

Wholesale trade

18

The activities in NACE Division 51 cover all wholesale trade except that concerning motor vehicles and motorcycles (see the previous chapter): the wholesaling of automotive fuel is considered as a wholesale trade rather than a motor trade. This chapter covers resale (sale without transformation) of new and used products, as well as wholesale activities carried out on a fee or contract basis.

The wholesaling activity consists of selling to retailers or to industrial, commercial, institutional and professional users. Wholesalers can act on a fee or contract basis as agents (as covered by Subchapter 18.1) or for their own-account, buying and selling goods. The own-account wholesale subchapters distinguish the types of product in which the wholesaler is specialised: agricultural products, consumer goods, intermediate goods, machinery and equipment (covered by Subchapters 18.2 to 18.5), while specialised wholesalers of other products, along with non-specialised wholesalers, are included in Subchapter 18.6.

In the supply chain, wholesalers are located between producers and users, providing know-how and knowledge in markets for which they have expertise. Competition within the wholesale trade activity is often centred on providing more efficient services or more sophisticated value added services. Wholesalers can provide a range of services from basic storage and break of bulk, sorting, grading and logistics to pre- and post-production operations (for instance, labelling, packaging, bottling and installation).

Structural profile

By most output measures the EU-27's wholesale trade sector (NACE Division 51) was one of the largest sectors within the EU-27's non-financial business economy (NACE Sections C to I and K). It comprised 1.7 million enterprises in 2006, that

together generated EUR 4 603 billion of turnover and EUR 518.8 billion of value added. As such, this was by far the largest of the sectoral chapters covered within this publication in terms of turnover, recording 20.6 % of all turnover generated within the non-financial business economy, more than double the share of retail trade and repair (see Chapter 19). This very high share of turnover reflects the nature of wholesaling, buying and reselling goods often in very large quantities – the box on the next page focuses on own-account wholesale turnover. Wholesale trade's 9.2 % share of value added was the second highest among the sectoral chapters covered within this publication, lower only than the 15.8 % share of business services (see Chapter 25). The wholesale trade sector was less influential in terms of employment, as the 10.0 million persons employed in this sector registered a 7.7 % share of the EU-27's non-financial business economy workforce in 2006; the high value added and lower employment shares indicate an above average level of apparent labour productivity.

Among the activities that compose the wholesale trade sector, own-account wholesale trade (NACE Groups 51.2 to 51.9) accounted for 92.4 % of the EU-27's wholesale trade value added in 2006, while wholesale on a fee or contract basis (NACE Group 51.1) accounted for the remainder. Wholesale on a fee or contract basis was particularly important in Slovenia, Italy and Slovakia, where its contribution to wholesale trade value added was more than double the EU-27 average. The largest own-account wholesale trade subsector in value added and employment terms was the wholesale trade of consumer goods (NACE Groups 51.3 and 51.4) – followed by the wholesale of non-agricultural intermediate products, waste and scrap (NACE Group 51.5) and machinery, equipment and supplies (NACE Group 51.8), both of which made a larger contribution to sectoral value added than employment.

Table 18.1: Wholesale and commission trade (NACE Division 51)
Structural profile, EU-27, 2006

	Enterprises		Turnover		Value added		Persons employed	
	(thousand)	(% of total)	(EUR million)	(% of total)	(EUR million)	(% of total)	(thousand)	(% of total)
Wholesale and commission trade	1 729.2	100.0	4 603 296	100.0	518 842	100.0	9 961.7	100.0
Wholesale on a fee or contract basis	548.9	31.7	221 550	4.8	39 509	7.6	975.2	9.8
Agricultural wholesaling	64.5	3.7	188 904	4.1	14 057	2.7	344.5	3.5
Wholesaling of intermediate goods	247.0	14.3	1 547 984	33.6	123 651	23.8	2 116.0	21.2
Wholesale of machinery and	196.8	11.4	693 757	15.1	109 078	21.0	1 687.3	16.9
Other wholesale	122.1	7.1	209 707	4.6	26 612	5.1	664.7	6.7
Wholesaling of consumer goods	549.9	31.8	1 741 395	37.8	205 935	39.7	4 174.0	41.9

Source: Eurostat (SBS)

TURNOVER FROM OWN-ACCOUNT WHOLESALE TRADE IN THE EU ⁽¹⁾

Own-account wholesale trade generated EUR 4 382 billion of turnover in the EU in 2006. The wholesaling of consumer goods was the largest activity and accounted for 39.7 % of own-account wholesale turnover in the EU, a share that exceeded 50 % in Romania, Greece, Portugal and Italy. The wholesale of non-agricultural intermediate products, waste and scrap was the second largest of the wholesale trade subsectors, averaging 35.3 % of own-account wholesale trade turnover in the EU, but exceeding 50 % only in Estonia. The importance of the wholesale of machinery, equipment and supplies varied greatly between Member States, from less than 9 % in Poland (2005), Romania, Bulgaria (2005), Cyprus and Slovenia, to over 25 % in Ireland and the Netherlands. The wholesale of agricultural raw materials and live animals (NACE Group 51.2) reached its peak share in France (8.7 %), double the EU average (4.3 %), and was less than 7 % in all of the Member States except for Hungary. Other wholesale trade (NACE Group 51.9) accounted for 4.8 % of own-account wholesale turnover in the EU, but its share exceeded 20 % in Slovenia and Slovakia and 30 % in Poland (2005).

The United Kingdom and Germany had the largest ⁽²⁾ levels of value added, turnover and employment in the wholesale trade sector. Relative to the whole non-financial business economy, the importance of the wholesale trade sector varied from just 7.4 % of the value added in Finland to 15.4 % in Latvia and 16.0 % in Greece, with both Germany (7.6 %) and the United Kingdom (8.5 %) relatively unspecialised. For more than half of the Member States the wholesale trade sector was the largest or second largest sector (based on the sector definitions used in Chapters 2 to 25) in the non-financial business economy in value added terms; it was the largest sector in Estonia, Greece, Latvia, Poland and Romania.

Regional employment specialisation (in some cases the whole country is treated as one region) can be seen from the map which is based on the non-financial business economy employment share of the wholesale trade sector. Given the essential

nature of many parts of wholesale trade, providing services directly to retailers and to industrial consumers, it is unsurprising that most regions tended towards the average. In the regions where the wholesale trade workforce accounted for its highest share of the non-financial business economy workforce (around 15 % in two Greek regions), the relative specialisation was around five times higher than in the least specialised regions (as wholesale activities accounted for around 3 % of the workforce in two Finnish regions): only in retail trade and repair was there a lower ratio between the most and least specialised regions.

Employment for the EU-27's wholesale trade sector increased in 2007, up 2.9 %, the fourth consecutive year of an increase in the rate of employment growth. Over the period 1997-2007, the index of employment recorded one slight negative year on year rate of change, -0.5 % in 2003, and averaged growth of 1.1 % per annum during this ten year period. The index of turnover grew by 7.6 % in 2007, slower than the 9.0 % growth recorded in 2006, and the first slowdown in the rate of growth in five years. During the period 1997-2007, the index of turnover rose on average by 4.9 % per annum.

Turnover indices for the largest subsectors show that during each of the last five years the strongest growth was recorded by the wholesaling of non-agricultural intermediate goods, waste and scrap. In 2007 this subsector recorded growth of 7.7 %, considerably less than the 13.8 % recorded in 2006 and the 17.0 % recorded in 2005. Over the period 2000 to 2007 this subsector grew on average by 7.3 % per annum, the highest average annual growth rate over this period of all available non-financial services ⁽³⁾. However, note that this activity covers the wholesaling of fuels, and such products recorded large price increases towards the end of the period studied and these are also reflected in the turnover index.

The two consumer oriented NACE groups, namely the wholesale of food, beverages and tobacco, and of household goods, recorded uninterrupted year on year sales growth between 2000 and 2007, resulting in average annual growth rates of 3.9 % and 4.4 % per annum respectively.

The turnover index for the wholesaling of machinery, equipment and supplies showed a less regular development, with a decline in output recorded in 2001, 2002 and 2003, since when output increased each year. Looking across these two

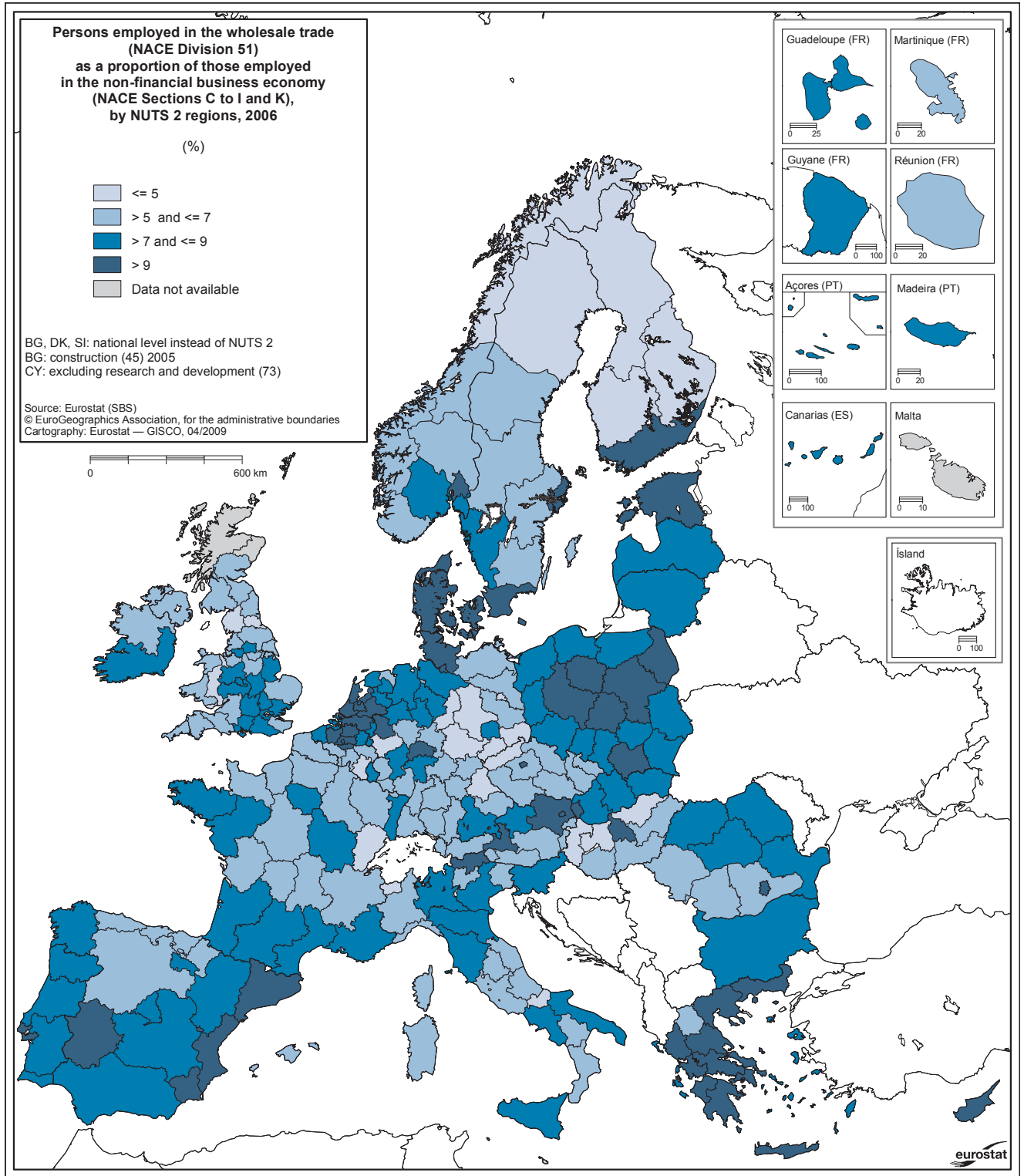
⁽¹⁾ Bulgaria and Poland, 2005; Malta, not available.

⁽²⁾ Bulgaria and Poland, 2005; Malta, not available.

⁽³⁾ Note that the services turnover indices are available at a mixture of NACE levels, sometimes, classes, groups, divisions, or special aggregates thereof.

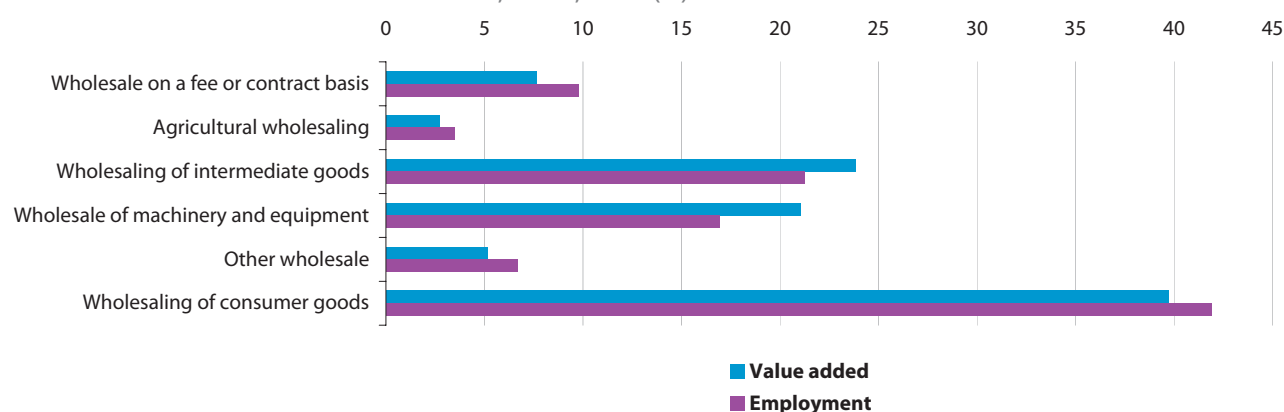
Map 18.1: Wholesale and commission trade (NACE Division 51)

Persons employed in the wholesale trade (NACE Division 51) as a proportion of those employed in the non-financial business economy (NACE Sections C to I and K) (%)



Source: Eurostat (SBS)

Figure 18.1: Wholesale and commission trade (NACE Division 51)
Share of wholesale and commission trade, EU-27, 2006 (%)



Source: Eurostat (SBS)

Table 18.2: Wholesale and commission trade (NACE Division 51)
Structural profile: ranking of top five Member States, 2006

	Highest value added (1)		Largest number of persons employed (1)		Most specialised: share in the non-financial business economy (%)	
	Country	(EUR million) (% of EU-27)	Country	(thousand) (% of EU-27)	Value added (2)	Persons employed (3)
1	United Kingdom	91 230 17.6	Germany	1 283.8 12.9	Greece (16.0)	Greece (13.1)
2	Germany	87 313 16.8	United Kingdom	1 189.2 11.9	Latvia (15.4)	Netherlands (9.8)
3	France	67 040 12.9	Spain	1 169.4 11.7	Estonia (12.7)	Denmark (9.7)
4	Italy	57 247 11.0	Italy	1 115.0 11.2	Lithuania (12.3)	Estonia (9.7)
5	Spain	48 881 9.4	France	1 084.9 10.9	Belgium (11.5)	Belgium (9.4)

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

(3) Malta, not available; Bulgaria, Cyprus, the Netherlands, Poland and Romania, 2005.

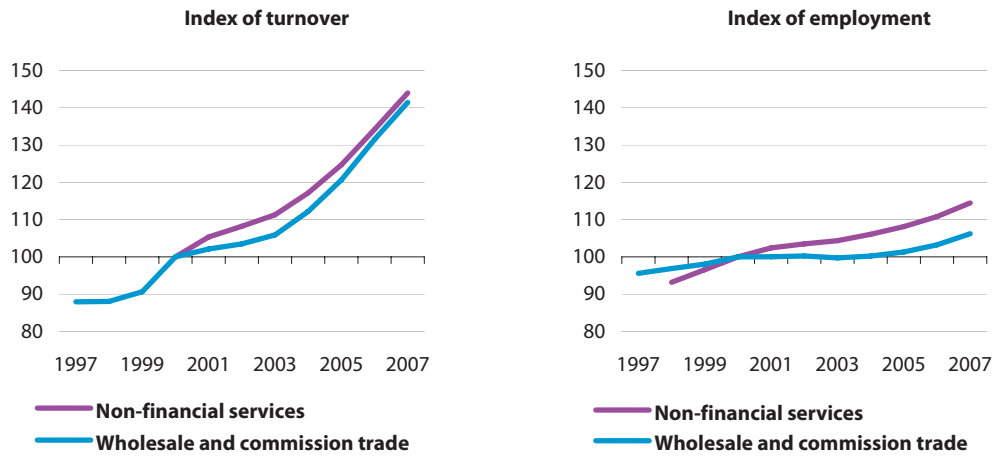
Source: Eurostat (SBS)

periods with very different developments this activity's turnover grew on average by 3.0 % per annum. The two remaining own-account subsectors averaged 3.1 % annual growth in the case of agricultural wholesaling and 4.5 % annual growth in the case of other wholesaling.

Wholesale trade enterprises averaged EUR 2.7 million of turnover each in 2007, the second highest average sales figures among the activities covered by the non-financial services chapters in this publication, slightly smaller than the average recorded for media and communications enterprises. A more detailed analysis of the size of enterprises, for four enterprise size classes shows that in terms of value added, the size class structure of the wholesale trade sector was very

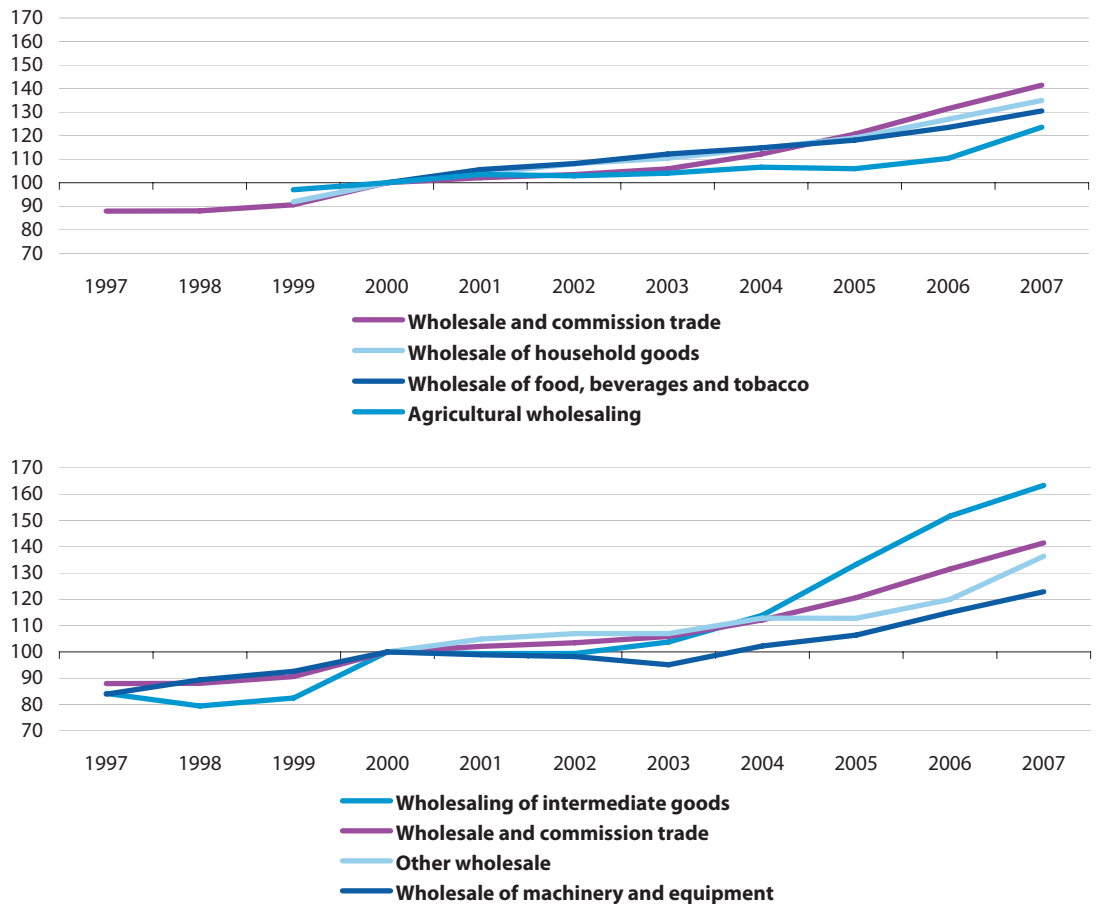
evenly distributed, with none of the size classes dominating. As a result, SMEs (enterprises with less than 250 persons employed) contributed just over three quarters (77.2 %) of the value added in the EU-27's wholesale trade sector in 2006, well above the non-financial business economy average of 57.9 %. In particular small enterprises (enterprises with between 10 and 49 persons employed) contributed a particularly high proportion of the wholesale trade sector's value added. In terms of employment, the contribution of the four size classes was less even, with close to one third of the wholesale trade sector's workforce employed in micro enterprises (with less than 10 persons employed).

Figure 18.2: Wholesale and commission trade (NACE Division 51)
Evolution of main indicators, EU-27 (2000=100)



Source: Eurostat (STS)

Figure 18.3: Wholesale and commission trade (NACE Division 51)
Index of turnover, EU-27 (2000=100) (1)



(1) Wholesale on a fee or contract basis, not available.

Source: Eurostat (STS)

Table 18.3: Wholesale and commission trade (NACE Division 51)

Share of value added and persons employed by enterprise size class, EU-27, 2006 (%)

	Value added		Persons employed	
	Non-financial business economy (1)	Wholesale and commission trade (2)	Non-financial business economy	Wholesale and commission trade
1 to 9 persons employed	21.0	23.7	29.7	32.9
10 to 49 persons employed	18.9	29.4	20.7	29.1
50 to 249 persons employed	17.8	24.6	17.0	20.1
250 or more persons employed	42.1	22.8	32.6	17.9

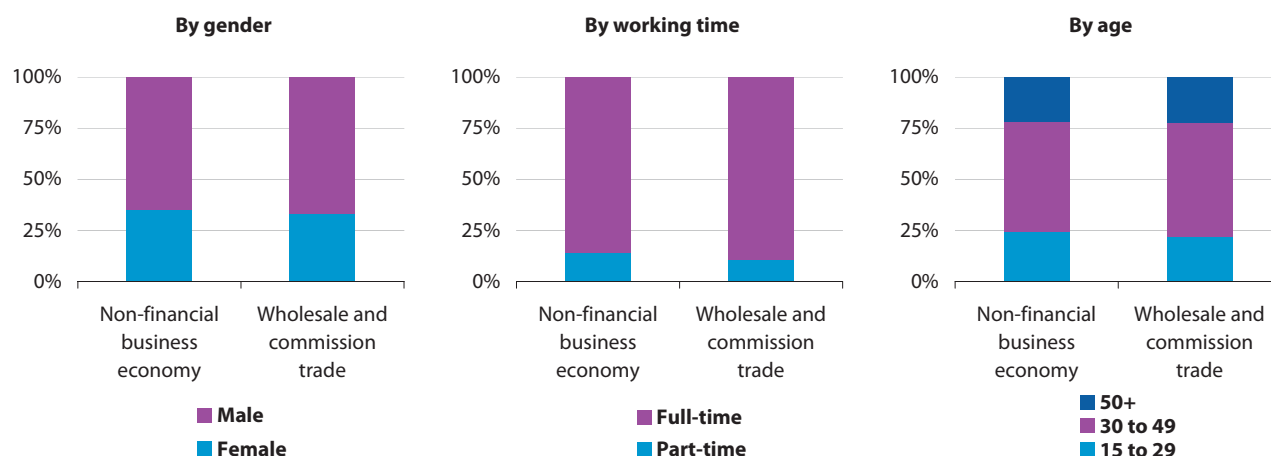
(1) 1 to 9 persons employed and 50 to 249 persons employed, 2005.

(2) 1 to 9 persons employed and 10 to 49 persons employed, 2005.

Source: Eurostat (SBS)

Figure 18.4: Wholesale and commission trade (NACE Division 51)

Employment characteristics, 2007



Source: Eurostat (LFS)

Employment characteristics

According to Labour Force Survey data for 2007, two thirds (66.6 %) of the EU-27's workforce in wholesale trade were men. This share was only slightly higher than that recorded for the non-financial business economy as a whole, while it was well above the distributive trades' average (51.2 %). Slightly less than nine tenths (89.1 %) of the persons employed in the EU-27's wholesale trade sector in 2007 worked full-time, a proportion that was 10.8 percentage points above the distributive trades average and slightly above the non-financial business economy average (85.7 %) as well. Among the Member States, only in Romania was the incidence of full-time work significantly lower in wholesale trade (90.8 %) than in the non-financial business economy as a whole (97.8 %), while in Slovenia, Bulgaria and Malta it was slightly lower.

A breakdown by age of the workforce for the EU-27's wholesale trade sector in 2007 shows a lower proportion of younger workers (aged less than 30) when compared with the non-financial business economy average, and a higher proportion of the other two age groups. This was in stark contrast to the situation in the two other distributive trades sectors (motor trades, and retail trade and repair) which recorded particularly high shares of younger workers.

Expenditure, productivity and profitability

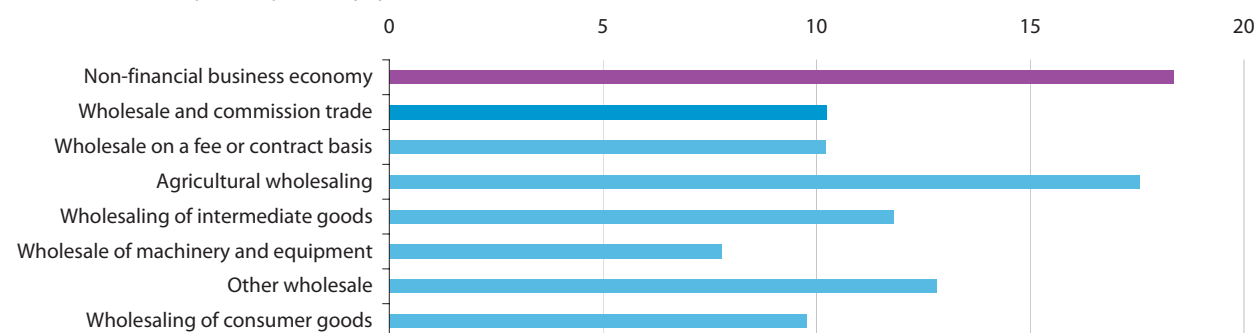
The level of tangible investment made by the wholesale trade sector in 2006 reached EUR 53.1 billion. This was equivalent to 5.1 % of the tangible investment made in the whole of the non-financial business economy, a much lower share than the wholesale trade sector recorded in terms

Table 18.4: Wholesale and commission trade (NACE Division 51)
Expenditure, productivity and profitability, EU-27, 2006

	(EUR million)			(EUR thousand per person)		(%)	
	Personnel costs	Purchases of goods & services	Investment in tangible goods	Apparent labour productivity	Average personnel costs	Wage adjusted labour productivity	Gross operating rate
Wholesale and commission trade	280 455	4 060 182	53 119	52.1	32.6	159.8	5.2
Wholesale on a fee or contract basis	15 109	179 276	4 036	40.5	30.4	133.1	11.0
Agricultural wholesaling	8 088	175 972	2 468	40.8	28.0	145.6	3.2
Wholesaling of intermediate goods	61 921	1 402 052	14 589	58.4	32.2	181.6	4.0
Wholesale of machinery and equipment	67 948	587 343	8 478	64.6	43.3	149.4	5.9
Other wholesale	12 376	184 602	3 412	40.0	21.7	184.9	6.8
Wholesaling of consumer goods	115 013	1 530 937	20 136	49.3	30.6	161.1	5.2

Source: Eurostat (SBS)

Figure 18.5: Wholesale and commission trade (NACE Division 51)
Investment rate, EU-27, 2006 (%)



Source: Eurostat (SBS)

of employment or value added. This relatively low level of investment was confirmed by a low investment rate. Investment by the wholesale trade sector was equivalent to 10.2 % of the sector's value added, just over half the 18.4 % rate recorded for the non-financial business economy as a whole. This was in large part due to an investment rate of just 7.8 % in the wholesale of machinery and equipment subsector, and to the 9.8 % rate for the largest subsector, wholesaling of consumer goods. The closest any of the subsectors got to the average rate for the non-financial business economy was 17.6 % recorded for agricultural wholesaling.

Purchases of goods and services represented a high share (93.5 %) of operating expenditure in the EU-27's wholesale trade sector, the largest share recorded in 2006 among all the sectors covered in Chapters 2 to 25 of this publication, and the second largest among all of the non-financial business economy NACE divisions, just below the

share for the extraction of crude petroleum and natural gas. The high share relating to purchases of goods and services underlines the characteristics of wholesale trade, namely, that it involves the purchase of goods for resale. Consequently the share of personnel costs (6.5 %) was low, particularly so among the subsectors of agricultural wholesaling (4.4 %) and the wholesale of non-agricultural intermediate products (4.2 %).

Apparent labour productivity was EUR 52.1 thousand per person employed in the EU-27's wholesale trade sector in 2006, EUR 8.5 thousand higher than the non-financial business economy average. However, this ratio varied greatly between the wholesale trade subsectors, ranging from EUR 40.0 thousand per person employed for other wholesale to EUR 64.6 thousand for the wholesale of machinery and equipment. Average personnel costs in the wholesale trade sector were also higher than the non-financial business

economy average in 2006, with the same subsectors recording the highest and lowest values.

The wage adjusted labour productivity ratio combines the ratios of apparent labour productivity and average personnel costs. This ratio was 159.8 % for the EU-27's wholesale trade sector in 2006, marginally above the 151.1 % average for the non-financial business economy, and higher than in both of the other distributive trades sectors. Despite having the lowest apparent labour productivity, the particularly low average personnel costs in the other wholesale trade subsector resulted in this subsector having the highest wage adjusted productivity ratio of all of the wholesale trade subsectors, while the lowest ratio was recorded for wholesale trade on a fee or contract basis.

18.1: Wholesale on a fee or contract basis

This wholesale sector covers agents trading on behalf and on account of others, those involved in bringing sellers and buyers together and those undertaking commercial transactions on behalf of a principal (NACE Group 51.1). It does not include financial intermediaries such as insurance or real estate agents, nor retail sale by agents.

Structural profile

The EU-27's wholesale on a fee or contract basis (NACE Group 51.1) consisted of 548.9 thousand enterprises in 2006, more than three tenths of all wholesale trade (NACE Division 51) enterprises. On average these enterprises were very small, as collectively they generated EUR 221.6 billion of turnover, resulting in EUR 39.5 billion of value added, equivalent to just 4.8 % and 7.6 % of the wholesale trade (NACE Division 51) total. The large difference between these two output shares reflects the fact that this type of wholesaling differs from the own-account wholesale activities, in that the turnover generated reflects only the service provided, and not the cost and margin of the goods purchase and resold. This sector's contribution to the wholesale trade workforce was higher than its contribution to output, but far from its share of the enterprise population: the 975.2 thousand persons employed represented nearly one tenth (9.4 %) of the wholesale trade total. It is likely that a high proportion of persons work part-time in this activity and this could account, in part, account for the relatively low level of apparent labour productivity implied by the high employment and low value added shares.

The ratio of the gross operating surplus to turnover (the gross operating rate) was 5.2 % in the EU-27's wholesale trade sector in 2006, less than half the corresponding rate for the non-financial business economy as a whole (10.8 %), reflecting the high turnover (resale in the same condition as purchased) and relatively low margins typically associated with wholesale trade activities. The only wholesale subsector to report a gross operating rate above the non-financial business economy average was wholesale on a fee or contract basis (11.0 %) which is a not typical wholesaling activity in that it does not involve buying and reselling in large quantities.

Italy accounted for slightly less than one third of the EU-27's value added and employment in this sector in 2006. Unsurprisingly, with such a large contribution to the EU-27 total, Italian wholesaling was very concentrated in this form of wholesaling, as this sector generated 2.0 % of Italian non-financial business economy (NACE Sections C to I and K) value added in 2006; this share was higher still in Slovenia, where wholesale on a fee or contract basis accounted for 2.5 % of non-financial business economy value added.

Expenditure and productivity

Although not a typical wholesale trade activity, wholesale trade on a fee or contract basis recorded a pattern of operating and tangible investment expenditure close to the wholesale trade average. The investment rate was 10.2 %, the same as for the wholesale trade sector, while personnel costs accounted for 7.8 % of operating expenditure for wholesale trade on a fee or contract basis, slightly higher than the 6.5 % average for wholesale trade. Average personnel costs for wholesale on a fee or contract basis were EUR 30.4 thousand per employee, and therefore close to the wholesale trade average of EUR 32.6 thousand per employee.

In contrast this sector's productivity level was particularly low, EUR 40.5 thousand per person employed, just over three quarters of the wholesale trade average. As a result, this sector recorded the lowest wage adjusted labour productivity ratio of any of the wholesale trade activities, just 133.1 %, some 26.7 percentage points below the wholesale trade average.

Table 18.5: Wholesale on a fee or contract basis (NACE Group 51.1)
Structural profile, EU-27, 2006 (1)

	Enterprises (thousand)	Turnover (EUR million)	Value added (EUR million)	Persons employed (thousand)	Share in total (%)	
					Value added	Persons employed
Wholesale on a fee or contract basis	548.9	221 550	39 509	975.2	100.0	100.0
Agric. raw materials, live animals, textile raw materials & semi-finished goods	14.8	6 587	1 310	33.4	3.3	3.4
Other intermediate goods	45.0	29 147	4 567	96.6	11.6	9.9
Machinery, equipment, ships and aircraft	32.7	16 000	:	84	:	8.6
Household goods, textiles, clothing, footwear and leather goods	:	:	5 674	152	14.4	15.6
Food, beverages and tobacco	58.0	60 000	:	120	:	12.3
Other products (specialised)	140.0	:	8 200	220	20.8	22.6
Variety of goods	167.3	69 364	8 686	272	22.0	27.9

(1) Rounded estimates based on non-confidential data.

Source: Eurostat (SBS)

Table 18.6: Wholesale on a fee or contract basis (NACE Group 51.1)
Structural profile: ranking of top five Member States in terms of value added and persons employed, 2006

	Highest value added (1)			Largest number of persons employed (1)			Most specialised: share in non-financial business economy (%) (2)	
	Country	(EUR million)	(% of EU-27)	Country	(thousand)	(% of EU-27)	Country	Value added
1	Italy	12 537	31.7	Italy	309.8	31.8	Slovenia	2.5
2	France	6 084	15.4	France	101.5	10.4	Italy	2.0
3	United Kingdom	5 425	13.7	Spain	81.1	8.3	Slovakia	1.8
4	Germany	3 246	8.2	United Kingdom	79.8	8.2	Greece	1.6
5	Spain	2 995	7.6	Germany	54.2	5.6	Romania	1.2

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

Source: Eurostat (SBS)

18.2: Agricultural wholesaling

NACE Group 51.2 covers the wholesaling of raw materials for agricultural activities (such as seeds and animal feed), as well as live animals. It does not cover the wholesaling of outputs from farming other than hides, skins and leather, and unmanufactured tobacco.

Structural profile

Agricultural wholesaling (NACE Group 51.2) was the smallest of the NACE groups within the wholesale trade sector (NACE Division 51), whether measured in terms of the number of enterprises, turnover, value added or employment. Indeed, the 64.5 thousand agricultural wholesaling enterprises generated EUR 188.9 billion of turnover and EUR 14.1 billion of value added in the EU-27 in 2006, which represented 4.1 %

of wholesale trade turnover and 2.7 % of wholesale trade value added. Agricultural wholesaling employed some 344.5 thousand persons in the EU-27 in 2006, 3.5 % of the total wholesale trade workforce.

Among the NACE classes that make up this sector, the wholesale of grain, seeds and animal feeds was dominant, both in terms of value added and employment, accounting for more than half of the sectoral total for both of these measures. The wholesale of flowers and plants contributed approximately one fifth of the sector's employment and value added, while the wholesale of live animals recorded shares around 15 %.

France, Germany and the Netherlands recorded the highest levels of value added and employment in the agricultural wholesale sector. Based on data from 2005 and 2006 the most specialised Member State in the agricultural wholesale sector

Table 18.7: Agricultural wholesaling (NACE Group 51.2)
Structural profile, EU-27, 2006

	Enterprises (thousand)	Turnover (EUR million)	Value added (EUR million)	Persons employed (thousand)	Share in total (%)	
					Value added	Persons employed
Agricultural wholesaling	64.5	188 904	14 057	344.5	100.0	100.0
Grain, seeds and animal feeds	28.3	118 448	8 405	195.1	59.8	56.6
Flowers and plants (1)	13.2	20 566	2 724	80.0	19.4	23.2
Live animals (1)	18.0	41 963	1 993	53	14.2	15.3
Hides, skins and leather	4.7	7 292	826	15	5.9	4.5
Unmanufactured tobacco	0.2	635	109	:	0.8	:

(1) Rounded estimates based on non-confidential data.

Source: Eurostat (SBS)

Table 18.8: Agricultural wholesaling (NACE Group 51.2)
Structural profile: ranking of top five Member States in terms of value added and persons employed, 2006

	Highest value added (1)			Largest number of persons employed (1)			Most specialised: share in non- financial business economy (%) (2)	
	Country	(EUR million)	(% of EU-27)	Country	(thou- sand)	(% of EU-27)	Country	Value added
1	France	2 777	19.8	Germany	53.4	15.5	Hungary	0.6
2	Germany	2 743	19.5	France	52.1	15.1	Austria	0.5
3	Netherlands	1 921	13.7	Netherlands	36.0	10.5	Greece	0.5
4	Italy	1 151	8.2	Spain	35.2	10.2	Lithuania	0.4
5	United Kingdom	1 126	8.0	Italy	26.4	7.7	Bulgaria	0.4

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

Source: Eurostat (SBS)

was Hungary where these activities contributed 0.6 % of non-financial business economy (NACE Sections C to I and K) value added; older data indicate that the Netherlands was more specialised in 2004, when this sector contributed 0.8 % of non-financial business economy value added.

Expenditure and productivity

Although the investment rate in agricultural wholesaling was below the average for the non-financial business economy, at 17.6 % it was the highest among the wholesaling NACE groups. Accompanying this relatively high level of investment, agricultural wholesaling reported a low proportion of personnel costs within operating expenditure, just 4.4 %, the fourth lowest share among all of the NACE groups in the non-financial business economy for which 2005 or 2006 data are available.

EU-27 apparent labour productivity of the agricultural wholesaling sector was EUR 40.8 thousand per person employed in 2006 and average personnel costs were EUR 28.0 thousand per employee, both below the wholesale trade average. The resulting wage adjusted labour productivity ratio was 145.6 %, some 14.2 percentage points below the wholesale trade average, and the second lowest within wholesale trades, higher only than that recorded for wholesale on a fee or contract basis.

18.3: Wholesaling of consumer goods

The wholesaling of consumer goods covers NACE Groups 51.3 and 51.4. The first of these includes the wholesaling of food, beverages and tobacco, while the latter includes household products such as textiles, clothing, electrical appliances, games, toys, tableware, furniture and furnishings, as well as cleaning products and personal products. It should be noted that although these two categories are grouped together here as consumer goods, these activities also include the wholesaling of food and beverage products as inputs for further processing.

Structural profile

The 549.9 thousand enterprises with wholesaling of consumer goods (NACE Groups 51.3 and 51.4) as their main activity generated EUR 1 741 billion of turnover in the EU-27 in 2006, representing 37.8 % of the wholesale trade (NACE Division 51) total. With EUR 205.9 billion of value added

this was the largest of the wholesale trade activities presented in Subchapters 18.1 to 18.6, with a 39.7 % share of wholesale value added. However, its contribution to wholesale trade employment was even higher (41.9 %) as there were 4.2 million persons employed in the EU-27's consumer goods wholesaling sector.

The wholesale of household goods (NACE Group 51.4) was the larger of the two NACE groups in this sector, with more than half of the sector's employment and turnover and just over three fifths of its value added; the wholesale of food, beverages and tobacco (NACE Group 51.3) recorded the smaller share for all three indicators.

None of the larger Member States particularly dominated this sector within the EU-27, Germany registering the largest shares of turnover (17.8 %) and value added (17.7 %), and Spain the biggest share of the workforce (14.6 %). Greece was the most specialised Member State⁽⁴⁾ in this sector, as the wholesaling of consumer goods contributed 7.7 % of value added generated within the Greek non-financial business economy (NACE Sections C to I and K).

(*) Bulgaria, Cyprus, Poland and Romania, 2005; Malta and the Netherlands, not available.

Table 18.9: Wholesaling of consumer goods (NACE Groups 51.3 and 51.4)
Structural profile, EU-27, 2006

	Enterprises (thousand)	Turnover (EUR million)	Value added (EUR million)	Persons employed (thousand)	Share in total (%)	
					Value added	Persons employed
Wholesaling of consumer goods	549.9	1 741 395	205 935	4 174.0	100.0	100.0
Wholesale of food, beverages and tobacco	213.0	815 894	75 109	1 850.1	36.5	44.3
Fruits and vegetables	42.3	125 317	12 633	384.3	6.1	9.2
Meat and meat products	22.1	78 601	7 456	174.4	3.6	4.2
Dairy produce, eggs, edible oils and fats	14.9	70 504	4 939	114.8	2.4	2.8
Beverages	40.4	118 674	14 746	291.1	7.2	7.0
Tobacco products (1)	2.7	60 000	2 561	40.0	1.2	1.0
Sugar, chocolate and sugar confectionery	11.0	34 787	3 117	73.7	1.5	1.8
Coffee, tea, cocoa and spices	5.6	12 125	2 037	36.6	1.0	0.9
Other food	42.3	110 000	10 000	260.0	4.9	6.2
Non-specialised wholesale of food beverages and tobacco	31.8	206 239	17 624	470.5	8.6	11.3
Wholesale of household goods	336.9	925 501	130 826	2 323.9	63.5	55.7
Textiles (2)	25.6	28 000	4 100	120.0	2.0	2.9
Clothing and footwear	70.0	100 000	16 000	350.0	7.8	8.4
Electrical household appliances	39.1	186 265	20 992	350.1	10.2	8.4
China and glassware, wallpaper and cleaning materials	19.1	27 461	4 870	116.5	2.4	2.8
Perfume and cosmetics	18.1	40 099	7 580	152.9	3.7	3.7
Pharmaceutical goods	31.5	304 521	40 513	483.2	19.7	11.6
Other household goods	133.9	239 544	36 346	751.6	17.6	18.0

(1) Number of persons employed, 2005.

(2) Value added, 2005.

Source: Eurostat (SBS)

Table 18.10: Wholesaling of consumer goods (NACE Groups 51.3 and 51.4)
Structural profile: ranking of top five Member States in terms of value added and persons employed, 2006

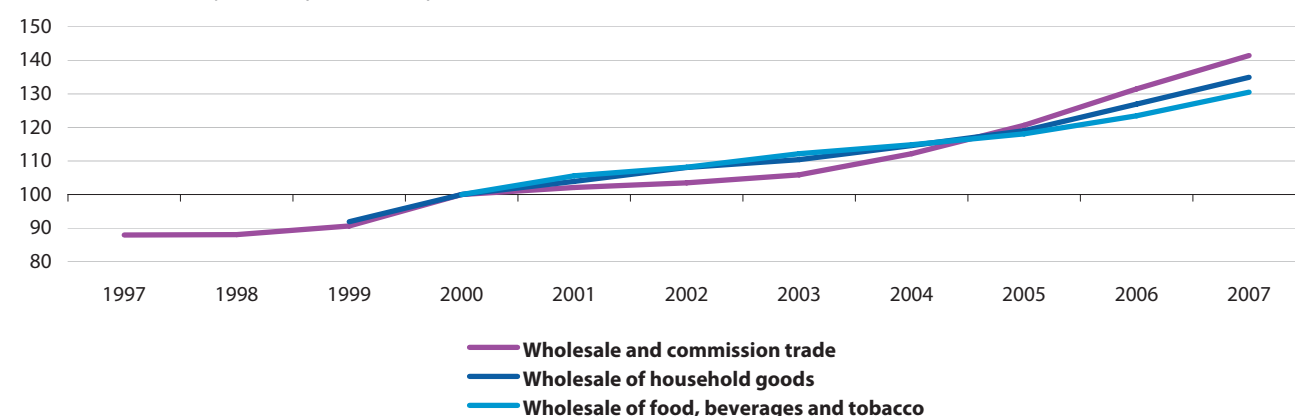
	Highest value added (1)			Largest number of persons employed (1)			Most specialised: share in non-financial business economy (%) (2)	
	Country	(EUR million)	(% of EU-27)	Country	(thousand)	(% of EU-27)	Country	Value added
1	Germany	36 455	17.7	Spain	610.0	14.6	Greece	7.7
2	United Kingdom	35 222	17.1	Germany	574.1	13.8	Portugal	5.7
3	France	24 958	12.1	United Kingdom	503.1	12.1	Lithuania	5.3
4	Italy	23 854	11.6	Italy	437.9	10.5	Latvia	5.2
5	Spain	21 806	10.6	France	396.3	9.5	Romania	4.7

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

Source: Eurostat (SBS)

Figure 18.6: Wholesaling of consumer goods (NACE Groups 51.3 and 51.4)
Index of turnover, EU-27 (2000=100)



Source: Eurostat (STS)

Annualised short-term statistics are available for an analysis of the evolution of turnover indices for consumer goods wholesaling, for each of the two NACE groups that compose this sector. The EU-27 turnover index registered gains for both of these activities in every year for which data is available, with fairly stable growth recorded for both activities, ranging between 2.2 % and 8.8 %. However in the last few years (2004 to 2007) these two activities both recorded growth below the average for wholesale trade, with food, beverages and tobacco wholesaling recording the slowest growth each year.

Expenditure and productivity

The expenditure structure of the EU-27's wholesaling of consumer goods sector was typical for a wholesale trade activity, but there were some notable differences between the two main parts of the consumer goods wholesaling sector. The level of investment in the sector reached

EUR 20.1 billion in 2006, equivalent to 9.8 % of value added, and just below the wholesale trade average of 10.2 %. The investment rate was lower for the wholesaling of household goods (8.3 %), while the corresponding rate for the wholesaling of food, beverages and tobacco was 12.3 % (above the wholesale trade average). At a further level of detail, the highest investment rate was recorded for the wholesaling of fruit and vegetables (NACE Class 51.31), at 14.5 %, while the lowest was for tobacco products wholesaling (NACE Class 51.35, 7.0 %).

Apparent labour productivity for consumer goods wholesaling was EUR 49.3 thousand per person employed in the EU-27 in 2006 and average personnel costs were EUR 30.6 thousand per employee, both figures standing below the wholesale trade average. There were significant differences between the two subsectors, as the values recorded for the wholesaling of household goods were more than one third higher (for both

indicators) than those recorded for the wholesale of food, beverages and tobacco. The wholesale of pharmaceutical goods (NACE Class 51.46) recorded the highest apparent labour productivity figure (EUR 83.8 thousand per person employed) and average personnel costs (EUR 47.8 thousand per employee), while the wholesale of fruit and vegetables recorded the lowest levels, EUR 32.9 thousand per person employed and EUR 22.9 thousand per employee respectively.

The ratio of wage adjusted labour productivity for the EU-27 was slightly higher in the wholesaling of consumer goods (161.1 %) than for the wholesale trade sector (159.8 %). At a detailed level of activity quite a range of productivity levels were recorded within this sector. The highest ratio, 220.8 %, was recorded for the wholesaling of coffee, tea, cocoa and spices (NACE Class 51.37), some way ahead of the 181.2 % for the wholesaling of beverages (NACE Class 51.34). None of the activities recorded particularly low ratios, the lowest being 143.6 % for the wholesale of fruit and vegetables.

18.4: Wholesaling of intermediate goods

The wholesaling of non-agricultural intermediate products, waste and scrap (NACE Group 51.5, hereafter referred to as wholesaling of intermediate goods) covers the wholesale of all products used as production materials, fuel or other consumables, except for agricultural products (which are treated in Subchapter 18.2). It includes, for example, the wholesaling of fuels, construction materials, hardware and chemical products, as well as the wholesaling of scrap.

Structural profile

The EU-27's wholesaling of intermediate goods sector (NACE Group 51.5) consisted of 247.0 thousand enterprises in 2006, approximately one in seven of all wholesaling (NACE Division 51) enterprises. This sector's significance was greater in output and employment terms, as it generated EUR 1 548.0 billion of turnover, one third of the wholesale trade total, and also contributed more than one fifth of wholesale trade value added and employment.

Among the seven NACE classes that make up the wholesale of intermediate goods, almost half (49.5 %) of the EU-27's turnover, but less than one fifth (18.1 %) of its value added was generated by the wholesale of fuels and related products (NACE Class 51.51), while the wholesale of wood, construction materials and sanitary equipment (NACE Class 51.53) contributed just 16.1 % of turnover, but 29.9 % of value added, and 40.5 % of its workforce.

Among the Member States⁽⁵⁾, Germany and the United Kingdom were by far the largest contributors to the EU-27's output: the United Kingdom generated 25.3 % of the EU-27's turnover in 2006 and Germany 18.0 %, while these positions were reversed in terms of value added, whereby Germany's share was 20.0 % compared with the United Kingdom's 17.4 %. However, these two Member States were relatively unspecialised in this activity in terms of its contribution to national non-financial business economy (NACE Sections C to I and K) value added; in each country, the wholesale of intermediate goods generated no more than 2.1 % of non-financial business economy value added. In contrast, the Baltic States were the three most specialised Member States⁽⁶⁾, as their intermediate goods wholesaling sectors contributed at least 3.8 % of non-financial business economy value added.

Annualised short-term statistics provide information on the evolution of the turnover index for the wholesale trade of intermediate goods – see the chapter overview. The wholesaling of intermediate goods recorded the strongest year on year growth during each of the last five years (2003 to 2007) among wholesale trade NACE groups. Growth was particularly strong in 2005 (17.0 %) and 2006 (13.8 %), but lower in 2007 (7.7 %). Over the period 2000 to 2007 sales within this sector grew on average by 7.3 % per annum, the highest average annual growth rate over this period of all available non-financial services. These high increases may well reflect, in part, above average price increases – notably those concerning the wholesaling of fuel which makes up a large part of intermediate goods wholesaling.

⁽⁵⁾ Bulgaria and Poland, 2005; Malta, not available.

⁽⁶⁾ Bulgaria, Cyprus, Poland and Romania, 2005; Malta and the Netherlands, not available.

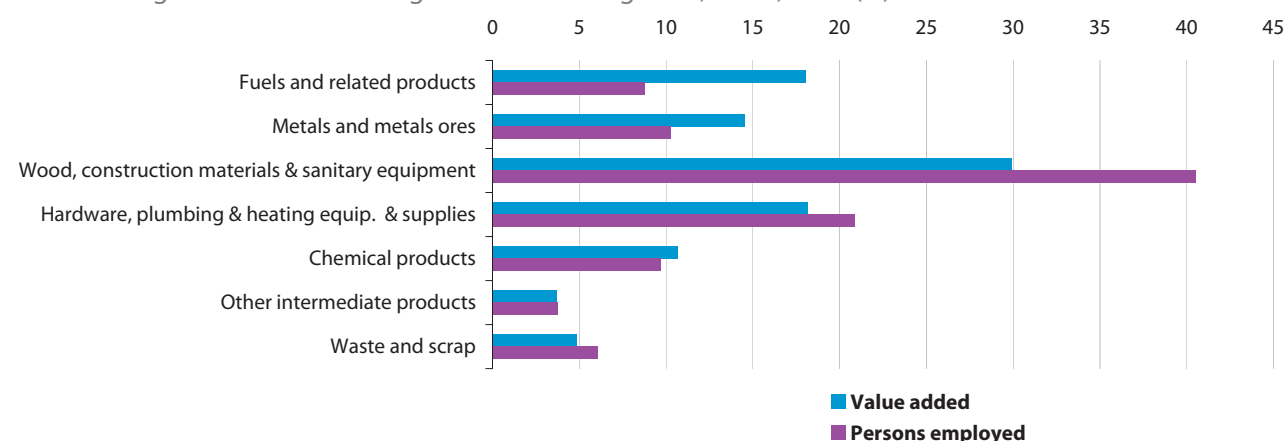
Table 18.11: Wholesaling of intermediate goods (NACE Group 51.5)
Structural profile, EU-27, 2006

	Enterprises (thousand)	Turnover (EUR million)	Value added (EUR million)	Persons employed (thousand)	Share in total (%)	
					Value added	Persons employed
Wholesaling of intermediate goods	247.0	1 547 984	123 651	2 116.0	100.0	100.0
Fuels and related products	19.3	766 840	22 364	185.3	18.1	8.8
Metals and metals ores	17.8	175 103	17 991	218.0	14.5	10.3
Wood, construction materials and sanitary equipment	107.2	248 657	37 032	857.5	29.9	40.5
Hardware, plumbing and heating equipment and supplies	38.9	122 066	22 479	441.3	18.2	20.9
Chemical products	26.7	129 540	13 178	205.7	10.7	9.7
Other intermediate products (1)	13.0	59 000	4 581	79.9	3.7	3.8
Waste and scrap (1)	24.4	46 000	6 027	128.3	4.9	6.1

(1) Rounded estimates based on non-confidential data.

Source: Eurostat (SBS)

Figure 18.7: Wholesaling of intermediate goods (NACE Group 51.5)
Relative weight within wholesaling of intermediate goods, EU-27, 2006 (%)



Source: Eurostat (SBS)

Table 18.12: Wholesaling of intermediate goods (NACE Group 51.5)
Structural profile: ranking of top five Member States in terms of value added and persons employed, 2006

	Highest value added (1)			Largest number of persons employed (1)			Most specialised: share in non-financial business economy (%) (2)	
	Country	(EUR million)	(% of EU-27)	Country	(thousand)	(% of EU-27)	Country	Value added
1	Germany	24 706	20.0	Germany	318.5	15.1	Latvia	6.6
2	United Kingdom	21 528	17.4	United Kingdom	251.8	11.9	Estonia	4.7
3	France	13 689	11.1	Spain	237.8	11.2	Lithuania	3.8
4	Spain	12 603	10.2	France	224.5	10.6	Bulgaria	3.6
5	Italy	12 093	9.8	Italy	199.2	9.4	Greece	3.1

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

Source: Eurostat (SBS)

Expenditure and productivity

Gross tangible investment by the EU-27's intermediate goods wholesalers reached EUR 14.6 billion in 2006, more than one quarter (27.5 %) of all the wholesale trade investment. This represented the equivalent of 11.8 % of value added, slightly above the 10.2 % average investment rate for wholesale trade. The highest investment rate within the intermediate goods wholesaling sector was recorded for the wholesale of waste and scrap (NACE Class 51.57) where tangible investment was equivalent to 21.1 % of value added.

The proportion of operating expenditure allocated to personnel costs was 4.2 % for the EU-27's intermediate goods wholesaling sector, the lowest of all of the wholesale trade NACE groups, and the third lowest of all of the non-financial business economy NACE groups (with 2005 or 2006 data available). This extremely low share of personnel costs in operating costs for the intermediate goods wholesaling sector was, in large part, due to the wholesaling of fuels (NACE Class 51.51) where the share was

only 0.8 %, as all other subsectors recorded shares above the average for the intermediate goods wholesaling sector, reaching 11.9 % for the wholesaling of hardware, plumbing and heating equipment and supplies (NACE class 51.54).

Apparent labour productivity in the EU-27's intermediate goods wholesaling sector was EUR 58.4 thousand per person employed, while average personnel costs stood at EUR 32.2 thousand per employee. While the apparent labour productivity was above the wholesale trade average, average personnel costs were relatively lower, resulting in a wage adjusted labour productivity ratio of 181.6 %, well above the wholesale trade ratio (159.8 %) and second highest within the wholesale trade activities, behind that achieved in other wholesale trade (see Subchapter 18.6). This ratio was remarkably high in the EU-27's wholesale of fuels and related products subsector (332.7 %), and also very high in the subsectors of metal and metal ores wholesaling (NACE Class 51.52, 221.6 %) and waste and scrap (210.9 %).

18.5: Wholesaling of machinery and equipment

The wholesaling of machinery, equipment and supplies concerns the wholesaling of capital goods and other final durable goods for industrial use, except those covered by motor trade. Wholesaling of installation equipment, as well as electrical and electronic products for industrial use, and the wholesaling of office furniture are all included. In NACE these activities are covered by Group 51.8.

Structural profile

Value added in the EU-27's wholesaling of machinery and equipment sector (NACE Group 51.8) was EUR 109.1 billion in 2006, derived from turnover valued at EUR 693.8 billion. As such, the wholesaling of machinery and equipment represented 21.0 % of wholesale trade (NACE Division 51) value added and 15.1 % of wholesale turnover. The wholesaling of machinery and equipment workforce numbered 1.7 million persons in the EU-27 in 2006, corresponding to 16.9 % of the wholesale trade workforce. By all three of these measures, this was the third largest wholesale trade sector based on the sectoral coverage used in Subchapters 18.1 to 18.6.

Across the eight NACE classes that make up the wholesaling of machinery and equipment sector, the miscellaneous category of wholesale of other machinery for use in industry, trade and navigation (NACE Class 51.87) was the largest, accounting for approximately one third of turnover and more than two fifths of value added and employment in the EU-27. Wholesaling of computers, peripherals and software (NACE Class 51.84) was the second largest activity in terms of the same indicators (in 2005).

Among the Member States⁽⁷⁾, the United Kingdom had the largest machinery and equipment wholesaling sector in value added terms, ahead of France, while the latter contributed the largest proportion to EU-27 turnover and employment. In value added terms, Denmark, Belgium and the Baltic Member States were all relatively specialised in machinery and equipment wholesaling⁽⁸⁾, where these activities contributed at least 2.6 % to the non-financial business economy's (NACE Sections C to I and K) value added; turning to older data (2004) the Netherlands was also relatively highly specialised in this sector, as it generated 3.7 % of non-financial business economy value added.

⁽⁷⁾ Bulgaria and Poland, 2005; Malta, not available.

⁽⁸⁾ Bulgaria, Cyprus, Poland and Romania, 2005; Malta and the Netherlands, not available.

Table 18.13: Wholesaling of machinery and equipment (NACE Group 51.8)
Structural profile, EU-27, 2006

	Enterprises (thousand)	Turnover (EUR million)	Value added (EUR million)	Persons employed (thousand)	Share in total (%)	
					Value added	Persons employed
Wholesale of machinery and equipment	196.8	693 757	109 078	1 687.3	100.0	100.0
Machine-tools (1)	12.7	24 000	3 837	75.1	3.8	4.5
Mining and construction machinery (2)	9.0	39 001	6 069	88.1	5.6	5.2
Textile machinery and sewing and knitting machines (2)	2.7	2 748	479	12.1	0.4	0.7
Computers, peripherals and software (3)	34.2	217 715	24 934	330.0	24.9	19.6
Other office machinery and equipment	16.3	37 834	7 035	134.8	6.4	8.0
Other electronic parts and equipment	15.9	86 854	12 679	165.6	11.6	9.8
Other machinery for industry, trade and navigation	86.5	234 684	47 606	722.4	43.6	42.8
Agricultural machinery, accessories and implements (3)	20.0	45 850	6 710	150.0	6.7	8.9

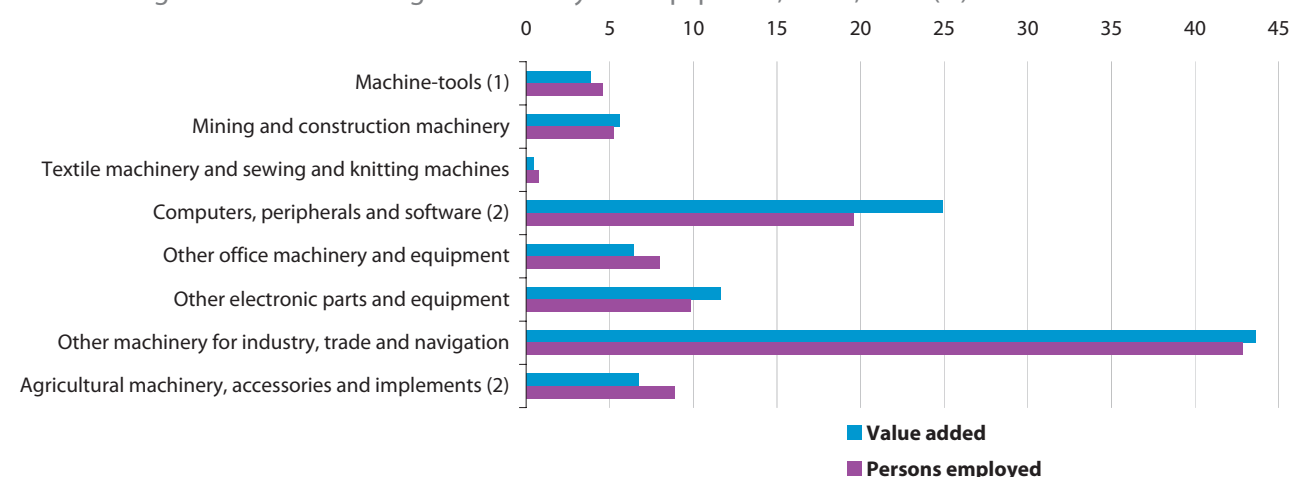
(1) Rounded estimates based on non-confidential data; value added and number of persons employed, 2005.

(2) Rounded estimates based on non-confidential data.

(3) Rounded estimates based on non-confidential data; turnover and value added, 2005.

Source: Eurostat (SBS)

Figure 18.8: Wholesaling of machinery and equipment (NACE Group 51.8)
Relative weight within wholesaling of machinery and equipment, EU-27, 2006 (%)



(1) 2005.

(2) Rounded estimates based on non-confidential data; value added, 2005.

Source: Eurostat (SBS)

Table 18.14: Wholesaling of machinery and equipment (NACE Group 51.8)
Structural profile: ranking of top five Member States in terms of value added and persons employed, 2006

	Highest value added (1)			Largest number of persons employed (1)			Most specialised: share in non-financial business economy (%) (2)	
	Country	(EUR million)	(% of EU-27)	Country	(thousand)	(% of EU-27)	Country	Value added
1	United Kingdom	21 660	19.9	France	294.8	17.5	Denmark	3.1
2	France	18 757	17.2	United Kingdom	240.6	14.3	Estonia	3.0
3	Germany	15 120	13.9	Germany	211.4	12.5	Belgium	2.9
4	Netherlands	10 441	9.6	Spain	202.7	12.0	Lithuania	2.6
5	Spain	10 280	9.4	Netherlands	129.2	7.7	Latvia	2.6

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

Source: Eurostat (SBS)

Annualised short-term statistics provide a relatively long time series for the turnover index in the EU-27's machinery and equipment wholesaling sector. An analysis of this for the period from 1997 to 2007 shows a cyclical development that was in contrast to the uninterrupted upward path experienced by the turnover index for wholesale trade. Indeed, the turnover index in machinery and equipment wholesaling sector grew by at least 3.6 % each year from 1997 to 2000, after which there were three years of contraction with sales falling on average by 1.7 % per annum. In the four following years, from 2004 to 2007, there was renewed turnover growth, as the index increased on average by 6.6 % per annum, but this was nevertheless 0.9 percentage points below the average growth registered for wholesale trade during the same period.

Expenditure and productivity

The EU-27's machinery and equipment wholesaling sector recorded a relatively low level of tangible investment: investments were valued at EUR 8.5 billion in the EU-27 in 2006, 16.0 % of the wholesale trade total, and equivalent to 7.8 % of this sector's value added, the lowest investment rate across all the wholesale trade activities presented in Subchapters 18.1 to 18.6. Within this sector the lowest investment rate was recorded for the wholesale of other electronic parts and equipment (NACE Class 51.86), just 5.2 %, while the wholesaling of mining, construction and civil engineering machinery (NACE Class 51.82) had the highest rate, 18.8 %, more than double the average rate for the machinery and equipment

wholesaling sector, and slightly higher than the non-financial business economy average.

The machinery and equipment wholesaling sector's share of operating expenditure dedicated to personnel costs was the highest (10.4 %) among the wholesale trade activities presented in Subchapters 18.1 to 18.6. Looking in more detail within this sector, the lowest share of personnel costs in operating expenditure was 7.4 % recorded by wholesaling of computers, peripherals and software (NACE Class 51.84), which was nevertheless above the wholesale trade average (6.5 %). The highest share was 13.9 % recorded by the sub-sector for the wholesale of other office machinery and equipment (NACE Class 51.85).

Apparent labour productivity in the EU-27's machinery and equipment wholesaling sector was EUR 64.6 thousand per person employed in 2006, while average personnel costs were EUR 43.3 thousand per employee – these were, by some way, the highest levels recorded for these two indicators among any of the wholesale trade activities in Subchapters 18.1 to 18.6. The apparent labour productivity of this sector was the fourth highest among the NACE groups within the non-financial services economy (NACE Sections G to I and K), while the average personnel costs were the third highest, although for both indicators there were several more industrial activities with higher ratios. The resulting ratio of wage adjusted labour productivity for EU-27 machinery and equipment wholesaling (149.4 %) was the lowest of the wholesale trade NACE groups, and was also lower than the ratio for the non-financial business economy (151.5 %).

18.6: Other wholesale trade

The other wholesale trade sector covers specialised own-account wholesaling of products not covered in Subchapters 18.2 to 18.5, as well as non-specialised wholesaling, where enterprises resell a variety of products; these activities are covered by NACE Group 51.9.

Structural profile

Turnover in the EU-27's other wholesale trade (NACE Group 51.9) sector in 2006 was EUR 209.7 billion, therefore contributing 4.6 % of wholesale trade (NACE Division 51) turnover. The other wholesale trade sector generated EUR 26.6 billion of value added, which was equivalent to 5.1 % of the wholesale trade total. According to both of these output measures, this was the second smallest wholesale trade NACE group. Its biggest contribution to the wholesale trade total was in terms of employment, where the 664.7 thousand persons employed in the other wholesale trade sector accounted for 6.7 % of the wholesale trade workforce.

The EU-27's other wholesale trade sector was dominated by three Member States, with the United Kingdom, Germany and Poland (2005) collectively contributing around three fifths of total value added and employment. Poland's share of the EU-27's workforce in this sector was particularly significant, more than one third (34.2 %) in 2005. Unsurprisingly, in value added terms Poland was the most specialised Member State⁽⁹⁾; Slovakia and Hungary were also relatively specialised, with this sector contributing 2.3 % of national non-financial business economy (NACE Sections C to I and K) value added.

⁽⁹⁾ Bulgaria, Cyprus, Poland and Romania, 2005; Malta and the Netherlands, not available.

Expenditure and productivity

The level of investment recorded in the other wholesale trade sector was valued at EUR 3.4 billion in 2006, 6.4 % of the wholesale trade total. Although this was relatively small in value terms, the investment rate (gross tangible investment relative to value added) was 12.8 %, the second highest among wholesale trade activities.

An analysis of operating expenditure in the other wholesale trade sector showed that 6.3 % of expenditure was used for personnel costs in the EU-27, in line with the 6.5 % average for wholesale trade. Average personnel costs were particularly low in this sector, just EUR 21.7 thousand per employee, equivalent to two thirds of the wholesale trade average. While the apparent labour productivity (EUR 40.0 thousand per person employed) was also the lowest among the wholesale trade activities presented in Subchapters 18.1 to 18.6, it was equivalent to three quarters of the wholesale trade average. As a consequence of the particularly low average personnel costs, the EU-27's other wholesale trade sector had a wage adjusted labour productivity ratio of 184.9 %, 25.1 percentage points above the wholesale trade average, the highest of the wholesale trade NACE groups, and the fourth highest among the non-financial services (NACE Sections G to I and K) NACE groups.

Table 18.15: Other wholesale (NACE Group 51.9)

Structural profile: ranking of top five Member States in terms of value added and persons employed, 2006

	Highest value added (1)			Largest number of persons employed (1)			Most specialised: share in non-financial business economy (%) (2)	
	Country	(EUR million)	(% of EU-27)	Country	(thousand)	(% of EU-27)	Country	Value added
1	United Kingdom	6 270	23.6	Poland	230.1	34.2	Poland	4.1
2	Germany	5 043	20.1	United Kingdom	91.5	13.8	Slovakia	2.3
3	Poland	4 944	19.0	Germany	72.2	10.9	Hungary	2.3
4	Netherlands	1 513	5.7	Czech Republic	38.7	5.8	Slovenia	1.6
5	Italy	1 152	4.3	Romania	30.8	4.6	Romania	1.3

(1) Malta, not available; Bulgaria and Poland, 2005.

(2) Malta and the Netherlands, not available; Bulgaria, Cyprus, Poland and Romania, 2005.

Source: Eurostat (SBS)

Table 18.16: Wholesale and commission trade (NACE Division 51)
Main indicators, 2006 (1)

	BE	BG	CZ	DK	DE	EE	IE	EL	ES	FR	IT	CY	LV	LT
Enterprises	42.1	22.6	59.7	16.5	96.1	8.4	7.9	75.4	212.3	182.4	406.1	2.3	6.8	7.1
Persons employed	229.3	147.5	241.5	173.4	1 283.8	40.9	87.7	338.7	1 169.4	1 084.9	1 115.0	20.1	55.3	78.6
Turnover	192 326	19 774	65 487	112 195	775 776	10 032	62 776	80 784	394 372	637 455	454 433	4 830	12 155	11 230
Production	50 643	2 772	13 616	40 261	154 037	2 092	14 512	21 784	90 071	179 191	208 607	1 101	2 573	2 515
Purch. of goods & serv.	172 754	19 394	60 389	89 315	691 831	9 247	54 834	71 201	351 727	566 467	388 527	4 165	11 144	10 392
Value added	17 648	950	6 333	12 635	87 313	945	8 483	11 130	48 881	67 040	57 247	724	1 345	1 237
Personnel costs	9 765	320	2 834	8 072	48 093	411	3 483	4 883	28 365	47 340	22 523	434	351	548
Average personnel costs	53.3	2.5	14.1	47.8	39.8	10.8	42.3	20.8	27.7	45.0	36.1	21.9	6.3	7.1
Gross operating surplus	7 883	630	3 499	4 563	39 220	534	5 000	6 355	20 516	19 701	34 724	290	994	688
Gross investment	2 421	629	836	1 396	4 876	224	1 025	1 978	6 684	5 822	6 814	116	312	305
Apparent labour prod.	77.0	6.4	26.2	72.9	68.0	23.1	96.7	32.9	41.8	61.8	51.3	36.1	24.3	15.7
Wage adj. labour prod.	144.5	260.2	186.5	152.4	170.9	213.0	228.8	158.3	150.9	137.5	142.4	164.7	382.9	221.1
Gross operating rate	4.1	3.2	5.3	4.1	5.1	5.3	8.0	7.9	5.2	3.1	7.6	6.0	8.2	6.1
Investment rate	13.7	66.2	13.2	11.1	5.6	23.7	12.1	17.8	13.7	8.7	11.9	16.0	23.2	24.7
	LU	HU	MT	NL	AT	PL	PT	RO	SI	SK	FI	SE	UK	NO
Enterprises	3.3	32.3	:	59.9	26.6	122.0	81.8	56.9	11.8	12.0	15.5	45.7	109.7	18.3
Persons employed	14.6	169.8	:	479.2	200.5	706.5	293.0	354.3	43.8	88.8	82.4	231.5	1 189.2	105.3
Turnover	15 331	47 462	:	305 560	123 070	130 204	66 879	42 347	10 953	16 295	58 599	114 521	815 225	79 199
Production	2 254	9 134	:	75 895	31 023	54 381	17 164	10 090	3 150	4 127	13 311	29 146	173 958	22 811
Purch. of goods & serv.	14 312	44 399	:	270 533	106 988	116 629	60 302	39 705	9 545	14 531	54 137	101 852	705 028	67 585
Value added	1 242	4 097	:	34 929	13 972	13 591	7 926	3 766	1 517	1 837	6 106	14 366	91 230	9 572
Personnel costs	684	1 891	:	18 629	8 044	4 455	4 573	1 428	796	806	3 671	10 343	46 703	5 966
Average personnel costs	50.3	12.1	:	42.7	44.4	8.0	16.3	4.2	20.6	9.3	46.2	50.9	41.7	58.8
Gross operating surplus	558	2 206	:	16 453	5 928	9 136	3 353	2 337	721	1 031	2 932	4 024	44 527	3 606
Gross investment	101	519	:	2 467	1 121	2 079	1 918	2 122	338	503	498	1 406	6 252	666
Apparent labour prod.	85.1	24.1	:	72.9	69.7	19.2	27.1	10.6	34.6	20.7	74.1	62.1	76.7	90.9
Wage adj. labour prod.	169.3	199.8	:	170.7	156.8	239.4	166.3	253.2	168.1	223.6	160.5	121.9	184.1	154.5
Gross operating rate	3.6	4.6	:	5.4	4.8	7.0	5.0	5.5	6.6	6.3	5.0	3.5	5.5	4.6
Investment rate	8.1	12.7	:	7.1	8.0	15.3	24.2	56.3	22.3	27.4	8.2	9.8	6.9	7.0

(1) Bulgaria and Poland, 2005; unless otherwise stated, values refer to EUR million; number of enterprises and number of persons employed are given in thousands; average personnel costs and apparent labour productivity are given in EUR thousand per person; wage adjusted labour productivity, gross operating rate and investment are ratios expressed as percentages.

Source: Eurostat (SBS)