

EAC- ANNUAL TRADE SURVEY – METHODOLOGICAL CARD

CONCEPT OR VARIABLE	DESCRIPTION
RESEARCH TITLE	ANNUAL TRADE SURVEY
RESEARCH ACRONYM	EAC (By its acronym in Spanish)
BACKGROUND	The Annual Trade Survey began as a supplementary stage to the 1990 multisector Economic Census, due to the importance of the sector in the country. It also was created as a response to the need to provide users with prompt and accurate information about the structure, evolution, and economical analysis of the annual trade trends. The first survey was completed in 1994, as a pilot for future adjustments in the form and design. Since 1996, it has been published continuously.
GENERAL OBJECTIVE	To understand the structure and economic behavior of this sector of the economy nationwide, so a rigorous analysis of its evolution and conformation can be completed. Also, to determine the structure corresponding to each one of the economic activities related to trade and to complete sector analysis.
SPECIFIC OBJECTIVES	<p>To get information in order to create an address book with all the enterprises/business in the economic activities being researched about.</p> <p>To quantify important macroeconomic aggregates, such as: net production, intermediate consumption, added value, equivalent labor, salaries, wages, and social benefits.</p> <p>To generate basic statistics that would help in the calculation of the macroeconomic aggregates for this sector, as well as for the General Accounts.</p>
BASIC DEFINITIONS	<ul style="list-style-type: none"> - Trade: It is the voluntary, often asymmetric, exchange of goods, services, or money. It can be retail or wholesale, and includes all the agents, traders, commissioners, and all those whose task is the sell and purchase of goods for themselves or on behalf of a third party. - Retailing: It consists of the sale of goods or merchandise from a fixed location, in small or individual lots for direct consumption, personal or domestic use by the purchaser, or consumer. Retailing excludes other services, such as pawnshops, lottery kiosks; as well as all the activities related to the maintenance and fixing of goods. - Wholesale trade: It is defined as the sale of goods or merchandise to retailers, to industrial, commercial, institutional, or other professional business users, or to other wholesalers and related subordinated services. There is no transformation of goods in the process. - Internal Trade: It refers to the sale of goods, either new or used, within the country. Retail or wholesale traders can perform it. - Enterprise: It's a unit of economic organization or activity, <i>especially</i>: a business organization. A business (also known as a company, enterprise, and firm) is a legally recognized organization designed to provide goods or services, or both, to consumers, businesses and governmental entities. Businesses are predominant in capitalist economies. Most businesses are privately owned. A business is typically formed to earn profit that will increase the wealth of its owners and grow the business itself. The owners and operators of a business have as one of their main objectives <i>the receipt or generation of a financial return</i> in exchange for work and acceptance of risk. - CIIU Rev. 3 A.C.: It is the third revision of the International Standard Industrial Classification, adapted to Colombia. It is used to establish a structure for the creation of statistics for the economic activities developed by the productive sectors of the country. In this context, the term "activity" refers to a productive process in which a set of actions, including the use of scarce resources, is completed in the provision

	of goods to satisfy unlimited wants.
THEMATIC COVERAGE	All the enterprises/business that trade new or used goods, whether they are retailers or wholesalers, and that fulfill all the requirements established to be compulsorily included in the list. For wholesaling, the business included should have had an income of \$2,372 millions of Colombian pesos in 2007 based on their sales, or a number of no less than 20 employees. For retailing, all small business that do not meet the parameters stated for wholesaling will be considered in the survey, and will be included in the sampling.
TYPE OF RESEARCH	Probabilistic sampling survey.
VARIABLES AND INDICATORS	Classification Variables: Sales scales, staff scale, juridical organization, and CIU Rev. 3 classification. Study Variables: Sales incomes, staff expenses (salaries and wages), cost of sold goods, operational costs, equivalent labor, inventories, and fixed active movement. Calculated Variables: Net production, intermediate consumption, added value, and net investment.
ESTIMATING PARAMETERS	They are estimated as totals for the study variables.
SCOPE OF STUDY	Formally established economic units that are located within the country, and whose main economic activity is the trade (either wholesale or retail), except those whose object is the repair and maintenance, as well as pawnshops, lottery kiosks, telemarketing, or catalogue sales. The trade of used goods is not included either, except for vehicles.
POPULATION	Formally established economic units that are located within the country, and whose main economic activity is the trade (either wholesale or retail).
STATISTICAL UNITS OF OBSERVATION, SAMPLING, AND ANALYSIS	Statistical units of observation, sampling, and analysis: a legally established enterprise/business, identified with a NIT, and whose economic activity is trading. Information units: The accountant, manager, owner, or the person that is in charge of the accounts.
AMOUNT OF PRIMARY AND SECONDARY SOURCES	7905 enterprises or businesses (3895 had to compulsorily be included on the list, and 4010 are there for probabilistic reasons).
STATISTICAL FRAMEWORK	In order to build the statistical framework for the Annual Trade Survey, information on the files of –CONFECAMARAS-, Chamber of Commerce was used. The frame also includes information regarding economic activity, income, and number of employees for each one of the enterprises/business on the survey.
PRECISION REQUIREMENTS	It is measured by using the using the variation quotient or the estimator for relative errors (cv) based on the proportion of the standard deviation (standard error) and the estimate of the parameters. That is to say, by calculating the total in each one of the variables included in the study.
SAMPLING DESIGN	Stratified Sampling
TYPE OF SAMPLE	Stratified sampling of elements. The criteria for stratification will be the economic activity, the sales income, and the amount of employees at each business.
SELECTION METHOD	Within each stratum, the method used is the alleatory sampling.
SAMPLE SIZE	7905 enterprises (business), 3895 are compulsorily included in the study, while 4010 are included based on probabilistic methods.
CONSERVATION OF SAMPLE	It is done by means of field operations and the work of the team in charge of monitoring the creation of new enterprises/business. Once the requirements are observed in each one of them, they are included in the sampling. Regarding small and medium enterprises, the information on the samples is annually updated
QUALITY INDICATORS	Relative errors are calculated for all the estimated and published parameters.

GEOGRAPHIC COVERAGE	Geographical: Nationwide Thematic: All the economic units established within the country and whose activity is related to the interior trade (either retailing or wholesaling).
REFERENCE PERIOD	Previous year
COLLECTION PERIOD	Five months
COLLECTION PERIODICITY	Annual
FREQUENCY OF RESULT REPORTS	Geographical: Nationwide Thematic: According to the economic activity, based on the CIU Rev. 3 adapted to Colombia parameters for staff, production, and juridical organization.
DISAGGREGATION OF RESULTS	Information published includes the most important variables, such as, number of enterprises or business, sales values, cost of goods, net production, intermediate consumption, added value, salaries and wages, and social benefits, based on the CIU Rev. 3 adapted to Colombia parameters for staff, production, and juridical organization.
COLLECTION METHOD	Form filled by each one of the enterprises/business on their own, and in some cases with support and guidance when requested. Also, depending on the region, the forms might be delivered either by mail or in person.
AVAILABLE YEARS AND PERIODS	There is information available from 1996 up to the date.
MEANS OF DISSEMINATION	Internet, press bulletins, charts and reports.
COMPUTER SYSTEMS: A TOOL FOR DEVELOPMENT	Visual FoxPro 6.0
COMPUTER SYSTEMS: Developed Modules	Capture, modification, elimination, and reports.
COMPUTER SYSTEMS: Development Architecture	Multi-User
COMPUTER SYSTEMS: Development Level	Intermediate
PUBLICATION	Press bulletins available from 1996 up to the date.