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STATISTIKA DISTRIBUTIVNE TRGOVINE *Distributive Trade Statistics*

Ukupan promet distributivne trgovine u BiH za III kvartal 2011. godine iznosio je 6 milijardi i 986 miliona KM što je za 7,0% više u odnosu na II kvartal 2011. i za 4,0% više u odnosu na isti kvartal prethodne godine.

Najveće učešće u prometu ostvareno je u trgovini na veliko (63,9%), potom slijede trgovina na malo (18,4%), te trgovina i održavanje motornih vozila i trgovina gorivima i mazivima (12,7%). Promet od trgovine ostvaren u svim ostalim djelatnostima iznosio je 5,0% od ukupnog prometa.

U **trgovini na veliko** ostvaren je ukupan promet od 4,47 milijardi KM. U tom iznosu najveće učešće ima trgovina na veliko nepoljoprivrednim poluproizvodima i otpacima (39,3%), trgovina na veliko hranom, pićima i duhanom (22,3%) i ostala trgovina na veliko za vlastiti račun (19,9%). 18,5% ukupnog prometa otpada na ostale grane trgovine na veliko.

Ukupan promet u **trgovini na malo** za III kvartal 2011. godine iznosio je 1,29 milijardi KM od čega je u nespecializiranim prodavnicama ostvareno 650 miliona KM ili 50,6%. Ostala trgovina na malo novom robom u specializiranim prodavnicama učestvovala je sa 26,5%, trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima sa 13,9%. Sve ostale grane trgovine na malo učestvovala su sa 9,1%.

U **trgovini i održavanju motornih vozila i trgovini gorivima** ostvaren je promet u iznosu od 887 miliona KM.

Promet trgovačke robe ostvaren u preduzećima čija **pretežna djelatnost nije trgovina** iznosio je 347 miliona KM u III kvartalu 2011. godine.

Učešće djelatnosti u ukupnom prometu distributivne trgovine, prema pretežnoj djelatnosti prikazano je u grafikonu.

The realized turnover (including VAT) in distributive trade was 6 billion and 986 million KM in BiH for the IIIrd quarter of 2011. Compared to the IInd quarter of 2011 total turnover increased by 7.0% and as compared to the same quarter of previous year increased by 4.0%.

The greatest share of turnover in wholesale trade (63.9%), followed by retail trade (18.4%) and trade, maintenance and repair of motor vehicles and motorcycles, retail trade of fuel and lubricants (12.7%). Turnover of trade realized in all other activities was 5.0% of total turnover.

In the wholesale trade, realized a total turnover of 4.47 billion KM. In this amount the greatest share of a wholesale non-agricultural intermediate products and scraps (39.3%), wholesale of food, beverages and tobacco (22.3%) and other wholesale trade on own account (19.9%). The other activities of wholesale trade are participated with 18.5% of total turnover.

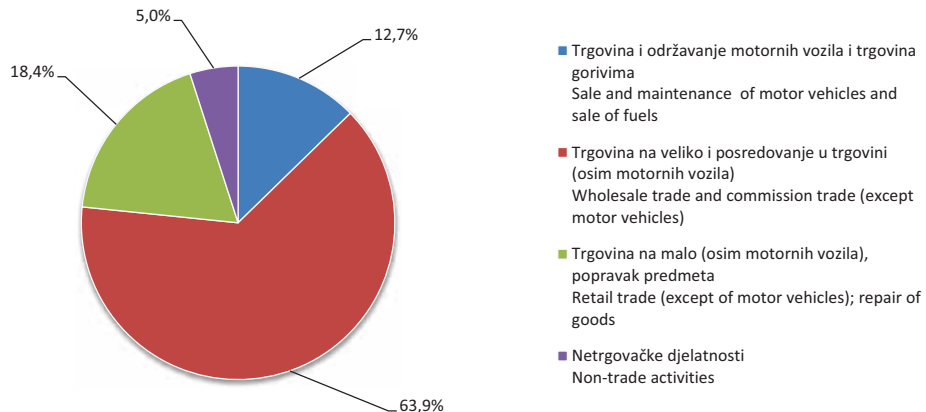
The realized total turnover in retail trade was 1.29 billion KM for IIIrd quarter of 2011 of which are in non - specialized stores realized 650 million KM or 50.6%. Other retail sale of new goods in specialized stores participated with 26.5%, retail sale of pharmaceutical and medical goods, cosmetic and toilet articles with 13.9%. All other retail trade activities were involved with 9.1%.

In trade and maintenance of motor vehicles and fuel trade realized turnover amounted to 887 million KM.

Realized turnover of trade goods in enterprises which main activities are not trade were 347 million KM in IIIrd quarter of 2011.

Activity share in total turnover of distributive trade by prevailing activity are shown in the chart.

Promet distributivne trgovine za treći kvartal 2011. prema pretežnoj djelatnosti, struktura u %
Distributive trade turnover for the third quarter of 2011, by prevailing activity, structure in %



T.1 PODACI DISTRIBUTIVNE TRGOVINE PREMA PRETEŽNOJ DJELATNOSTI POSLOVNOG SUBJEKTA ZA III KVARTAL 2011. - BiH
DISTRIBUTIVE TRADE DATA BY MAIN ACTIVITY OF BUSINESS UNIT FOR III QUARTER 2011. - BiH

Naziv djelatnosti	III Kvartal 2011 / III Quarter 2011				Name of activity
	Promet s PDV- om u hiljadama KM <i>Turnover with VAT in thousands KM</i>	PDV VAT	Zalihe Stocks	Broj zaposlenih na kraju kvartala <i>Number of persons employed at the end of quarter</i>	
UKUPNO DISTRIBUTIVNA TRGOVINA	6.985.613	1.001.600	3.412.959	77.548	TOTAL DISTRIBUTIVE TRADE
Ukupno trgovačke djelatnosti	6.638.555	952.698	3.223.148	71.085	Total trade activities
Trgovina, održavanje i popravak motornih vozila i motocikla; trgovina na malo motornim gorivima i mazivima	886.844	126.435	412.798	8.735	Sale, maintenance and repair of motor vehicles and motorcycles; retail sale automotive fuel
- Trgovina motornih vozila	166.442	23.156	73.152	1.206	- Sale of motor vehicles
- Održavanje i popravak motornih vozila	46.836	6.358	28.097	909	- Maintenance and repair of motor vehicles
- Trgovina dijelovima i priborom za vozila	136.418	19.409	206.757	1.947	- Sale of motor vehicles parts and accessories
- Trgovina, održavanje i popravak motocikla i dijelova i pribora za motocikle	1.072	155	3.544	30	- Sale, maintenance and repair of motorcycles and related parts and accessories
- Trgovina na malo motornim gorivima i mazivima	536.077	77.357	101.249	4.643	- Retail sale of automotive fuel
Trgovina na veliko i posredovanje u trgovini, osim trgovine motornim vozilima i motociklima	4.465.431	640.859	1.856.195	36.993	Wholesale trade and commission trade, except of motor vehicles and motorcycles
- Trgovina na veliko preko posrednika	100.407	13.570	35.107	799	- Wholesale on a fee or contract basis
- Trgovina na veliko poljoprivrednim sirovinama i živim životinjama za vlastiti račun	20.431	2.967	12.740	221	- Wholesale of agricultural raw materials and live animals, only wholesale on own account
- Trgovina na veliko hranom, pićima i duhanom za vlastiti račun	994.938	144.173	268.213	8.792	- Wholesale of food, beverages and tobacco, only wholesale on own account
- Trgovina na veliko predmetima za domaćinstvo za vlastiti račun	627.917	90.996	458.134	7.014	- Wholesale of household goods, only wholesale on own account
- Trgovina na veliko nepoljoprivrednim poluproizvodima, ostacima i otpacima za vlastiti račun	1.756.370	249.805	550.882	8.028	- Wholesale of non- agricultural intermediate products, waste and scrap, only wholesale on own account
- Trgovina na veliko mašinama, opremom i priborom isključivo za vlastiti račun	77.296	10.674	47.890	998	- Wholesale of machinery, equipment and supplies, only wholesale on own account
- Ostala trgovina na veliko za vlastiti račun	888.072	128.674	483.228	11.141	- Other wholesale, only wholesale on own account
Trgovina na malo, osim trgovine motornim vozilima i motociklima; popravak predmeta za ličnu upotrebu i domaćinstvo	1.286.280	185.403	954.155	25.357	Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods
- Trgovina na malo u nespecializiranim prodavnicama	650.235	94.637	387.856	11978	- Retail sale in non- specialized stores
- Trgovina na malo hranom, pićima i duhanskim proizvodima u specializiranim prodavnicama	90.900	11.699	19.363	1598	- Retail sale of food, beverages and tobacco in specialized stores
- Trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima	178.243	25.809	126.761	4003	- Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
- Ostala trgovina na malo novom robom u specializiranim prodavnicama	340.505	49.443	401.869	7330	- Other retail sale of new goods in specialized stores
- Trgovina na malo polovnom robom, u prodavnicama	450	66	938	56	- Retail sale of second- hand goods in stores
- Trgovina na malo izvan prodavnica	13.106	1.885	13.484	302	- Retail sale not in stores
- Popravak predmeta za ličnu upotrebu i domaćinstvo	12.840	1.864	3.882	90	- Repair of personal and household goods
Trgovina ostvarena u netrgovačkim djelatnostima	347.058	48.903	189.812	6.463	Trade realized in non-trade activities
- Poljoprivreda, lov, šumarstvo i ribarstvo	16.573	2.335	11.658	962	- Agriculture, hunting, forestry and fishing
- Industrijske djelatnosti	277.477	38.866	127.500	4.400	- Industrial activities
- Građevinarstvo	21.865	3.176	25.321	282	- Construction
- Ugostiteljstvo	702	102	396	31	- Hotels and restaurants
- Saobraćaj, skladištenje i komunikacije	22.160	3.221	15.641	458	- Transport, storage and communication
- Poslovanje nekretninama, iznajmljivanje i ostale poslovne djelatnosti	8.282	1.202	9.295	330	- Real estate, renting and other business activities

*Preliminarni podaci
Preliminary data

T.2 INDEKSI PROMETA U DISTRIBUTIVNOJ TRGOVINI PREMA PRETEŽNOJ DJELATNOSTI POSLOVNOG SUBJEKTA
TURNOVER INDICES IN DISTRIBUTIVE TRADE BY MAIN ACTIVITY OF BUSINESS UNIT

Naziv djelatnosti	INDEKSI PROMETA INDICES OF TURNOVER			Name of activity
	III 2011 II 2011	III 2011 III 2010	I-III 2011 I-III 2010	
UKUPNO DISTRIBUTIVNA TRGOVINA	107,0	104,0	105,4	TOTAL DISTRIBUTIVE TRADE
Ukupno trgovačke djelatnosti	107,4	106,2	107,6	Total trade activities
Trgovina, održavanje i popravak motornih vozila i motocikla; trgovina na malo motornim gorivima i mazivima	109,7	114,7	117,2	Sale, maintenance and repair of motor vehicles and motorcycles; retail sale automotive fuel
- Trgovina motornih vozila	93,8	118,3	122,5	- Sale of motor vehicles
- Održavanje i popravak motornih vozila	115,1	102,1	95,0	- Maintenance and repair of motor vehicles
- Trgovina dijelovima i priborom za vozila	125,9	114,1	111,1	- Sale of motor vehicles parts and accessories
- Trgovina, održavanje i popravak motocikla i dijelova i pribora za motocikle	71,5	106,1	84,5	- Sale, maintenance and repair of motorcycles and related parts and accessories
- Trgovina na malo motornim gorivima i mazivima	111,5	115,0	119,2	- Retail sale of automotive fuel
Trgovina na veliko i posredovanje u trgovini, osim trgovine motornim vozilima i motociklima	107,6	105,0	106,2	Wholesale trade and commission trade, except of motor vehicles and motorcycles
- Trgovina na veliko preko posrednika	107,0	74,7	71,5	- Wholesale on a fee or contract basis
- Trgovina na veliko poljoprivrednim sirovinama i živim životinjama za vlastiti račun	75,0	67,2	79,0	- Wholesale of agricultural raw materials and live animals, only wholesale on own account
- Trgovina na veliko hranom, pićima i duhanom za vlastiti račun	108,5	108,0	111,2	- Wholesale of food, beverages and tobacco, only wholesale on own account
- Trgovina na veliko predmetima za domaćinstvo za vlastiti račun	113,4	108,9	104,9	- Wholesale of household goods, only wholesale on own account
- Trgovina na veliko nepoljoprivrednim poluproizvodima, ostacima i otpacima za vlastiti račun	106,0	116,2	120,6	- Wholesale of non- agricultural intermediate products, waste and scrap, only wholesale on own account
- Trgovina na veliko mašinama, opremom i priborom isključivo za vlastiti račun	106,0	117,3	118,3	- Wholesale of machinery, equipment and supplies, only wholesale on own account
- Ostala trgovina na veliko za vlastiti račun	107,5	87,5	86,7	- Other wholesale, only wholesale on own account
Trgovina na malo, osim trgovine motornim vozilima i motociklima; popravak predmeta za ličnu upotrebu i domaćinstvo	105,2	105,1	106,2	Retail trade, except of motor vehicles and motorcycles; repair of personal and household goods
- Trgovina na malo u nespecializiranim prodavnicama	107,0	99,7	100,4	- Retail sale in non- specialized stores
- Trgovina na malo hranom, pićima i duhanskim proizvodima u specializiranim prodavnicama	108,2	96,3	97,6	- Retail sale of food, beverages and tobacco in specialized stores
- Trgovina na malo farmaceutskim, medicinskim, kozmetičkim i toaletnim preparatima	97,0	124,7	125,6	- Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles
- Ostala trgovina na malo novom robom u specializiranim prodavnicama	105,3	113,3	114,3	- Other retail sale of new goods in specialized stores
- Trgovina na malo polovnom robom, u prodavnicama	92,6	171,6	186,9	- Retail sale of second- hand goods in stores
- Trgovina na malo izvan prodavnica	95,9	120,3	109,1	- Retail sale not in stores
- Popravak predmeta za ličnu upotrebu i domaćinstvo	134,7	57,8	61,1	- Repair of personal and household goods
Trgovina ostvarena u netrgovačkim djelatnostima	99,4	74,3	76,4	Trade realized in non-trade activities
- Poljoprivreda, lov, šumarstvo i ribarstvo	78,1	40,0	42,0	- Agriculture, hunting, forestry and fishing
- Industrijske djelatnosti	101,2	79,4	83,1	- Industrial activities
- Građevinarstvo	110,2	82,9	81,1	- Construction
- Ugostiteljstvo	124,3	114,3	89,4	- Hotels and restaurants
- Saobraćaj, skladištenje i komunikacije	91,4	80,4	77,9	- Transport, storage and communication
- Poslovanje nekretninama, iznajmljivanje i ostale poslovne djelatnosti	91,4	38,3	42,7	- Real estate, renting and other business activities

*Preliminarni podaci
Preliminary data

METODOLOŠKA OBJAŠNENJA

Podaci o distributivnoj trgovini za Bosnu i Hercegovinu dobijeni su agregiranjem kvartalnih izvještaja koje su prikupili i obradili entitetski zavodi za statistiku FBiH i RS, te podružnica Agencije za statistiku BiH u Brčko distriktu BiH.

Izveštajne jedinice su pravni subjekti koji su prema pretežnoj djelatnosti registrovani u područje G KD BiH „Trgovina“. Izveštajima su obuhvaćeni i određeni pravni subjekti koji su prema pretežnoj djelatnosti registrovani u druge djelatnosti (industrija, građevinarstvo, ugostiteljstvo itd.), ali se uz to bave i nekom od trgovačkih djelatnosti.

Djelatnost preduzetnika koji se bave trgovinom nije obuhvaćena ovim podacima. Također, podacima nisu obuhvaćene trgovačke jedinice preduzeća iz RS koje posluju na području FBiH. Njihovo učešće nije veliko, ali će nedostatak biti otklonjen redizajnim istraživanjem.

Podaci u ovom saopštenju su obrađeni **prema pretežnoj djelatnosti**.

Distributivna trgovina uključuje sve oblike trgovačkih aktivnosti, od nabavke robe od proizvođača do isporuke robe krajnjem potrošaču na domaćem tržištu. Ona obuhvata: trgovinu na veliko za vlastiti račun, posredovanje u trgovini na veliko, trgovinu na malo i popravke motornih vozila i motocikla, te predmeta za ličnu upotrebu i domaćinstvo.

Trgovina na veliko (na domaćem tržištu) je aktivnost kupovine i preprodaje robe industrijskim, trgovačkim, profesionalnim korisnicima i ustanovama i drugim poslovnim subjektima koji se bave trgovinom na veliko ili na malo. Također, uključuje i tranzitni promet robe (prodaja robe koja se po nalogu prodavača direktno isporučuje kupcu bez prethodnog uskladištenja kod prodavača).

Posredovanje u trgovini na veliko podrazumijeva obavljanje djelatnosti trgovine na veliko uz naplatu ili po ugovoru. Uključuje prodaju s konsignacijskih skladišta, usluge komisionara (agenata), prodaju preko posrednika za trgovačku robu i drugih veletrgovaca koji trguju u ime ili za račun drugih. Također djelatnost subjekata koji učestvuju u povezivanju prodavača s kupcima ili poduzimaju trgovačke transakcije u ime vlasnika robe.

Trgovina na malo obuhvata aktivnosti prodaje roba krajnjim potrošačima, odnosno stanovništvu (za ličnu potrošnju ili za upotrebu u domaćinstvu) i vršenje usluga popravke predmeta za ličnu upotrebu i domaćinstvo.

Promet je vrijednost svih prodanih roba i usluga na tržištu u posmatranom periodu bez obzira na to jesu li naplaćene ili ne. Podacima je prikazan promet sa PDV-om i posebno PDV.

Broj zaposlenih uključuje sve osobe koje stvarno rade u preduzeću, a to su: vlasnici, suvlasnici, neplaćeni članovi porodice i zaposlenici koji redovno rade u preduzeću; osobe koje rade izvan prostorija matičnog preduzeća (npr. trgovački predstavnici, dostavljači, ekipe za popravke i održavanje); osobe odsutne sa posla na kraće vrijeme (npr. zbog bolesti, porodiljskog bolovanja, plaćenog odmora i sl); radnike u štrajku; radnike koji rade skraćeno radno vrijeme; radnike koji obavljaju posao kod kuće; sezonske radnike i pripravnike.

Zalihe se iskazuju sa stanjem na kraju kvartala po knjigovodstvenoj vrijednosti. Zalihe robe koje se nalaze u skladištima iskazuju se kao zalihe u trgovini na veliko, a zalihe koje se nalaze u prodavnici iskazuju se kao zalihe u trgovini na malo.

NOTES OF METHODOLOGY

Data on distributive trade for Bosnia and Herzegovina were aggregated from quarterly reports that are collected and processed by the Statistical Office at the level of entities and Branch Office in Brcko District.

Reporting units are legal entities which are registered by the main activities in section G- trade KD BiH. Also, legal entities that are registered by main activities in other activities (industry, construction, hotels and restaurants etc.) are covered. Those legal entities are engaged in some of the commercial activities.

Activities of commercial entrepreneurs are not included in this data. Also, the data are not included, as well as, data on establishments of trade enterprises from the RS which operating in the territory of FBiH. Their participation is not great, but the shortage will be removed by redesigning of survey.

Data in this release were processed according to **the prevailing activity**.

Distributive trade consists of all types of trade activities, from supplying goods from the producer to distributing them to the final consumer. It comprises wholesale trade on own account, wholesale on a fee or contract bases, retail trade and repair of motor vehicles and motorcycles and personal and household goods.

Wholesale trade (on domestic market) is an activity of sale and resale of goods to industrial, trading and professional users and organisations as well as to other business entities engaged in wholesale and retail trade. It also includes transit goods trade (sales of goods which is by a vendor's order directly delivered to a customer without being previously stored at the salesman's).

Wholesale on a fee or contract bases consists of performing of wholesale trade by payment or contract. It includes sales from consignment warehouses, commissioners services, mediator for trading goods and other wholesale vendors operating in the name or on the account of others, as well as an activity of those who are engaged in connecting vendors with customers or undertake trade transactions on behalf of the owner of goods.

Retail trade is the sale of goods to final consumers, that is to population (for personal consumption or for using in household) and services provided, irrespective of the fact whether they are paid or not.

Turnover is total value of all goods sold and services provided on the market in the observed period, irrespective of whether paid up or not. This data represent turnover with VAT and separately VAT.

Number of persons employed includes all persons actually working in the business entity: owners, co-owners, unpaid family members and employees who regularly work in the enterprise; persons work outside central premises of an enterprise (e.g. sales representatives, messengers, repair and maintenance teams); persons on short leaves (e.g. for sickness, maternity leave, paid vacation); workers on strike; part time workers; workers who are working at home; seasonal workers and trainees.

Stocks are presented in the state at the end of the quarter, based on bookkeeping. Stocks in warehouses are shown as stocks in the wholesale trade, while stocks in outlets are shown as stocks in the retail trade.

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