stalls or markets

47.91 Retail sale via mail order houses or via Internet 4799 Other retail sale not in stores, stalls or markets

Regional codes 1-14

Code 1

Wales (counties)

Flintshire Gwent Gwynedd Mid Glamorgan Powys

South Glamorgan West Glamorgan

Scotland (L A region)

Borders Central

Dumfries & Galloway

Fife Grampian Highland Lothian Strathclyde Tayside Islands

Code 3

Northern Ireland (borders)

Belfast South Eastern Southern North Eastern Western

Code 4

North East Cleveland

Durham Northumberland

Tyne & Wear

Code 5

North West Cumbria Cheshire

Greater Manchester

Lancashire

Code 6 Merseyside

Merseyside

Code 7 Yorkshire & the Humber

Humberside North Yorkshire South Yorkshire West Yorkshire

Code 8

East Midlands

Derbyshire Leicestershire Lincolnshire Northamptonshire Nottinghamshire

Code 9

West Midlands

Hereford & Worcester Shropshire Staffordshire Warwickshire West Midlands

Code 10

South West

(met. county)

Bath & North East Somerset City of Bristol North Somerset

South Gloucestershire

Cornwall Devon Dorset Gloucestershire Somerset Wiltshire

Code 11

East of England Norfolk

Suffolk **Bedfordshire** Cambridgeshire Essex Hertfordshire

Code 12

South East Berkshire Buckinghamshire East Sussex Hampshire Isle of Wight Kent

Oxfordshire Surrev West Sussex

London

Greater London

Code 14 Whole UK





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The closing date for this survey is Tuesday 14 June 2016. Please fax your responses to us by this date using our dedicated fax numbers of 020 7836 1210/5856 or send to the survey management group at the postal address cited below. Please answer on behalf of your UK distributive activities only.

Thankyou very much in advance for your response.

Jonathan Wood – head of CBI survey management group

month a year ago?	ilitii alitu yo	ui expecta	dons for d	ie liext illoli	in compan	e with thos	e III tile Sa	ille
	June Up	Same	Down	n/a	July Up	Same	Down	n/a
1 Volume of sales								
2 Volume of orders placed on suppliers								
	Past three				Next three			
0.4.1/	Up	Same	Down	n/a	Up	Same	Down	n/a
2A Volume of sales								
2B Volume of orders placed on suppliers								
What is the position with regard to your:	June				July			
3 Volume of sales, for the time of year	Good	Average	Poor	n/a	Good	Average	Poor	n/a
4 Volume of stocks, in relation	Too high	Adequate	Too low	n/a	Too high	Adequate	Too low	n/a
to expected sales								
5 Over the next three months, do you exp	oect your o	verall busi	ness situal	tion to:				
	Impr	ove	Rem	nain stable	Dete	riorate		

Please complete and return to the CBI survey management group by Tuesday 14 June 2016

June				July			
Up	Same	Down	n/a	Up	Same	Down	n/a
		_				_	
Up	Same	Down	n/a	Ор	Same	Down	n/a
	to change o	over the ne	xt three mon	ths?			
Up	Same	Down	n/a				
ver the internet?							
Yes	No (but pl	lan to)	No (no plan	s to)			
net sales for this not sales for this not sales for this not sales for this not sales for the sales for this not sales for the not sales for the not sales for this not sales for the	nonth and y	our expect	ations for the	e next month July Up	compare v	vith those	n/a
June Up	Same	Down	n/a	July Up	Same	Down	
o? June	Same	Down	n/a	July Up	Same	Down	
June Up 	Same	Down	n/a	July Up	Same	Down	
June Up for goods sold ove me month a year a	Same or the internago? Same	Down Down	n/a month and you	July Up Dur expectati July Up	Same	Down	h
June Up Tor goods sold ove me month a year a June Up ity covered by this	Same The internago? Same Same The internation on page	Down Down	n/a month and you	July Up Dur expectati July Up	Same	Down	h
June Up for goods sold ove me month a year a June Up ity covered by this dustrial classifica	Same ago? Same sereturn tion on page	Down Down	n/a month and you	July Up Dur expectati July Up	Same ons for the	Down	h
June Up Tor goods sold ove me month a year a June Up ity covered by this dustrial classifica	Same ago? Same sereturn tion on page	Down Down Down Down Down Down Down Down	n/a month and you	July Up Dur expectati July Up Up	Same ons for the	Down	h
i	Past thr Up rage selling prices iations) Up over the internet?	Past three months Up Same age selling prices to change (iations) Up Same over the internet?	Past three months Up Same Down rage selling prices to change over the neriations) Up Same Down over the internet?	Past three months Up Same Down n/a rage selling prices to change over the next three moniations) Up Same Down n/a Over the internet?	Past three months Up Same Down n/a Up rage selling prices to change over the next three months? iations) Up Same Down n/a Over the internet?	Past three months Up Same Down n/a Up Same age selling prices to change over the next three months? iations) Up Same Down n/a were the internet?	Past three months Up Same Down n/a Up Same Down age selling prices to change over the next three months? iations) Up Same Down n/a Up Same Down n/a Over the internet?

CBI distributive trades survey June 2016

CBI classification listing for the distributive trades survey

Motor trades

Please code your response according to your main activity listed below. These codes are taken from the 2007 Standard Industrial Classification published by the Office of National Statistics.

45.1 Sale of motor vehicles Retail sale in non-specialised stores with food, beverages or tobacco 45.2 Maintenance and repair of motor vehicles predominating 45.3 4719 Sale of motor vehicle parts and accessories Other retail sale in non-specialised stores Sale, maintenance and repair of motorcycles and related parts and Retail sale of food, beverages and tobacco in specialised stores 45 4 472 accessories 473 Retail sale of automotive fuel in specialised stores 47.4 Retail sale of information and communication equipment in Wholesale trade, except of motor vehicles and motorcycles specialised stores 461 Wholesale on a fee or contract basis 475 Retail sale of other household equipment in specialised stores 46.2 Wholesale of agricultural raw materials and live animals 47 51 Retail sale of textiles in specialised stores Wholesale of food, beverages and tobacco 46.3 4752 Retail sale of hardware, paints and glass in specialised stores 47.53 Retail sale of carpets, rugs, wall and floor coverings in specialised stores Wholesale of household goods 47.54 Retail sale of electrical household appliances in specialised stores 46.41 Wholesale of textiles 47.59/1 Retail sale of musical instruments and scores in specialised stores Wholesale of clothing and footwear 46.42 47.59/9 Retail sale of furniture, lighting equipment and other household 46 43 Wholesale of electrical household appliances articles (other than musical instruments) not elsewhere classified, Wholesale of china and glassware and cleaning materials 46.44 in specialised stores 46 45 Wholesale of perfume and cosmetics 46.46 Wholesale of pharmaceutical goods Retail sale of cultural and recreation goods in specialised stores Wholesale of furniture, carpets and lighting equipment 46.47 47.61 Retail sale of books in specialised stores 46 48 Wholesale of watches and jewellery 47.62 Retail sale of newspapers and stationery in specialised stores 46.49 Wholesale of other household goods 47.63 Retail sale of music and video recordings in specialised stores 47.64 Retail sale of sporting equipment in specialised stores Wholesale of information and communication equipment 47.65 Retail sale of games and toys in specialised stores Wholesale of information and communication equipment 46.5 Retail sale of other goods in specialised stores Wholesale of other machinery, equipment and supplies 47 71 Retail sale of clothing in specialised stores 46.61 Wholesale of agricultural machinery, equipment and supplies 47.72 Retail sale of footwear and leather goods in specialised stores 46.62 Wholesale of machine tools 47.73 Dispensing chemist in specialised stores 46.63 Wholesale of mining, construction and civil engineering machinery 47.74 Retail sale of medical and orthopaedic goods in specialised stores 46.64 Wholesale of machinery for the textile industry and of sewing and 47.75 Retail sale of cosmetic and toilet articles in specialised stores knitting machines 47.76 Retail sale of flowers, plants, seeds, fertilisers, pet animals and 46.65 Wholesale of office furniture pet food in specialised stores Wholesale of other office machinery and equipment 46.66 47.77 Retail sale of watches and jewellery in specialised stores 46 69 Wholesale of other machinery and equipment 47.78 Other retail sale of new goods in specialised stores

47.79

478

479

47.91

47.99

Retail sale in non-specialised stores

Your company details please complete as fully as possible

Wholesale of solid, liquid and gaseous fuels and related products

Wholesale of wood, construction materials and sanitary equipment

Wholesale of hardware, plumbing and heating equipment

Other specialised wholesale

and supplies

Wholesale of metals and metal ores

Wholesale of chemical products

Wholesale of waste and scrap

Non-specialised wholesale trade

Wholesale of other intermediate products

46.71

46.72

46.73

46.74

46.75

46.76

46.77

46.9

Tour name	four position	
Company name		
Address		
	Postcode	
Telephone	Email	

Retail sale of second-hand goods in stores

Retail trade not in stores, stalls or markets

Retail sale via mail order houses or via Internet

Other retail sale not in stores, stalls or markets

Retail sale via stalls and markets

Regional codes 1-14

Wales (counties)

Flintshire Gwent Gwynedd Mid Glamorgan Powys South Glamorgan West Glamorgan

Code 2

Scotland (L A region) Borders

Central **Dumfries & Galloway** Fife Grampian Highland Lothian Strathclyde Tayside Islands

Code 3

Northern Ireland (borders)

Belfast South Eastern Southern North Eastern Western

Code 4

North East

Cleveland Durham Northumberland Tyne & Wear

Code 5

North West

Cumbria Cheshire **Greater Manchester**

Lancashire Code 6

Merseyside Merseyside

Code 7

Yorkshire & the Humber

Humberside North Yorkshire South Yorkshire West Yorkshire

Code 8

East Midlands

Derbyshire Leicestershire Lincolnshire Northamptonshire Nottinghamshire

Code 9

West Midlands

Hereford & Worcester Shropshire Staffordshire Warwickshire West Midlands (met. county)

Code 10

South West Bath & North East Somerset City of Bristol North Somerset South Gloucestershire Cornwall Devon Dorset Gloucestershire Somerset Wiltshire

Code 11

East of England

Norfolk Suffolk Bedfordshire Cambridgeshire Essex Hertfordshire

Code 12

South East Berkshire

Buckinghamshire East Sussex Hampshire Isle of Wight Kent Oxfordshire Surrey West Sussex

Code 13

London

Greater London

Code 14 Whole UK





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Distributive trades survey

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Offi	се ц	ise (only	' :	

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	ow do your sales and orders for this mon onth a year ago?	ith and you	r expectati	ons for the	next mont	h compare	with those	in the sam	e
		July Up	Same	Down	n/a	August Up	Same	Down	n/a
1	Volume of sales								
2	Volume of orders placed on suppliers								
		Past three n				Next three n			
2 -	Malaura a Carala	Up	Same	Down	n/a	Up	Same	Down	n/a
Zā	Volume of sales								
2b	Volume of orders placed on suppliers								
W	hat is the position with regard to your:	July				August			
3	Volume of sales, for the time of year	Good	Average	Poor	n/a	Good	Average	Poor	n/a
/.	Volume of stocks, in relation	To a black	Adamata	Too low		To a black	Adamata	T	- 1-
4	to expected sales	Too high	Adequate	100 low	n/a	Too high	Adequate	Too low	n/a
5	Over the next three months, do you expo	ect your ov	erall busin	ess situatio	on to:				
		Impro	ve	Rema	in stable	Deter	iorate		

Please complete and return to the CBI survey management group by Thursday 14 July 2016

		.ne compai	re with tha	t iii tiic sai	ne monara	year ago	?			
			July Up	Same	Down	n/a	August Up	Same	Down	n/a
Numbers emp	loyed									
of which: a) fu	ll-time									
b) pa	art-time									
a Numbers em	unlovod		Past thre	ee months Same	Down	n/a	Next thro	ee months Same	Down	n/a
How do you ex (please exclud		_)	s to change						
			Up		Sar	ne	Do	wn	n/a	
	percentage cha	nge		-0.1%	No change		ercentage char		2 10/	. 10/
-4.1% to -5% ast months	-3.1% to -4%	-2.1% to -3%	-1.1% to -2%	-0.1% to -1%		0.1% to 1%	1.1% to 2%	2.1% to 3%	3.1% to 4%	4.1% to 5%
ext months										
ollowing 2 months										
ther <mark>(please spe</mark> c	cify % +/-) F	Past 12 mor	nths	% N	lext 12 mont	hs	% Fo	ollowing 12	months	%
What has been and what is ex Negative -4.1% to -5% ast	the percen	ntage chan ccur over t	ge over the	e past 12 m months? (onths in yo	ur firm's o	own averag	ge selling p		
What has beer and what is ex Negative -4.1% to -5%	n the percen pected to oc percentage chair	ntage chan ccur over t nge -2.1%	ge over the hext 12	e past 12 m months? (onths in yo please tick	ur firm's cone box of Positive po	own average of the contract of	ge selling politine)	orice in UK 3.1%	markets
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What has been and what is ex Negative -4.1% to -5% ast months ext months ther (please special)	to -4%	ritage chan ccur over t nge -2.1% to -3% Past 12	ge over the he next 12	e past 12 m months? () -0.1% to -1%	nonths in yo please tick No change	ur firm's one box one box one box one box one box one positive properties to 1% to 1%	nly on each nly on each 1.1% to 2% months	ge selling p n line) nge 2.1% to 3%	3.1% to 4%	4.1% to 5%
What has been and what is ex Negative -4.1% to -5% ast months ext months ther (please specificulating over (including over	the percent pected to or percentage chair to -4% cify % +/-) the percent the percent the percent and be the percent the perc	-2.1% to -3% Past 12	ge over the next 12 -1.1% to -2% months ge over the	e past 12 m months? (-0.1% to -1% e past 12 m expected to	nonths in yo please tick No change % nonths in yo o occur ove	ur firm's one box one box one box one box one box on the box of the box one bo	nly on each	ge selling partine) nge 2.1% to 3%	3.1% to 4%	4.1% to 5%
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What has been and what is ex Negative -4.1% to -5% ast months with the result of the r	to -4% cify % +/-) the percentage change c	-2.1% to -3% Past 12	ge over the next 12 -1.1% to -2% months ge over the dwhat is o	e past 12 m months? (-0.1% to -1% e past 12 m expected to	nonths in yo please tick No change % nonths in yo o occur ove	ur firm's one box one	nly on each nly on each 1.1% to 2% months wage/sala 12 months	ge selling politics in line) ge 2.1% to 3% ry cost per ? (please t	3.1% to 4%	4.1% to 5%
What has been and what is ex Negative -4.1% to -5% ast months ther (please specific line). What has been (including over 1.1% to -2%	to -4% cify % +/-) the percentage change c	-2.1% to -3% Past 12	ge over the next 12 -1.1% to -2% months ge over the dwhat is e Positive pe 0.1%	e past 12 m months? (-0.1% to -1% e past 12 m expected to recentage change 1.1%	nonths in yo please tick No change % nonths in yo o occur ove	ur firm's one box one	nly on each nly on each arcentage char 1.1% to 2% months wage/sala 12 months	ge selling poline) 2.1% to 3% ry cost per ? (please t	3.1% to 4%	4.1% to 5% ployed conly on ea

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CBI distributive trades survey July 2016

CBI distributive trades survey July	y 201
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Internet sal	es										
11 Do you curre	ently sell g	goods over the in	ternet?								
			Yes	No (but	t plan to)	No (no plans to)					
12 How do your in the same		of internet sales fear ago?	for this mor	th and	l your ex	pectations for	the nex	t mont	h comp	oare with th	nose
			July up	same	down	n/a	August	same	down	n/a	
	_	prices for goods the same month			rnet for	this month an	d your e	xpecta	tions fo	or the next	month
			July up	same	down	n/a	August	same	down	n/a	
0-25		e covered by this		10	00-499		50	0 and o	ver		
What type of bu Single outlet		Retailers with		R	etailers v	with 10+ branche	s Ma	ail order	. М	lotor trades	Wholesaling
		al turnover cove									
£0-999k £	1-9.9m	£10-24.9m K region covered	£25-99.9m	£1	100-499m	£500m+	nati oi y	our or	operat	ion only)	
		onal code list on			e questio	onnaire)					
Your company Your name	details pl	ease complete as f	ully as possib	le		Your position					
Company name											
Address											
						Postcode					
Telephone						Email					
						Please ti	ick if vou'	re inter	ested in	online respo	onse

CBI classification listing for the distributive trades survey

Please code your response according to your main activity listed below. These codes are taken from the 2007 Standard Industrial Classification published by the Office of National Statistics.

Motor trades

45.1 Sale of motor vehicles	ŝ
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45.2 Maintenance and repair of motor vehicles

45.3 Sale of motor vehicle parts and accessories

45.4 Sale, maintenance and repair of motorcycles and related parts and accessories

Wholesale trade, except of motor vehicles and motorcycles

46.1	Wholesale	on a fe	e or cor	ntract basis
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46.2 Wholesale of agricultural raw materials and live animals

46.3 Wholesale of food, beverages and tobacco

Wholesale of household goods

46 41	Wholesale	of textiles

46.42 Wholesale of clothing and footwear

46.43 Wholesale of electrical household appliances

46.44 Wholesale of china and glassware and cleaning materials

46.45 Wholesale of perfume and cosmetics

46.46 Wholesale of pharmaceutical goods

46.47 Wholesale of furniture, carpets and lighting equipment

46.48 Wholesale of watches and jewellery

46.49 Wholesale of other household goods

Wholesale of information and communication equipment

46.5 Wholesale of information and communication equipment

Wholesale of other machinery, equipment and supplies

46.61 Wholesale of agricultural machinery, equipment and supplies

46.62 Wholesale of machine tools

46.63 Wholesale of mining, construction and civil engineering machinery

46.64 Wholesale of machinery for the textile industry and of sewing and knitting machines

46.65 Wholesale of office furniture

46.66 Wholesale of other office machinery and equipment

46.69 Wholesale of other machinery and equipment

Other specialised wholesale

46.71 Wholesale of solid, liquid and gaseous fuels and related products

46.72 Wholesale of metals and metal ores

46.73 Wholesale of wood, construction materials and sanitary equipment

46.74 Wholesale of hardware, plumbing and heating equipment and supplies

46.75 Wholesale of chemical products

46.76 Wholesale of other intermediate products

46.77 Wholesale of waste and scrap

46.9 Non-specialised wholesale trade

Retail sale in non-specialised stores

47.11 Retail sale in non-specialised stores with food, beverages or tobacco predominating

47.19 Other retail sale in non-specialised stores

47.2 Retail sale of food, beverages and tobacco in specialised stores

47.3 Retail sale of automotive fuel in specialised stores

47.4 Retail sale of information and communication equipment in specialised stores

47.5 Retail sale of other household equipment in specialised stores

47.51 Retail sale of textiles in specialised stores

47.52 Retail sale of hardware, paints and glass in specialised stores

47.53 Retail sale of carpets, rugs, wall and floor coverings in specialised stores

47.54 Retail sale of electrical household appliances in specialised stores

47.59/1 Retail sale of musical instruments and scores in specialised stores 47.59/9 Retail sale of furniture, lighting equipment and other household

articles (other than musical instruments) not elsewhere classified, in specialised stores

Retail sale of cultural and recreation goods in specialised stores

47.61 Retail sale of books in specialised stores

47.62 Retail sale of newspapers and stationery in specialised stores

47.63 Retail sale of music and video recordings in specialised stores

47.64 Retail sale of sporting equipment in specialised stores

47.65 Retail sale of games and toys in specialised stores

Retail sale of other goods in specialised stores

47.71 Retail sale of clothing in specialised stores

47.72 Retail sale of footwear and leather goods in specialised stores

47.73 Dispensing chemist in specialised stores

47.74 Retail sale of medical and orthopaedic goods in specialised stores

47.75 Retail sale of cosmetic and toilet articles in specialised stores

47.76 Retail sale of flowers, plants, seeds, fertilisers, pet animals and

pet food in specialised stores

47.77 Retail sale of watches and jewellery in specialised stores

47.78 Other retail sale of new goods in specialised stores

47.79 Retail sale of second-hand goods in stores 47.8 Retail sale via stalls and markets

47.9 Retail trade not in stores, stalls or markets

47.91 Retail sale via mail order houses or via Internet

47.99 Other retail sale not in stores, stalls or markets

Regional codes 1-14

Code '

Wales (counties)

Flintshire Gwent Gwynedd Mid Glamorgan Powys South Glamorgan

West Glamorgan

Code 2 Scotland (L A region)

Borders Central

Dumfries & Galloway

Fife Grampian Highland Lothian Strathclyde Tayside Islands

Code 3

Northern Ireland (borders)

Belfast South Eastern Southern North Eastern Western

Code 4

North East Cleveland

Durham Northumberland

Tyne & Wear

Code 5 North West

Cumbria Cheshire

Greater Manchester

Lancashire

Code 6 Merseyside

Merseyside

Code 7

Yorkshire & the Humber

Humberside North Yorkshire South Yorkshire West Yorkshire

Code 8

East Midlands

Derbyshire Leicestershire Lincolnshire Northamptonshire Nottinghamshire

Code 9

West Midlands

Hereford & Worcester Shropshire Staffordshire Warwickshire West Midlands

Code 10

(met. county)

South West

Bath & North East Somerset City of Bristol

Cornwall Devon Dorset Gloucestershire Somerset

North Somerset

South Gloucestershire

Wiltshire Code 11

East of England

Norfolk
Suffolk
Bedfordshire
Cambridgeshire
Essex
Hertfordshire

Code 12

South East Berkshire Buckinghamshire East Sussex Hampshire Isle of Wight Kent Oxfordshire Surrey

Code 13

London Greater London

West Sussex

Code 14 Whole UK

