

Confidential

# Distributive trades survey

## Number 409 July 2017

Office use only:

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Welcome to the CBI distributive trades survey. We would like to thank you for your valued support of the survey – providing us with a key insight into retail and wholesale conditions. The survey includes special questions on firms' price inflation and wage growth expectations. Data from these questions will be provided to The Bank of England on a strictly confidential and anonymised basis. Please answer on behalf of your UK distributive activities only. If you have any questions, please do not hesitate to contact us at [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk)

Please submit your response using one of the following options:

- By email – contact [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk) for an electronic questionnaire to complete
- By fax to 020 7836 1210 or 020 7836 5856
- Post your response (address at bottom of page).

Closing date: **Friday 14 July 2017.**

Thankyou very much in advance for your response.

**Anna Leach – head of economic intelligence**

### How do your sales and orders for this month and your expectations for the next month compare with those in the same month a year ago?

	July				August			
	Up	Same	Down	n/a	Up	Same	Down	n/a
1 Volume of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 Volume of orders placed on suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Past three months				Next three months			
	Up	Same	Down	n/a	Up	Same	Down	n/a
2a Volume of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2b Volume of orders placed on suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### What is the position with regard to your:

	July				August			
	Good	Average	Poor	n/a	Good	Average	Poor	n/a
3 Volume of sales, for the time of year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 Volume of stocks, in relation to expected sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 5 Over the next three months, do you expect your overall business situation to:

Improve
  Remain stable
  Deteriorate

Please complete and return to the CBI survey management group by **Friday 14 July 2017**

**6 How does your employment compare with that in the same month a year ago?**

	July				August			
	Up	Same	Down	n/a	Up	Same	Down	n/a
Numbers employed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
of which: a) full-time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) part-time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Past three months				Next three months			
	Up	Same	Down	n/a	Up	Same	Down	n/a
6a Numbers employed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**7 How do you expect your average selling prices to change over the next three months? (please exclude seasonal variations)**

Up                       Same                       Down                       n/a

**8 What has been the percentage change over the past 12 months in the general level of selling prices in the UK markets that your firm competes in and what is expected to occur over the next 12 months and the following 12 months? (please tick one box only on each line)**

	Negative percentage change					No change	Positive percentage change				
	-4.1% to -5%	-3.1% to -4%	-2.1% to -3%	-1.1% to -2%	-0.1% to -1%		0.1% to 1%	1.1% to 2%	2.1% to 3%	3.1% to 4%	4.1% to 5%
Past 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Next 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Following 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify % +/-)	Past 12 months <input type="text"/> %					Next 12 months <input type="text"/> %		Following 12 months <input type="text"/> %			

**9 What has been the percentage change over the past 12 months in your firm's own average selling price in UK markets and what is expected to occur over the next 12 months? (please tick one box only on each line)**

	Negative percentage change					No change	Positive percentage change				
	-4.1% to -5%	-3.1% to -4%	-2.1% to -3%	-1.1% to -2%	-0.1% to -1%		0.1% to 1%	1.1% to 2%	2.1% to 3%	3.1% to 4%	4.1% to 5%
Past 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Next 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify % +/-)	Past 12 months <input type="text"/> %					Next 12 months <input type="text"/> %					

**10 What has been the percentage change over the past 12 months in your firm's wage/salary cost per person employed (including overtime and bonuses) and what is expected to occur over the next 12 months? (please tick one box only on each line)**

	Negative percentage change		No change	Positive percentage change							
	-1.1% to -2%	-0.1% to -1%		0.1% to 1%	1.1% to 2%	2.1% to 3%	3.1% to 4%	4.1% to 5%	5.1% to 6%	6.1% to 7%	7.1% to 8%
Past 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Next 12 months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify % +/-)	Past 12 months <input type="text"/> %			Next 12 months <input type="text"/> %							

## Internet sales

11 Do you currently sell goods over the internet?

Yes      No (but plan to)      No (no plans to)

          

12 How do your volume of internet sales for this month and your expectations for the next month compare with those in the same month a year ago?

July				August			
up	same	down	n/a	up	same	down	n/a
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

13 How do your average prices for goods sold over the internet for this month and your expectations for the next month compare with those in the same month a year ago?

July				August			
up	same	down	n/a	up	same	down	n/a
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Basic data section

Please enter the business activity covered by this return (please refer to the standard industrial classification on the reverse of the questionnaire)

How many employees are covered by this return?

0-25       26-99       100-499       500 and over

What type of business does your reply cover?

Single outlet retailing     Retailers with 2-9 branches     Retailers with 10+ branches     Mail order     Motor trades     Wholesaling

Please indicate the annual turnover covered by this return (please answer on behalf of your UK operation only)

£0-999k      £1-9.9m      £10-24.9m      £25-99.9m      £100-499m      £500m+

                            

Please enter the main UK region covered by this return  
(please refer to the regional code list on the reverse of the questionnaire)

Your company details **please complete as fully as possible**

Your name

Your position

Company name

Address

Postcode

Telephone

Email

## CBI classification listing for the distributive trades survey

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

### Motor trades

45.1	Sale of motor vehicles
45.2	Maintenance and repair of motor vehicles
45.3	Sale of motor vehicle parts and accessories
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories

### Wholesale trade, except of motor vehicles and motorcycles

46.1	Wholesale on a fee or contract basis
46.2	Wholesale of agricultural raw materials and live animals
46.3	Wholesale of food, beverages and tobacco

### Wholesale of household goods

46.41	Wholesale of textiles
46.42	Wholesale of clothing and footwear
46.43	Wholesale of electrical household appliances
46.44	Wholesale of china and glassware and cleaning materials
46.45	Wholesale of perfume and cosmetics
46.46	Wholesale of pharmaceutical goods
46.47	Wholesale of furniture, carpets and lighting equipment
46.48	Wholesale of watches and jewellery
46.49	Wholesale of other household goods

### Wholesale of information and communication equipment

46.5	Wholesale of information and communication equipment
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### Wholesale of other machinery, equipment and supplies

46.61	Wholesale of agricultural machinery, equipment and supplies
46.62	Wholesale of machine tools
46.63	Wholesale of mining, construction and civil engineering machinery
46.64	Wholesale of machinery for the textile industry and of sewing and knitting machines
46.65	Wholesale of office furniture
46.66	Wholesale of other office machinery and equipment
46.69	Wholesale of other machinery and equipment

### Other specialised wholesale

46.71	Wholesale of solid, liquid and gaseous fuels and related products
46.72	Wholesale of metals and metal ores
46.73	Wholesale of wood, construction materials and sanitary equipment
46.74	Wholesale of hardware, plumbing and heating equipment and supplies

46.75	Wholesale of chemical products
46.76	Wholesale of other intermediate products
46.77	Wholesale of waste and scrap
46.9	Non-specialised wholesale trade

### Retail sale in non-specialised stores

47.11	Retail sale in non-specialised stores with food, beverages or tobacco predominating
47.19	Other retail sale in non-specialised stores
47.2	Retail sale of food, beverages and tobacco in specialised stores
47.3	Retail sale of automotive fuel in specialised stores
47.4	Retail sale of information and communication equipment in specialised stores
47.5	Retail sale of other household equipment in specialised stores
47.51	Retail sale of textiles in specialised stores
47.52	Retail sale of hardware, paints and glass in specialised stores
47.53	Retail sale of carpets, rugs, wall and floor coverings in specialised stores
47.54	Retail sale of electrical household appliances in specialised stores
47.59/1	Retail sale of musical instruments and scores in specialised stores
47.59/9	Retail sale of furniture, lighting equipment and other household articles (other than musical instruments) not elsewhere classified, in specialised stores

### Retail sale of cultural and recreation goods in specialised stores

47.61	Retail sale of books in specialised stores
47.62	Retail sale of newspapers and stationery in specialised stores
47.63	Retail sale of music and video recordings in specialised stores
47.64	Retail sale of sporting equipment in specialised stores
47.65	Retail sale of games and toys in specialised stores

### Retail sale of other goods in specialised stores

47.71	Retail sale of clothing in specialised stores
47.72	Retail sale of footwear and leather goods in specialised stores
47.73	Dispensing chemist in specialised stores
47.74	Retail sale of medical and orthopaedic goods in specialised stores
47.75	Retail sale of cosmetic and toilet articles in specialised stores
47.76	Retail sale of flowers, plants, seeds, fertilisers, pet animals and pet food in specialised stores
47.77	Retail sale of watches and jewellery in specialised stores
47.78	Other retail sale of new goods in specialised stores
47.79	Retail sale of second-hand goods in stores
47.8	Retail sale via stalls and markets
47.9	Retail trade not in stores, stalls or markets
47.91	Retail sale via mail order houses or via Internet
47.99	Other retail sale not in stores, stalls or markets

### Regional codes 1-14

#### Code 1

##### Wales (counties)

Flintshire  
Gwent  
Gwynedd  
Mid Glamorgan  
Powys  
South Glamorgan  
West Glamorgan

#### Code 2

##### Scotland (L A region)

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

#### Code 3

##### Northern Ireland (borders)

Belfast  
South Eastern  
Southern  
North Eastern  
Western

#### Code 4

##### North East

Cleveland  
Durham  
Northumberland  
Tyne & Wear

#### Code 5

##### North West

Cumbria  
Cheshire  
Greater Manchester  
Lancashire

#### Code 6

##### Merseyside

Merseyside

#### Code 7

##### Yorkshire & the Humber

Humberside  
North Yorkshire  
South Yorkshire  
West Yorkshire

#### Code 8

##### East Midlands

Derbyshire  
Leicestershire  
Lincolnshire  
Northamptonshire  
Nottinghamshire

#### Code 9

##### West Midlands

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

#### Code 10

##### South West

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

#### Code 11

##### East of England

Norfolk  
Suffolk  
Bedfordshire  
Cambridgeshire  
Essex  
Hertfordshire

#### Code 12

##### South East

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

#### Code 13

##### London

Greater London

#### Code 14

##### Whole UK



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# Distributive trades survey

## Number 407 June 2017

Office use only:

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Welcome to the CBI distributive trades survey. We would like to thank you for your valued support of the survey – providing us with a key insight into retail and wholesale conditions.

Please answer on behalf of your UK distributive activities only. If you have any questions, please do not hesitate to contact us at [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk)

Please submit your response using one of the following options:

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- By fax to 020 7836 1210 or 020 7836 5856
- Post your response (address at bottom of page).

Closing date: **Wednesday 14 June 2017.**

Thankyou very much in advance for your response.

**Anna Leach – head of economic intelligence**

**How do your sales and orders for this month and your expectations for the next month compare with those in the same month a year ago?**

	June				July			
	Up	Same	Down	n/a	Up	Same	Down	n/a
1 Volume of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 Volume of orders placed on suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Past three months				Next three months			
	Up	Same	Down	n/a	Up	Same	Down	n/a
2A Volume of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2B Volume of orders placed on suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**What is the position with regard to your:**

	June				July			
	Good	Average	Poor	n/a	Good	Average	Poor	n/a
3 Volume of sales, for the time of year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 Volume of stocks, in relation to expected sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**5 Over the next three months, do you expect your overall business situation to:**

Improve
  Remain stable
  Deteriorate

Please complete and return to the  
CBI survey management group by **Wednesday 14 June 2017**

## 6 How does your employment compare with that in the same month a year ago?

	June				July			
	Up	Same	Down	n/a	Up	Same	Down	n/a
Numbers employed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
of which: a) full-time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) part-time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Past three months				Next three months			
	Up	Same	Down	n/a	Up	Same	Down	n/a
6a Numbers employed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## 7 How do you expect your average selling prices to change over the next three months? (please exclude seasonal variations)

Up	Same	Down	n/a
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Internet sales

### 8 Do you currently sell goods over the internet?

Yes	No (but plan to)	No (no plans to)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 9 How do your volume of internet sales for this month and your expectations for the next month compare with those in the same month a year ago?

June				July			
Up	Same	Down	n/a	Up	Same	Down	n/a
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 10 How do your average prices for goods sold over the internet for this month and your expectations for the next month compare with those in the same month a year ago?

June				July			
Up	Same	Down	n/a	Up	Same	Down	n/a
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Basic data section

Please enter the business activity covered by this return  
(please refer to the standard industrial classification on page 3 of the questionnaire)

### How many employees are covered by this return?

0-25     
  26-99     
  100-499     
  500 and over

### What type of business does your reply cover?

Single outlet retailing   
  Retailers with 2-9 branches   
  Retailers with 10+ branches   
  Mail order   
  Motor trades   
  Wholesaling

### Please indicate the annual turnover covered by this return (please answer on behalf of your UK operation only)

£0-999k     
  £1-9.9m     
  £10-24.9m     
  £25-99.9m     
  £100-499m     
  £500m+

Please enter the main UK region covered by this return  
(please refer to the regional code list on the reverse of the questionnaire)

### CBI classification listing for the distributive trades survey

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

#### Motor trades

- 45.1 Sale of motor vehicles
- 45.2 Maintenance and repair of motor vehicles
- 45.3 Sale of motor vehicle parts and accessories
- 45.4 Sale, maintenance and repair of motorcycles and related parts and accessories

#### Wholesale trade, except of motor vehicles and motorcycles

- 46.1 Wholesale on a fee or contract basis
- 46.2 Wholesale of agricultural raw materials and live animals
- 46.3 Wholesale of food, beverages and tobacco

#### Wholesale of household goods

- 46.41 Wholesale of textiles
- 46.42 Wholesale of clothing and footwear
- 46.43 Wholesale of electrical household appliances
- 46.44 Wholesale of china and glassware and cleaning materials
- 46.45 Wholesale of perfume and cosmetics
- 46.46 Wholesale of pharmaceutical goods
- 46.47 Wholesale of furniture, carpets and lighting equipment
- 46.48 Wholesale of watches and jewellery
- 46.49 Wholesale of other household goods

#### Wholesale of information and communication equipment

- 46.5 Wholesale of information and communication equipment

#### Wholesale of other machinery, equipment and supplies

- 46.61 Wholesale of agricultural machinery, equipment and supplies
- 46.62 Wholesale of machine tools
- 46.63 Wholesale of mining, construction and civil engineering machinery
- 46.64 Wholesale of machinery for the textile industry and of sewing and knitting machines
- 46.65 Wholesale of office furniture
- 46.66 Wholesale of other office machinery and equipment
- 46.69 Wholesale of other machinery and equipment

#### Other specialised wholesale

- 46.71 Wholesale of solid, liquid and gaseous fuels and related products
- 46.72 Wholesale of metals and metal ores
- 46.73 Wholesale of wood, construction materials and sanitary equipment
- 46.74 Wholesale of hardware, plumbing and heating equipment and supplies
- 46.75 Wholesale of chemical products
- 46.76 Wholesale of other intermediate products
- 46.77 Wholesale of waste and scrap
- 46.9 Non-specialised wholesale trade

#### Retail sale in non-specialised stores

- 47.11 Retail sale in non-specialised stores with food, beverages or tobacco predominating
- 47.19 Other retail sale in non-specialised stores
- 47.2 Retail sale of food, beverages and tobacco in specialised stores
- 47.3 Retail sale of automotive fuel in specialised stores
- 47.4 Retail sale of information and communication equipment in specialised stores
- 47.5 Retail sale of other household equipment in specialised stores
- 47.51 Retail sale of textiles in specialised stores
- 47.52 Retail sale of hardware, paints and glass in specialised stores
- 47.53 Retail sale of carpets, rugs, wall and floor coverings in specialised stores
- 47.54 Retail sale of electrical household appliances in specialised stores
- 47.59/1 Retail sale of musical instruments and scores in specialised stores
- 47.59/9 Retail sale of furniture, lighting equipment and other household articles (other than musical instruments) not elsewhere classified, in specialised stores

#### Retail sale of cultural and recreation goods in specialised stores

- 47.61 Retail sale of books in specialised stores
- 47.62 Retail sale of newspapers and stationery in specialised stores
- 47.63 Retail sale of music and video recordings in specialised stores
- 47.64 Retail sale of sporting equipment in specialised stores
- 47.65 Retail sale of games and toys in specialised stores

#### Retail sale of other goods in specialised stores

- 47.71 Retail sale of clothing in specialised stores
- 47.72 Retail sale of footwear and leather goods in specialised stores
- 47.73 Dispensing chemist in specialised stores
- 47.74 Retail sale of medical and orthopaedic goods in specialised stores
- 47.75 Retail sale of cosmetic and toilet articles in specialised stores
- 47.76 Retail sale of flowers, plants, seeds, fertilisers, pet animals and pet food in specialised stores
- 47.77 Retail sale of watches and jewellery in specialised stores
- 47.78 Other retail sale of new goods in specialised stores
- 47.79 Retail sale of second-hand goods in stores
- 47.8 Retail sale via stalls and markets
- 47.9 Retail trade not in stores, stalls or markets
- 47.91 Retail sale via mail order houses or via Internet
- 47.99 Other retail sale not in stores, stalls or markets

### Your company details **please complete as fully as possible**

Your name

Your position

Company name

Address

Postcode

Telephone

Email

**Regional codes 1-14****Code 1****Wales (counties)**

Flintshire  
Gwent  
Gwynedd  
Mid Glamorgan  
Powys  
South Glamorgan  
West Glamorgan

**Code 2****Scotland (L A region)**

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

**Code 3****Northern Ireland (borders)**

Belfast  
South Eastern  
Southern  
North Eastern  
Western

**Code 4****North East**

Cleveland  
Durham  
Northumberland  
Tyne & Wear

**Code 5****North West**

Cumbria  
Cheshire  
Greater Manchester  
Lancashire

**Code 6****Merseyside**

Merseyside

**Code 7****Yorkshire & the Humber**

Humberside  
North Yorkshire  
South Yorkshire  
West Yorkshire

**Code 8****East Midlands**

Derbyshire  
Leicestershire  
Lincolnshire  
Northamptonshire  
Nottinghamshire

**Code 9****West Midlands**

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

**Code 10****South West**

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

**Code 11****East of England**

Norfolk  
Suffolk  
Bedfordshire  
Cambridgeshire  
Essex  
Hertfordshire

**Code 12****South East**

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

**Code 13****London**

Greater London

**Code 14****Whole UK**



Confidential

# Distributive trades quarterly survey

Office use only:

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## Number 407 May 2017

Welcome to the CBI quarterly distributive trades survey. We would like to thank you for your valued support of the survey – providing us with a key insight into manufacturing conditions.

Please answer on behalf of your UK manufacturing operations only. If you have any questions, please do not hesitate to contact us at [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk)

Please submit your response using one of the following options:

- By email – contact [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk) for an electronic questionnaire to complete
- By fax to 020 7836 1210 or 020 7836 5856
- Post your response (address at bottom of page).

Closing date: **Friday 12 May 2017.**

Thankyou very much in advance for your response.

**Anna Leach – head of economic intelligence**

**How do your sales and orders for this month and your expectations for next month compare with those in the same month a year ago?**

	May				June			
	up	same	down	n/a	up	same	down	n/a
1 Volume of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 Volume of orders placed on suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Past three months				Next three months			
	up	same	down	n/a	up	same	down	n/a
2a Volume of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2b Volume of orders placed on suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**What is the position with regard to your:**

	May				June			
	good	average	poor	n/a	good	average	poor	n/a
3 Volume of sales, for the time of year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 Volume of stocks, in relation to expected sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**5 Compared with a year ago, is the current proportion of your deliveries from suppliers accounted for by imports?**

	more	same	less	n/a
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please complete and return to the CBI survey management group by **Friday 12 May 2017**



## Basic data section

Please enter the business activity covered by this return  
(please refer to the Standard Industrial Classification on the reverse of the questionnaire)

How many employees are covered by this return?

0-25      26-99      100-499      500 and over





Please enter the main UK region covered by this return  
(please refer to the regional code list on the reverse of the questionnaire)

What type of business does your reply cover?

- single outlet retailing     
  retailers with 2-9 branches     
  retailers with 10+ branches  
 mail order     
  motor trades     
  wholesaling

Please indicate the annual turnover covered by this return (please answer on behalf of your UK operation only)

£0-999k     
  £1-9.9m     
  £10-24.9m     
  £25-99.9m     
  £100-499m     
  £500m+

Your company details **please complete as fully as possible**

Your name \_\_\_\_\_ Your position \_\_\_\_\_

Company name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

The CBI acknowledges the European Union's financial support for the technical development and supply of this data

## CBI classification listing for the distributive trades survey

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

### Motor trades

45.1	Sale of motor vehicles
45.2	Maintenance and repair of motor vehicles
45.3	Sale of motor vehicle parts and accessories
45.4	Sale, maintenance and repair of motorcycles and related parts and accessories

### Wholesale trade, except of motor vehicles and motorcycles

46.1	Wholesale on a fee or contract basis
46.2	Wholesale of agricultural raw materials and live animals
46.3	Wholesale of food, beverages and tobacco

### Wholesale of household goods

46.41	Wholesale of textiles
46.42	Wholesale of clothing and footwear
46.43	Wholesale of electrical household appliances
46.44	Wholesale of china and glassware and cleaning materials
46.45	Wholesale of perfume and cosmetics
46.46	Wholesale of pharmaceutical goods
46.47	Wholesale of furniture, carpets and lighting equipment
46.48	Wholesale of watches and jewellery
46.49	Wholesale of other household goods

### Wholesale of information and communication equipment

46.5	Wholesale of information and communication equipment
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### Wholesale of other machinery, equipment and supplies

46.61	Wholesale of agricultural machinery, equipment and supplies
46.62	Wholesale of machine tools
46.63	Wholesale of mining, construction and civil engineering machinery
46.64	Wholesale of machinery for the textile industry and of sewing and knitting machines
46.65	Wholesale of office furniture
46.66	Wholesale of other office machinery and equipment
46.69	Wholesale of other machinery and equipment

### Other specialised wholesale

46.71	Wholesale of solid, liquid and gaseous fuels and related products
46.72	Wholesale of metals and metal ores
46.73	Wholesale of wood, construction materials and sanitary equipment
46.74	Wholesale of hardware, plumbing and heating equipment and supplies

46.75	Wholesale of chemical products
46.76	Wholesale of other intermediate products
46.77	Wholesale of waste and scrap
46.9	Non-specialised wholesale trade

### Retail sale in non-specialised stores

47.11	Retail sale in non-specialised stores with food, beverages or tobacco predominating
47.19	Other retail sale in non-specialised stores
47.2	Retail sale of food, beverages and tobacco in specialised stores
47.3	Retail sale of automotive fuel in specialised stores
47.4	Retail sale of information and communication equipment in specialised stores
47.5	Retail sale of other household equipment in specialised stores
47.51	Retail sale of textiles in specialised stores
47.52	Retail sale of hardware, paints and glass in specialised stores
47.53	Retail sale of carpets, rugs, wall and floor coverings in specialised stores
47.54	Retail sale of electrical household appliances in specialised stores
47.59/1	Retail sale of musical instruments and scores in specialised stores
47.59/9	Retail sale of furniture, lighting equipment and other household articles (other than musical instruments) not elsewhere classified, in specialised stores

### Retail sale of cultural and recreation goods in specialised stores

47.61	Retail sale of books in specialised stores
47.62	Retail sale of newspapers and stationery in specialised stores
47.63	Retail sale of music and video recordings in specialised stores
47.64	Retail sale of sporting equipment in specialised stores
47.65	Retail sale of games and toys in specialised stores

### Retail sale of other goods in specialised stores

47.71	Retail sale of clothing in specialised stores
47.72	Retail sale of footwear and leather goods in specialised stores
47.73	Dispensing chemist in specialised stores
47.74	Retail sale of medical and orthopaedic goods in specialised stores
47.75	Retail sale of cosmetic and toilet articles in specialised stores
47.76	Retail sale of flowers, plants, seeds, fertilisers, pet animals and pet food in specialised stores
47.77	Retail sale of watches and jewellery in specialised stores
47.78	Other retail sale of new goods in specialised stores
47.79	Retail sale of second-hand goods in stores
47.8	Retail sale via stalls and markets
47.9	Retail trade not in stores, stalls or markets
47.91	Retail sale via mail order houses or via Internet
47.99	Other retail sale not in stores, stalls or markets

### Regional codes 1-14

#### Code 1

##### Wales (counties)

Flintshire  
Gwent  
Gwynedd  
Mid Glamorgan  
Powys  
South Glamorgan  
West Glamorgan

#### Code 2

##### Scotland (L A region)

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

#### Code 3

##### Northern Ireland (borders)

Belfast  
South Eastern  
Southern  
North Eastern  
Western

#### Code 4

##### North East

Cleveland  
Durham  
Northumberland  
Tyne & Wear

#### Code 5

##### North West

Cumbria  
Cheshire  
Greater Manchester  
Lancashire

#### Code 6

##### Merseyside

Merseyside

#### Code 7

##### Yorkshire & the Humber

Humberside  
North Yorkshire  
South Yorkshire  
West Yorkshire

#### Code 8

##### East Midlands

Derbyshire  
Leicestershire  
Lincolnshire  
Northamptonshire  
Nottinghamshire

#### Code 9

##### West Midlands

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

#### Code 10

##### South West

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

#### Code 11

##### East of England

Norfolk  
Suffolk  
Bedfordshire  
Cambridgeshire  
Essex  
Hertfordshire

#### Code 12

##### South East

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

#### Code 13

##### London

Greater London

#### Code 14

##### Whole UK

