



NATIONAL INSTITUTE OF STATISTICS OF CHILE
SUBBUREAU OF OPERATIONS
DEPARTMENT OF TRADE AND SERVICES

STATISTICS OF TRADE AND SERVICES
(NOTES COUNTRY)



RECORDS

The National Institute of Statistics (INE) in their constant and permanent interest to strengthen the national statistical system and to satisfy the necessities of information of a wide range of users, at the present time is developing various statistics, destined to gather information of the Sector of Trade and Services of the country.

These statistics stand out for their importance and scope, the Annual Statistics of Trade and Services (ECOM - ESERV), contribute added significant information at national level. They show the structural characteristics of the companies that compose it, which are of great importance in socio-economic terms, since they allow a vision of the situation of these sectors of the domestic economy. Also it serves to know the basic composition of the supply and distribution of the goods and services. This information satisfies the necessities of information for the different statistical users and serves as an instrument for the System of National Statistics.

Another statistic, which was incorporated recently is the Indicator of Sales of consumption goods (IVBC). This economic indicator is for the sale of consumption goods carried out by the Retail Trade and Repairs. This, because in this sector they are channelled, for the most part, the goods and some services that are acquired by the Homes and the Institutions. This corresponds to an indirect measurement of the consumption of the goods and services that will facilitate and it will support the analyses of the situation of the behavior of the economy.

Mentioned statistics have the strength of possessing a great quantity of characteristic according to the International recommendations on statistical of the distribution trade and the services.



STATISTICS OF TRADE AND SERVICES

This statistic is required by the System of National Statistics to obtain relative annual information at the national level of the economic activities of these sectors that are part of the System of National Bills.

Besides facilitating the calculation of the entrance statistics and national product, the obtained information provides valuable records to evaluate the tendencies in the economy, and in this case in particular, the evolution that the sector trade and services have had inside the country.

Objective

The objective of the study is to obtain annual added figures at the national level, in relation to the situation of the following activities:

Trade

- Wholesale trade
- Retail trade

Services

- Food and lodging services.
- Personal services and services to companies.

The previous information should allow one to have a vision of what is happening in these sectors of the domestic economic activity, and also to know, the basic composition of the offer and distribution of the goods and services.

Among the variables that are investigated are:

- Sales and Revenues
- Remunerations
- Employment
- Purchases
- Expenses and Fixed asset
- Others



Classification of the Activities

In order to facilitate the comparison of the information through time, and also with regards to other countries and according to international norms, the International Standard Industrial Classification (ISIC) of all the economic activities (ISIC Rev.3) (categories of three digits), for the involved sectors.

Coverage

The information that covers a calendar year, it is compiled through a sample. This sample has a representation at the national level. Selected from the directory of the Service of Internal Taxes (Internal Revenue Services) SII, which includes the companies or contributors located within the territorial limits of the country.

The study exclude the following activities: Financial Intermediation, Research and development, Public administration and defence; compulsory social security, Education, Health and social work, Activities of private households as employers and undifferentiated production activities of private households, Extraterritorial organizations and bodies.

Statistical units

The statistic unit is the company, that is any organization that has initiate independent activities, RUT and own accounting, and whose can be carried out in one or more locations that develop in main form the activity of Trade or Services.

Design Sample

The sectors of Trade and Services are specially difficult of approaching, given the heterogeneity of the sales associated to these activities and mainly their uncertainty and changes through time. The change of commercial activities, companies in bankruptcy and paralyzation of the activities are a recurrent problem, reason why we should take the necessary providences to be able to obtain data that reflect the behavior of the sectors faithfully, and to avoid any bias that takes place due to these situations.



Objective Population

The objective population of the survey is constituted by all the companies that develop the activity in the country and that they are classified in wholesale trade, retail trade, Services, Hotels and Restaurants.

Framework Sample

The frame sample is built from the directories that it registers the Service of Internal revenue taxes (SII) of the taxpayers that develop activities of Trade, Service, Hotels and Restaurants in the country.

To generate the definitive framework, are considered the companies that on the whole accumulate 95% of the sales for each ISIC Rev. 3 (to three digits). This due to the low contribution that present some companies in the level of sales, and the difficulty to investigate extremely small units, that also have a great uncertainty through time.

Stratification

According to the objectives of the study, you proceeded to carry out a stratification according to the ISIC Rev. 3 (to three digits), being defined the following strata:

1. Description of the considered classifications

Division and Group	Description
50	Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel
501	Sale of motor vehicles
502	Maintenance and repair of motor vehicles
503	Sale of motor vehicle parts and accessories
504	Sale, maintenance and repair of motorcycles and related parts and accessories
505	Retail sale of automotive fuel
51	Wholesale trade and commission trade, except of motor vehicles and motorcycles
511	Wholesale on a fee or contract basis

Continuation

Division and Group	Description
512	Wholesale of agricultural raw materials, live animals, food, beverages and tobacco
513	Wholesale of household goods
514	Wholesale of non-agricultural intermediate products, waste and scrap
515	Wholesale of machinery, equipment and supplies
519	Other wholesale
52	Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods
521	Non-specialized retail trade in stores
522	Retail sale of food, beverages and tobacco in specialized stores
523	Other retail trade of new goods in specialized stores
524	Retail sale of second-hand goods in stores
525	Retail trade not in stores
526	Repair of personal and household goods
55	Hotels and restaurants
551	Hotels; camping sites and other provision of short-stay accommodation
552	Restaurants, bars and canteens
70	Real estate activities
701	Real estate activities with own or leased property
702	Real estate activities on a fee or contract basis
71	Renting of machinery and equipment without operator and of personal and household goods
711	Renting of transport equipment
712	Renting of other machinery and equipment
713	Renting of personal and household goods n.e.c.
72	Computer and related activities
721	Hardware consultancy
722	Software publishing, consultancy and supply
723	Data processing
724	Database activities and online distribution of electronic content
725	Maintenance and repair of office, accounting and computing machinery
729	Other computer-related activities
74	Other business activities
741	Legal, accounting, bookkeeping and auditing activities; tax consultancy; market research and public opinion polling; business and management consultancy
742	Architectural, engineering and other technical activities
743	Advertising
749	Business activities n.e.c.



90	Sewage and refuse disposal, sanitation and similar activities
900	Sewage and refuse disposal, sanitation and similar activities
91	Activities of membership organizations n.e.c.
911	Activities of business, employers and professional organizations
912	Activities of trade unions
919	Activities of other membership organizations
92	Recreational, cultural and sporting activities
921	Motion picture, radio, television and other entertainment activities
922	News agency activities
923	Library, archives, museums and other cultural activities
924	Sporting and other recreational activities
93	Other service activities
930	Other service activities

When examining the behavior of the variable of interest that is the sale, you can appreciate their heterogeneity and great asymmetry, this is, a great number of them with small sales and some few ones with big volumes of sales, what determined the convenience of carrying out a second stratification for size (big, medium and small), for sales to the interior of each group ISIC (Rev. 3), of interest.

According to the realized statistical study to the variable sales in the sectors of Trade and Services, the following intervals were determined for the sizes:

2. Description of the cuts for intervals of sales to size for Trade and Services.

Size Units	Annual Sales (Dollar)	
	Inferior limit	Superior limit
Small	Less	888.479
Medium	888.479	3.553.915
Big	3.553.915	More



The objective of carrying out the stratifications, is to homogenize the variable of interest inside each ISIC Rev.3, in order to optimize the sample, what doesn't imply that estimates are obtained at size level, since the sample was elaborated to obtain estimates according to the strata defined in the Square 1.

As a form of to obtain a better representation and to diminish the error sample that comes from the dispersion observed in the sales, was considered, once orderly the strata for the variable of interest, to integrate the biggest units as Tract to Take a census (TC), and the rest like Tract to take a sample (TM).

The point of cut for these sections, was determined according to the contribution of the sales of the companies to register and the error of sampling that turns out to reduce to the frame sample the companies that affect the precision of the estimations. These companies acquire character of census or of **Mandatory Inclusion (IF)**.



SALE INDEX OF CONSUMPTION GOODS (IVBC)

Objective

The Monthly Sales Index of Consumption Goods (IVBC) has for objective to cover the necessity of information that exists in the mensuration of the evolution of the consumption of goods in the country in a periodic form, through the mensuration of the nominal and real sales that carry out the companies of the retails trade and repairs, giving an indirect indicator of the consumption, whose base average corresponds a year 2002.

The IVBC is structured by Type of Trade, Classes and trade Subclasses and Lines of Products, for that which is used like reference the International Standard Industrial Classification (ISIC), Rev. 3 and the requirements of information for the System of Statistical National.

For the previous effect, a managed survey is applied to companies of the smallest trade and repairs, in which is consulted not only by the monthly sales, but also for the number of local of the company, the direct employment for generate measured to the last day of the month of reference, the value of the inventories and the number of open days, what allows to carry out a complete analysis of the consumption of goods.

Uses of the information

Having this indicator with an leave behind of one month, it facilitates the studies of the evolution of the consumption and their tendencies, monthly, annual and cumulative percentage variations, estacionalidad and others. Also, allows to carry out comparisons among the trade types, classes and trade subclasses and lines of products that compose the sector.

It is used as an indirect indicator of the private consumer of goods as well as for the System of National Accounts. The companies of the sector will be able to compare the evolution inside their corresponding trade class and to follow their behavior with regard the sector.



Classification of the activities

The structure of the IVBC is determined starting from the classification of the activities carried out by the retail trade, for that which are considered the characteristics of this sector in the country and the necessity of building an index comparable to national and international level. The frame of reference of the structure of the IVBC corresponds to the International Standard Industrial Classification (ISIC), Rev. 3 in their divisions 50 and 52, which allows to establish that a company is classified in an activity starting from the lines of products that sale.

The IVBC is conformed by twelve lines of products according to the definitions of the ISIC Rev. 3:

1. Sale of new and second-hand vehicles
2. Maintenance and repair of motor vehicles
3. Sale of parts and accessories of motor vehicles
4. Sale of automotive fuel
5. Sale of food, beverages and tobacco
6. Sale of pharmaceutical and medical goods, cosmetic and toilet articles
7. Sale of textiles, clothing, footwear and leather goods
8. Sale of household appliances, articles and equipment
9. Sale of household furniture
10. Sale of hardware, paints and glass
11. Sale of articles of stationery
12. Sale of other products

The structure of the IVBC is built containing the lines of products in trade subclass, them in trade classes and these last ones in trade types.

The utilized registration of companies for the construction of the indicator comes from the registration of taxpayers of the Internal Revenue Tax Service (SII). This registration should become of the ISIC Rev. 2 with which the SII classifies the ISIC Rev. 3, to 4 digits used in the IVBC.

The classification of the companies for Types of Trade - Not Specialized and Specialized -, it depends on the number of lines that they sale and their corresponding levels of sales. A company that sale more than five lines of products and none of them has a bigger sale to 50% of the total, it belongs to the non specialized trade and otherwise it passes to be part of the specialized trade.

The classification for Classes of Trade - two in the non specialized trade and twelve in the specialized trade -, is carried out according to the level of sales of each one of the twelve lines of products that the IVBC sustains. The company that carries out more than 50% of its total sales in a product line, is classified in the class corresponding to this line product.



The classification of the Subclasses of Trade is referred exclusively to the Class of Trade called Supermarkets and they are: Megamarkets that correspond those that have 54 and more cashier, and Traditional Supermarkets that have between 3 and 53 cashier.

Also, the goods were classified in Durable and Not Durable, for that which were analyzed for lines of products the time that is taken in consuming them, that well that when being used extinguishes quickly is a not durable good, otherwise it is a durable good.

The IVBC excludes the following activities:

- Sale of second-hand goods of, except of vehicles
- Sale via stalls and markets
- Sale via mail and electronic mail exclusively
- Repair of personal and household goods

Also, the companies are excluded with small yearly sales that cover 5% of the cumulative sales of their corresponding class in the base of SII in their group.

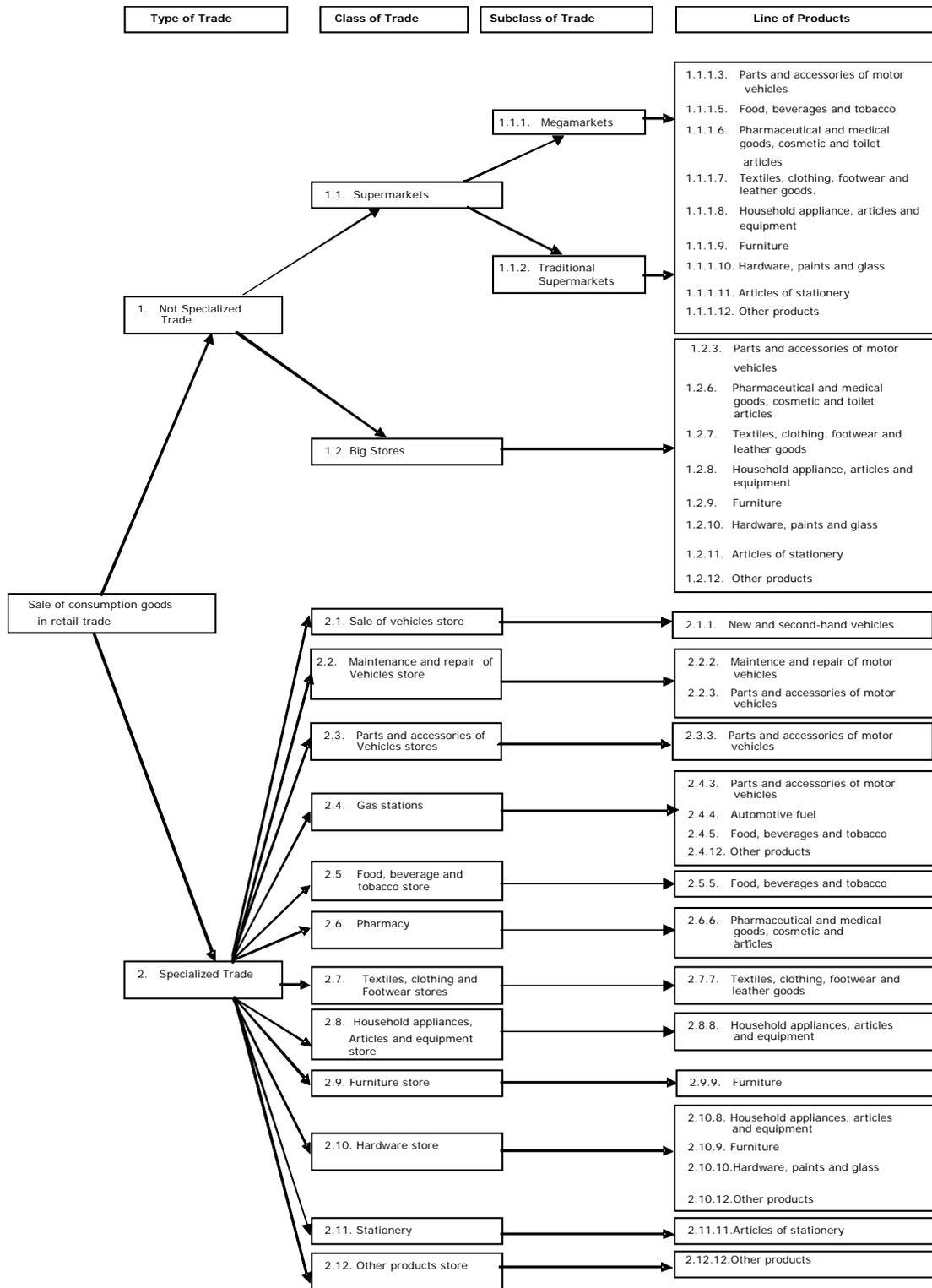
The structure of the Retails Trade and Repairs of the IVBC are presented in the Figure 1

COVERAGE

The coverage of the IVBC is at national level, therefore, the information rises monthly in this environment through inquiries created especially for this effect, applied to a sample of companies that develop its commercial activity inside the domestic territorial limits. In order to optimizing the use of the financial resources, the companies are excluded with low-level of sales, therefore, the covering reaches to 95% of the cumulative sales for each trade class.

The covering of the Supermarkets reaches to 100% of them, they are a census of all the establishments that have three and more cashiers in the national environment, whose information comes from the Sales index of Supermarkets that monthly publishes the Institute.

Figures 1. Structures of the Retails Trade and Repairs in the IVBC





The previous figure specifies the code used in the construction of the IVBC. In the non specialized trade, the code has up to 4 digits corresponding the first one to the trade type, the second to the trade class, the third to the trade subclass and the fourth to the product line. In the specialized trade, the code has up to 3 digits, corresponding the first one to the trade type, the second at the trade class and the third to the product line.

Definitions

The construction of the IVBC uses the following definitions:

Retail trade and repairs: it is the sale without transformation of new products or used the public in general for their personal, or domestic consumption, acting some merchants like agents and selling on consignment or to commission.

Specialized Trade: it is the realized for the companies that sell less than five lines of products and only one of them concentrates more than 50% of the sales, which determines the main activity of the company.

Not Specialized Trade: it is the realized for those companies that sale more than five lines of products and none of them concentrates more than 50% of the sales. Presently study the non specialized trade understands the classes of Supermarkets and Big Stores.

Megamarkets: it corresponds to a subclass of the class Supermarkets, composed by establishments of great surface that sell several lines of consumer products through a self-service system, having installed 54 and more cashiers.

Traditional supermarket: it corresponds to a subclass of the class Supermarkets, composed by establishments that sell the line of products food, beverages and tobacco preferably, through a self-service system and in that the number of cashiers is from 3 to 53.

Big Stores: they are those companies of great surface that usually sell more than 5 lines of products and none of them concentrates more than 50% of the sales. These goods are sells in different sections or clearly identifiable departments that work under the direction of a management.



Consumption Good: they are those products of perishable character acquired by the final consumers for their direct consumption, without necessity of subjecting them to previous processes of transformation. These goods are classified in:

- *Non Durable Goods of Consumption:* they are the final goods that are extinguished by the consumer, for example beverage.
- *Durable Goods of Consumption:* they are the final goods that have maximum life-time to the present consumption, for example TV.

Statistical unit

The statistic unit is the company, organization that has independent initiation of activities, RUT and own accounting, and whose activity can carry out it in one or more local commercial. In accordance with the necessities of analysis of the evolution of the sector retail trade and repairs, and whereas clause that the number of local is dynamic, the elaboration of the IVBC is carried out so much with fixed number of local, like with upgrade of the number of them.

The taxpayer's main activity is determined according to that that presents a bigger volume of sales in the base of the corresponding SII. This main activity will be revised annually, in the moment in that the agreement sample is upgraded with the new available information. This information comes so much of the registrations of the SII from the later years to the elect, as of the data gathered through the application of the monthly surveys.

Measure unit

The unit of measure of the activity is the monthly total sales without IVA (Sales Taxes) of the commercial enterprise, the one that has the advantage of being simple, clear and therefore of quick answer. The Sale excludes only the IVA (Sales Taxes), it is difficult for the companies to inform the net monthly sales without the remaining indirect taxes that affect particularly the one expended of liquors, tobacco and fuels.

The sales of the non specialized trade are measured separately according to the lines of products marketed by the company. The sales of the specialized trade of the classes Maintenance and repair of motor vehicles stores, gas stations and hardware stores are also measured separately by the lines of products that compose them. So, makes sure the calculation of indexes attachés with different openings: for lines of products, classes and subclass trade and types trade.



DESIGN SAMPLE

The trade sector is difficult of approaching, given the heterogeneity of the sales associated to this activity and to the uncertainty that they have in the time the companies, for this reasons is necessary to adopt special methods of selection to treat the first inconvenience, and mechanisms of sample upgrade yearly in form to try the second.

Population objective

The population objective is formed by all the companies that exist in the country and that they are classified according to the ISIC Rev. 3, in the sector of the retails trade and repairs.

Sample Frameworks

Since an up-to-date and washed administrative registration doesn't exist on the sector in study, for the construction of the sample frame the innominate registrations are used that registers the Service of Internal revenue taxes SII.

To generate the definitive frame, are considered the companies that on the whole are able to accumulate 95% of the sales of the types and trade classes. This due to the flow contributes that present some companies in the level of sales, and the difficult that it is the investigation of extremely small units that also have a great uncertainty in the time, that which harms the quality of the Index and the opportunity of obtaining of the same one.

Due to the importance that have the supermarkets the INE carries out in monthly form a census for all the establishments of this type that have three and more cashiers, whose characteristic is to market to the detail. For this reason they were included in the study like companies of mandatory inclusion.

Stratification

With the objective of obtaining a good representativeness from the trade classes to national level, is carried out the stratification of the sample mark using this approach.

A special case is presented in the trade classes: sale of new vehicles; Maintenance and repair of motor vehicles; sale of parts and accessories of motor vehicles, those that are contained in a single stratum, whereas clause that are referred to oneself item.



When examining the behavior of the variable yearly sales for companies that it is the measure unit, you can appreciate their heterogeneity and great asymmetry, this is, a great number of taxpayers with small sales and some few ones with big volumes of sales. This determined the convenience of carrying out a second stratification according to the size, (big, medium and small), according to the sales to the interior of each trade class.

According to the realized statistical study to the variable sales, the following intervals were determined for the sizes:

Square 2. Inferior limits and superiors of sales according to size of the company

Size company	Sales (Dollars)	
	Inferior limit	Superior limit
Small	less	221.931
Medium	221.931	887.723
Big	887.723	more

As a form of to improve the representativeness of the sector and the sampling error that comes from the dispersion observed in the sales, to diminish is considered, once orderly the strata for the variable of interest, to integrate the biggest sample units as "Lot destined to be a census" (TC) that contains the companies of "mandatory inclusion" (IF) and the rest passes to be part of the "Lot destined to be a sample" (TM).

The court point for these two tracts, is determined according to the contribution in sales and the sampling error that it is of subtracting of the mark of companies those that affect the precision of the estimates flagrantly. These companies acquire character of census or mandatory inclusion (IF).

As the objective in this point is to obtain an appropriate quantity of units in the sample that assures a good contribution in sales of the companies (IF) that achieves an appropriate size with a minimum sampling error and that it is governable according to the demands of a joint index, was carried out the following:

- a) In each trade class the companies were ordered of bigger to smaller sale.
- b) They accumulated their sales for trade classes.



c) For each trade class a first court was determined according to its minimum contribution in sales to 50%, whereas clause the particularities of each stratum.

d) The behavior of the sales was studied in the trade classes: Foods, beverages and tobacco; Furniture and Other products in specialized warehouses, in which it was necessary to incorporate a great quantity of companies to cover the proposed percentage of contribution of sales. It was observed that due to the level of the similar sales, a great concentration of them doesn't exist in the biggest companies. In such cases it was not required to reach 50% of the contribution in sales for class.

e) The variation coefficient was calculated for each stratum and it was studied according to its precision that is of subtracting of the mark of companies those that affect the precision of the estimates flagrantly, those that pass to be part of the units that are included unavoidably in the sample (IF).

Calculation of the Sales index of Consumption Goods, IVBC

The Sales index of Consumption Goods, IVBC is calculated in nominal terms and real, it has as base year the average 2002=100 and it is calculated with the expanded sales of the classes of the specialized trade and of the class Big Stores of the non specialized trade, to which is added the delivered information of sales by the Megamarkets and traditional Supermarkets of three and more cashiers.



GOOD PRACTICES IN SURVEYS OF TRADE AND SERVICES

SYSTEM OF CENTRALIZED COLLECTION (URCE)

The used methodology for the gathering of data is based on an analysis process that understands a complete administration, which is achieved through the System URCE (Unit of Centralized Collection).

The concept URCE gathers the different associate processes that were approached for separate and independent by habit, that is to say, the team of analysts sends the questionnaires, it processes its collection, reclamation, analysis, recording, purification and tabulation of the data, that is to say, a Complete Administration.

The processes involved for the reception of the data are the following ones:

- ✓ Selection of the sample (Governing body).
- ✓ Labeled and send from the survey and their instructive to the respective companies.
- ✓ Phone calls to optimize the reception of the surveys.
- ✓ Reception of the same one.
- ✓ Countable analysis
- ✓ Economic analysis
- ✓ Tabulation.
- ✓ Validation
- ✓ Term of the survey.

In all these stages the analyst to position is before the only responsible for her work load giving to the survey the corresponding pursuit in all the processes mentioned



ANALYSIS OF THE DATA (CONSISTENCIES)

Countable and Financial analysis:

This analysis had the following ones characteristic:

Classification of Activity:

This analysis possesses its starting point in the identification of the sector and for ISIC Rev.3, with a code to 4 digits. For this classification had present:

- ✓ Description of the Activity of the company.
- ✓ Generic products that sells the company.
- ✓ To who sold their product (to discriminate retails sale or wholesale)

Analysis of Consistency:

This consistency is based mainly on the countable comparison of the survey (completed for the informant) with the Tributary Balance of the required year, being this the back of the analysis.

For this each analyst maintains direct contact with the informant in the event of having some doubt in particular, this way, to achieve the maximum disintegration of the different departures that you/they conform the final results of the company.

The ESERV and ECOM are composed in the following way:

- ✓ Identification of the company.
- ✓ Form of property.
- ✓ Company type.
- ✓ Activity of the company.
- ✓ Section A: Sales and Other Revenues.
- ✓ Section B: Buy, Inventories and Costs.
- ✓ Section C: Consumptions and Expenses.
- ✓ Section D: Depreciation of the Exercise.



- ✓ Section D: Employment and Remunerations
- ✓ Section F: Investment in Fixed asset.
- ✓ Section G: Declared Taxes in the Period.
- ✓ Section H: Sale of Fixed asset.
- ✓ Section I: Retirements and Dividends.
- ✓ Section J: Internet.
- ✓ Section K: Activities of Innovation.
- ✓ Section L: Establishments.

With all this, the survey is faithful reflection of the State of Result of the selected companies, besides containing other outstanding data of interest.

Economic analysis

This analysis consists on the comparison of the data of the survey so much at static level as dynamic, for the later validation intertemporal of the data of the surveys, through the Production Account in order to achieve the economic statistical consistency.

For this analysis the following approaches are:

- ✓ Consistency in the evolution of the different variables.
- ✓ Composition of the structure of Costs on the Gross Production.
- ✓ Behavior of the Economic Sectors.

For this were considered two types of Report depending on the company type

- ✓ Production account Comparison Previous Year, if the company is pareable, that is to say, it presents information the previous year
- ✓ Production account Technical Coefficients, if it corresponds to a company non pareable or new in the sample.



Inside the variables considered in this analysis are:

- ✓ Gross production: this bill is part of the direct and indirect sources of entrance of the company and in turn it is it also includes the sale and cost for resale. It is composed by three main bills:
 - Main production that corresponds to the main entrance of the activity of the company
 - Secondary production that incorporates lease of chattels and immovables, other revenues related with the sale of goods and services and the discounts on the sales (registered in the losses).
 - Margin of Trade: that understands the difference between the merchandise sales and the sale cost for resale.
- ✓ Intermediate consumption: it is compound for the great majority of the bills that you/they are part of the expenses coming from the activity of the company as much in the survey as in the state of results. It also includes the Discounts on purchases and the Cost of sale of the services.
- ✓ Added value: it is formed by the adds of the following bills:
 - Remunerations: it wraps all the paid remunerations so much to the habitual workers, executives, of season and the employer diets or participations of the directory.
 - Assignment Consumption Fixed Capital: it is based on the depreciation of all the fixed assets of the company, either own or active goods in leasing.
 - Taxes to the Net goods production of Grants: it is the result of the difference among the taxes paid by the company except for the income tax, that is to say it incorporates the Contribution of real estate, Law of bells and stamps and Patents and municipal rights, and the grants. The Grants include the bills Recovery of expenses, Grants, allowances and fiscal contributions, Revenues without compensation, auspices, donations and compensations and the Expenses without compensation.
 - Surplus of Exploitation: it is similar to the result of the exercise, but it doesn't include the income and expenses outside of exploitation.



ELECTRONIC FORM (FEVE)

One of the new systems of collection of data implemented during the 2005 is the Electronic Form, available through the institutional page of the INE (www.ine.cl)

This corresponds to an on-line system in the one which the informant, through a secret key, they can consent, to fill and to send their data of the respective surveys. This form possesses incorporate some validations of interest, with that which makes later on but quick the respective analysis of the data for the unit.

Some of the advantages that are obtained through this form are:

- ✓ Speed in the reception of the data.
- ✓ Consistent data that mean a drop in the future load analytic.
- ✓ Comfort and speed for the informants.