



Instituto Brasileiro de Geografia e Estatística

**TRADE AND SERVICES**

**STATISTICS**

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**COORDINATION - COSEC**

## Surveys conduct by COSEC

- Annual
  - Annual Survey of Trade - PAC
  - Annual Survey of Services - PAS
- Monthly
  - Monthly Survey of Trade - PMC

# Annual Surveys

## Methodological Aspects

- Sampling surveys implemented in 1988 (PAC) and 1998 (PAS) with the aim to identify the structure of the trade and service sectors and follow its changes over time.
- Goals:
  - To build an economic information system allowing to estimate key variables like: number of companies and establishments, revenue, sales of goods, value added, employment, wages and salaries, Gross Fixed Capital Formation and so on.

- To study the sectors through indicators like: productivity, trade margins, inventories turnover and other indicators.
- To measure the regional impact of trade and service activities in level of States of Federation.
- To provide information to the National Account System.
- For PAC, to be a benchmark to the Monthly Survey for Trade.

## General coverage

- Lawful enterprises with register (Fiscal Number) in the Federal Income Tax Secretariat of Finance Ministry.
- For PAC: enterprises in which the main gross revenue stems from trade activity.
- For PAS: enterprises in which the main gross revenue stems from non-financial business activities (financial and insurance services are not included).

Note: To take part of these two surveys the first condition must be satisfied. Therefore, lawless enterprises (without Fiscal Number) are not included

## Coverage by Activities

- PAC
  - Retail trade
  - Wholesale trade
  - Trade on commission basis (until 2007 this activity was part of the PAS and was transferred to PAC in 2008)
  
- PAS
  - Household services
    - Accommodation services
    - Food and beverages serving services
    - Personal services: laundry, cleaning and dyeing services; hairdressing and barbers' services; funerals services and so on

- Entertainment, leisure and cultural services: performing arts event services (promotion, production, organization, presentation and facility operation); services of authors, composers, sculptors and other artists; gym centers and athletes services; gambling and betting services; dancing places; amusement parks and circus and other related activities
- Complementary education: language courses; ballet, dancing, art and music schools; sports schools (soccer, volleyball, basketball, swimming and others sports), pilot schools and so on



- Information services
  - Editing and publishing: newspapers, books and periodicals (activities included as services in 2008, since up to 2007 had been surveyed as manufacturing activities)
  - Telecommunications
  - Computer services
  - Audiovisual services
  - News agencies
  
- Professional, administrative and support services
  - Professional, scientific and technical services
  - Employment services
  - Investigation and security services
  - Services to buildings and dwellings

- Transportation, support activities for transportation and postal service
  - Railroad transportation
  - Road transportation
    - Passengers
    - Cargo
  - Water transportation
  - Air transportation
  - Travel agencies
  - Support activities for transportation
  - Postal service
  
- Real state and rental services
  - Real state services
  - Rental of vehicles, machines and personal and household goods

- Repair and maintenance services
  - Vehicles repair and maintenance
  - Personal and household goods repair and maintenance
  - Computers and commercial machines repair and maintenance
- Other activities
  - Support activities for agriculture and forestry: grain cleaning services; crop harvesting services; soil preparation services; animal semen collection, production and storage services; sowing services for reforestation; others support services
  - Support activities for financial and insurance: securities and commodity contracts intermediation and brokerage, insurance brokerages, investigation of insurance claims and related activities
  - Waste management and remediation services

- PAC does not include:
  - Street sellers
  - Maintenance services
  
- PAS does not include:
  - Financial and insurance services
  - Public administration
  - Health care services
  - Educational services
  - Social assistance
  - Non-profit organizations

- Statistical Unit
  - Enterprise
  
- Classification
  - CNAE 2.0 => ISIC Rev. 4

## CNAE 2.0

- Section:** G - Trade; Vehicles and Motorcycle  
Repair and Maintenance Services
- Division:** 46 - Wholesale trade, except vehicles and  
motorcycles
- Group:** 46.2 - Wholesale trade of raw material  
of agriculture and live animals
- Class:** 46.21 - Wholesale trade of coffee in grain  
46.22 - Wholesale trade of soya bean  
46.23 - Wholesale trade of live animals,  
animal foods and raw material  
of agriculture

## SAMPLING DESIGN

The sampling design of both surveys is constituted by five strata, as follow:

- **certainty stratum:** all enterprises with 20 or more employees
- **controlled stratum:** enterprises with less than 20 employees with affiliates and one or more States of Federation
- **sampled stratum 1:** enterprises with less than 5 employees
- **sampled stratum 2:** enterprises with more than 5 employees and less than 10 employees
- **sampled stratum 3:** enterprises with more than 10 employees and less than 20 employees

## SIZE OF THE SAMPLE

- PAC

universe => 1.920.000 enterprises

sample => 83.850 enterprises

<b>Stratum</b>	<b>Number of Enterprises</b>	<b>%</b>
Certainty	46.300	55,2
Controlled	18.500	22,1
Sampled 1	8.500	10,1
Sampled 2	5.450	6,5
Sampled 3	5.100	6,1
Total	83.850	100,0



### Representation of the Certainty Stratum in the Total of PAC

Trade Activities	Representation (%)		
	Number of enterprises	Employees	Net revenue
Total	2,4	35,8	69,6
Wholesale	9,0	59,3	82,3
Retail	1,9	31,6	59,6

Source: Annual Survey of Trade 2007

- PAS

universe => 1.143.000 enterprises

sample => 89.850 enterprises

<b>Stratum</b>	<b>Number of Enterprises</b>	<b>%</b>
Certainty	56.500	62,9
Sampled 1	16.650	18,5
Sampled 2	9.200	10,3
Sampled 3	7.500	8,3
Total	89.850	100,0

Note 1: From 2008 on PAS will include a controlled stratum.

Note 2: The sampled stratum is on a rotation basis

**Table 1 - Representation of the Certainty Stratum in the Total of PAS**

Services Activities	Representation (%)		
	Number of enterprises	Employees	Net revenue
Total	5,0	63,3	79,9
Household services	4,5	39,3	59,4
Information services	5,0	67,1	93,7
Professional, administrative and support services	5,5	76,8	71,6
Transportation, support activities for transportation and postal service	8,6	76,5	88,7
Real state and rental services	5,8	39,2	57,3
Repair and maintenance services	2,2	19,4	36,3
Other activities	2,9	58,1	63,4

Source: Annual Survey of Services 2007

## MAIN VARIABLES

- Gross revenue by activities
  - Trade
  - Services
  - Manufacturing
  - Construction
- Deductions (direct taxes over gross revenue)
- Net revenue
- Other receipts
  - Rent
  - Financial receipts
- For PAC: Net sales of goods by kind of trade
  - Wholesale
  - Retail trade
- Number of employees

- Employee compensation
  - Wages and salaries
  - Owner withdrawal
  - Social Security
  - Benefits
  - Indemnities
  - Other personal expenditure
- For PAC: Purchases and inventories of goods for sale
- For PAC: Cost of goods sold
- For PAS: Cost of materials consumed in services activities
- General expenditures
- Financial expenditures
- Depreciation and provisions

- Investments and sold of assets
  - Lands and buildings
  - Machinery and equipment
  - Vehicles
  - Furniture and related
  - Other fixed assets
- Data by States of Federation
  - Number of employees
  - Wages and salaries
  - Number of establishments
  - For PAC: Gross sale
  - For PAS: Gross revenue of services

## QUESTIONNAIRES

- Electronic or paper
  - For PAC
    - Long form => enterprises belong to certainty or controlled stratum (enterprises with 20 or more employees or with affiliates in one or more States of Federation)
    - Short form => enterprises belong to sampled stratum (with less than 20 employees)
- For PAS: an unique questionnaire (long form)
- Electronic questionnaire available in CD-Rom or Internet
- Approximately 90% of the respondents use Internet to send their questionnaires

## TIMETABLE

- Start of data collection
  - May of the year of reference + 1
- Release of the results
  - For PAC: July of the year of reference + 2
  - For PAS: August of the year of reference + 2



## TYPES OF RELEASE

- Printed publication
- CD-ROM
- Home page of IBGE
- Aggregated data are also available for process in the data base for special tables, known as SIDRA (Aggregated Database)
- Microdata are available in special situations, keeping the secret of the respondents

## SUPPLEMENTS

IBGE has implemented in 2000 Special Questionnaires called Supplements with the goal to survey product for services and to build a classification for products for services.

These Supplements were informed by enterprises of the certainty stratum (enterprises with 20 or more employees) and encompass the following activities:

- Transportation
  - Railroad transportation
  - Road transportation
  - Water transportation
  - Air transportation

- Computer services
- Telecommunications
- Audiovisual services
- Engineering and architecture services

The collection process of Supplements was suspended, except for computer services, to meet demands of Softex.

# Monthly Survey of Trade

- Coverage: retail trade
- Coverage by activities:
  - Fuels
  - Apparels and shoes
  - Furniture and appliances
  - Foods and beverages
  - Vehicles
  - Drugstores
  - Book shops and stationery
  - Building material
  - Other goods

- Statistical Unit: enterprise
- Sample aspects:
  - Universe => PAC's certainty stratum
  - Sample => 7.000 enterprises
- Release: Month of reference plus 45 days
- Types of release: Printed publication, Internet and SIDRA (Aggregated Database)
- Main Indicators: Volume index and gross revenue in current prices

Thank your attention