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STATISTICAL OFFICE OF THE EUROPEAN COMMUNITIES

**STRUCTURE AND ACTIVITY OF ENTERPRISES
IN WHOLESALE AND RETAIL DISTRIBUTION**

COMPARISON OF CERTAIN STRUCTURAL
ASPECTS OF WHOLESALE AND RETAIL
DISTRIBUTION IN FRANCE AND THE
FR OF GERMANY.

SUPPLEMENT No.1

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JUNE 1982

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Structure and activity of enterprises
in wholesale and retail distribution

Comparison of certain structural aspects
of wholesale and retail distribution in
France and the FR of Germany

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Supplement No 1 - 1982

Main symbols used

| | | |
|-----|---|---|
| FRG | = | Federal Republic of Germany |
| F | = | France |
| DM | = | Deutschmark |
| FF | = | French franc |
| Mio | = | million |
| - | = | nil |
| . | = | Data not available or irrelevant, or subject to statistical confidentiality, or less than half the unit used. |
| r | = | Coefficient of correlation = $\frac{\sum x_i y_i - N \bar{x} \bar{y}}{N \sigma_x \sigma_y}$ |

This coefficient varies between 0 (no correlation) and ± 1 (maximum correlation, direct or inverse).

Foreword

This booklet is the first supplement to a series of internal SOEC publications (a) designed to present a number of data by country on the structure and activity of enterprises in wholesale and retail distribution in the Member States of the European Economic Community.

This document is based on data taken from Nos 1 and 2 of the above-mentioned series, devoted to France and the Federal Republic of Germany respectively; its aim is to facilitate comparison of the main structural aspects of wholesale and retail distribution in these two countries.

For any further information (basic data etc.) and any questions on points of methodology, the reader is requested to consult the above-mentioned publications and the document entitled "General reference programme for statistics on enterprises in wholesale and retail distribution in the countries of the EEC", Eurostat, March 1978.

(a) Eurostat series "Structure and activity of enterprises in wholesale and retail distribution - Data by country". This series is circulated on a restricted basis (to Community departments, national statistical services, etc.). These volumes are not for sale but can be obtained on request from Eurostat (Statistical Office of the European Communities, Division C.2, B.P. 1907, L-2920 Luxembourg, Tel. 43011 ext. 3563)

Introduction

Before any comparison can be made of the structure of distribution in France and Germany, it should be pointed out that the surveys carried out in these two countries show a number of methodological differences which must be borne in mind when evaluating the results, viz.:

1. The data for France cover all enterprises, whereas those for Germany exclude enterprises which had a turnover of less than DM 12 000 in 1978 (a);
2. The reference date for recording the number of persons engaged is 31.3.1979 for Germany and 31.12.1978 for France (b) ;
3. Butcher's shops which process meat are in principle not included in retail distribution in Germany; they are also excluded in France, except in cases where sales of meat processed by the enterprise account for less than a third of resales in unaltered state; in such cases the enterprise is classified as a distributive enterprise, the processing activity being regarded as secondary;
4. Turnover is given exclusive of VAT for France, whereas for Germany it is given exclusive of VAT for wholesale distribution and inclusive of VAT for retail distribution.

In any event, even if these differences mean that the comparison of the data for the two countries cannot be regarded as absolutely accurate, their scale does not seem likely to have any substantial effect on the magnitude of the comparisons of the main structural aspects presented in the following pages.

-
- (a) On the basis of the consumer purchasing power parities calculated by the SOEC, DM 12 000 corresponded in 1978 to approximately FF 24 000, Lit. 3.4 million, Bfrs. 188 000, Hfl 11 900, £ 2 100, Dkr 36 300. As this cut-off point is rather low, it should not have too great an effect on the number of enterprises considered; its effect on the number of persons engaged and overall turnover should be even less.
 - (b) This difference could lead to a certain distortion in the comparison of the total number of persons engaged in certain types of retail distribution, on account of a possible seasonal increase in employment, particularly in December because of the end-of-year celebrations: in fact, in order to have used the data on the number of persons engaged absolutely correctly, it would have been necessary to take the average number of persons engaged during 1978 for both France and Germany.

1. Wholesale distribution

1.1. Size of the sector

Table I.1 shows that, in relation to the respective populations of the two countries (a), the wholesale distribution sector is proportionally bigger in Germany than in France, as regards both the number of enterprises (152 per 100 000 inhabitants, as against 149 in France) and the number of persons engaged (1 928 and 1 704 per 100 000 inhabitants respectively). The exceptions are activity groups 611 (agricultural raw materials etc.), 614 (machinery, industrial equipment and vehicles) and 617 (food, drink and tobacco), where the wholesale distribution sector is proportionally bigger in France.

TABLE I.1
Number of enterprises and persons engaged per 100 000 inhabitants

| NACE No. | ACTIVITY WHOLESALE DISTRIBUTION OF: | Number of enterprises | | Number of persons engaged | |
|-------------|---|--------------------------|--------|------------------------------|--------|
| | | FRG | FRANCE | FRG | FRANCE |
| | | 1 | 2 | 3 | 4 |
| 611 | Agricultural raw materials, live animals, textile raw materials and semi-finished goods | 20,1 | 26,9 | 156 | 163 |
| 612 | Fuels, ores and industrial chemicals | 7,9 | 5,9 | 184 | 175 |
| 613 | Timber and building materials | 15,1 | 12,1 | 213 | 168 |
| 614 | Machinery, industrial equipment and vehicles | 24,4 | 27,7 | 328 | 393 |
| 615 | Furniture, household goods, hardware and ironmongery | 20,8 | 10,8 | 281 | 138 |
| 616 | Textiles, clothin, footwear and leather goods | 12,2 | 9,3 | 120 | 76 |
| 617 | Food, drink and tobacco | 33,3 | 41,3 | 402 | 422 |
| 618 | Pharmaceutical and medical goods, cosmetics and cleaning materials | 5,4 | 3,8 | 96 | 74 |
| 619 | Other specialized wholesale distribution and wholesale dealing in a variety of goods | 12,4 | 10,9 | 148 | 95 |
| 61 | Total wholesale dealing | 151,6 | 148,7 | 1.928 | 1.704 |

(a) In 1978 the population of the FR of Germany was 61.3 million and that of France 53.3 million (cf. 'Demographic statistics 1979', Eurostat, 1981).

1.2. Structure of wholesale distribution by activity group

Despite the differences noted in the previous section regarding the scale of the various wholesale distribution activities in France and Germany, it may be stated that the structure of the sector by activity group is very similar in both countries.

This similarity is brought out even more clearly by a comparison of the percentage distribution of the number of enterprises, the number of persons engaged and turnover: Table I.2 shows that, generally speaking, the differences between activity groups are distinctly greater than the differences between the two countries within each activity group, especially as regards the distribution of the number of enterprises, which has quite a high coefficient of correlation.

TABLE I.2

Distribution by NACE group of the number of enterprises, the number of persons engaged and turnover (%)

| NACE No. | ACTIVITY WHOLESALE DISTRIBUTION OF: | Number of enterprises | | Number of persons engaged | | Turnover (excluding VAT) | |
|--------------------------------|---|-----------------------|--------|---------------------------|--------|--------------------------|--------|
| | | FRG | France | FRG | France | FRG | France |
| | | 1 | 2 | 3 | 4 | 5 | 6 |
| 611 | Agricultural raw materials, live animals, textile raw materials and semi-finished goods | 13,3 | 18,1 | 8,1 | 9,6 | 12,6 | 18,7 |
| 612 | Fuels, ores and industrial chemicals | 5,2 | 4,0 | 9,6 | 10,3 | 25,6 | 16,5 |
| 613 | Timber and building materials | 9,9 | 8,1 | 11,0 | 9,9 | 6,9 | 6,6 |
| 614 | Machinery, industrial equipment and vehicles | 16,1 | 18,6 | 17,0 | 23,1 | 11,2 | 13,9 |
| 615 | Furniture, household goods, hardware and ironmongery | 13,7 | 7,2 | 14,6 | 8,1 | 7,9 | 5,6 |
| 616 | Textiles, clothin, footwear and leather goods | 8,1 | 6,3 | 6,2 | 4,4 | 3,6 | 3,6 |
| 617 | Food, drink and tobacco | 22,0 | 27,8 | 20,8 | 24,7 | 23,8 | 26,9 |
| 618 | Pharmaceutical and medical goods, cosmetics and cleaning materials | 3,5 | 2,6 | 5,0 | 4,3 | 2,9 | 3,6 |
| 619 | Other specialized wholesale distribution and wholesale dealing in a variety of goods | 8,2 | 7,3 | 7,7 | 5,6 | 5,5 | 4,6 |
| 61 | Total wholesale dealing | 100,0 | 100,0 | 100,0 | 100,0 | 100,0 | 100,0 |
| Coefficient of correlation (r) | | 0,926 | | 0,901 | | 0,870 | |

1.3. Average size of enterprises by activity group

The fundamental similarity in the structure of wholesale distribution in France and Germany is brought out particularly by a comparison of the average size of enterprises by activity group (Table I.3). It can be seen that, although the size of enterprises is slightly greater on average in Germany, except in the case of groups 612 (fuels, ores, etc.), 614 (machinery, industrial equipment and vehicles) and 618 (pharmaceutical and medical goods etc.), where the reverse is true, apart from these differences, it may be stated that the average size of enterprises is of more or less the same order of magnitude in the two countries.

TABLE I.3
Average size of enterprises by NACE group

| NACE No. | ACTIVITY WHOLESALE DISTRIBUTION OF: | Average number of persons engaged per enterprise | | | | Rank of NACE groups | |
|-----------------------------------|---|--|--------|---------|--------|---------------------|--------|
| | | Number | | Indices | | FRG | France |
| | | FRG | France | FRG | France | | |
| | | 1 | 2 | 3 | 4 | 5 | 6 |
| 611 | Agricultural raw materials, live animals, textile raw materials and semi-finished goods | 7,7 | 6,1 | 56 | 45 | 9 | 9 |
| 612 | Fuels, ores and industrial chemicals | 23,4 | 29,5 | 170 | 215 | 1 | 1 |
| 613 | Timber and building materials | 14,2 | 14,0 | 103 | 102 | 3 | 4 |
| 614 | Machinery, industrial equipment and vehicles | 13,5 | 14,2 | 98 | 104 | 4 | 3 |
| 615 | Furniture, household goods, hardware and ironmongery | 13,5 | 12,8 | 98 | 93 | 4 | 5 |
| 616 | Textiles, clothin, footwear and leather goods | 9,8 | 8,1 | 71 | 59 | 8 | 8 |
| 617 | Food, drink and tobacco | 12,1 | 10,2 | 88 | 74 | 6 | 6 |
| 618 | Pharmaceutical and medical goods, cosmetics and cleaning materials | 17,9 | 19,5 | 130 | 142 | 2 | 2 |
| 619 | Other specialized wholesale distribution and wholesale dealing in a variety of goods | 11,9 | 8,7 | 86 | 64 | 7 | 7 |
| 61 | Total wholesale dealing | 12,7 | 11,5 | . | . | . | . |
| Unweighted average of NACE groups | | 13,8 | 13,7 | 100 | 100 | . | . |
| Coefficient of correlation | | 0,986 | | | | . | . |

This similarity in the average size of enterprises in France and Germany, and above all the similarity in the differences in size from one activity group to another in these two different universes, points to the existence of a sort of "functional link" between the type of wholesale activity and the size of enterprises.

1.4. Enterprises' secondary activities

Table I.4 gives for both Germany and France the proportion of turnover accounted for by wholesale enterprises' secondary activities, retail sales being shown separately.

TABLE I.4
Turnover attributable to enterprises' secondary activities

| NACE No. | ACTIVITY WHOLESALE DISTRIBUTION OF: | Total turnover (excluding VAT) | of which: on secondary activities | | | | | |
|----------|---|-----------------------------------|-----------------------------------|--------|-------|--------|-------|--------|
| | | | Retail sales | | Other | | Total | |
| | | | FRG | France | FRG | France | FRG | France |
| | | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 611 | Agricultural raw materials, live animals, textile raw materials and semi-finished goods | 100,0 | 4,2 | 0,5 | 1,1 | 2,8 | 5,3 | 3,3 |
| 612 | Fuels, ores and industrial chemicals | 100,0 | 6,0 | 3,3 | 0,9 | 3,5 | 6,9 | 6,8 |
| 613 | Timber and building materials | 100,0 | 7,9 | 2,3 | 2,0 | 2,7 | 9,9 | 5,0 |
| 614 | Machinery, industrial equipment and vehicles | 100,0 | 3,5 | 1,2 | 4,7 | 5,0 | 8,2 | 6,2 |
| 615 | Furniture, household goods, hardware and ironmongery | 100,0 | 4,1 | 3,2 | 2,6 | 2,0 | 6,7 | 5,2 |
| 616 | Textiles, clothin, footwear and leather goods | 100,0 | 2,5 | 2,2 | 1,9 | 1,2 | 4,4 | 3,4 |
| 617 | Food, drink and tobacco | 100,0 | 3,3 | 1,8 | 1,1 | 1,3 | 4,4 | 3,1 |
| 618 | Pharmaceutical and medical goods, cosmetics and cleaning materials | 100,0 | 0,9 | 0,4 | 1,3 | 0,8 | 2,2 | 1,2 |
| 619 | Other specialized wholesale distribution and wholesale dealing in a variety of goods | 100,0 | 1,9 | 1,5 | 2,1 | 4,3 | 4,0 | 5,8 |
| 61 | Total wholesale dealing | 100,0 | 4,3 | 1,8 | 1,7 | 2,7 | 6,0 | 4,5 |

Retail resales seem to account for a consistently higher proportion of turnover in Germany than in France, whereas revenue from other secondary activities (own-account production and provision of services) accounts for a greater proportion of turnover in most of the activity groups in France.

1.5. Distribution of enterprises by size

In § 1.3. we stated that the average size of enterprises varies considerably according to the type of distributive activity carried out and that this is the case in both France and Germany, with similar values for the two countries. It would seem interesting to analyse the distribution of the individual sizes of enterprises around the average in the two countries and for each activity group.

TABLE I.5
Distribution of enterprises by size (%)

| NACE No. | ACTIVITY WHOLESALE DISTRIBUTION OF: | C O U N T R Y | Size (number of persons engaged) of enterprise | | | | | Total |
|----------|---|---------------------------------|--|------|-------|-------|------|-------|
| | | | 1-2 | 3-9 | 10-19 | 20-49 | ≥ 50 | |
| | | | 1 | 2 | 3 | 4 | 5 | |
| 611 | Agricultural raw materials, live animals, textile raw materials and semi-finished goods | FRG | 52,8 | 35,0 | 7,7 | 3,2 | 1,3 | 100,0 |
| | | France | 56,9 | 32,9 | 5,6 | 3,2 | 1,4 | 100,0 |
| 612 | Fuels, ores and industrial chemicals | FRG | 28,2 | 38,2 | 13,8 | 11,2 | 8,6 | 100,0 |
| | | France | 31,6 | 34,3 | 13,3 | 12,5 | 8,3 | 100,0 |
| 613 | Timber and building materials | FRG | 27,5 | 38,5 | 16,9 | 11,9 | 5,2 | 100,0 |
| | | France | 24,2 | 42,1 | 17,4 | 11,6 | 4,7 | 100,0 |
| 614 | Machinery, industrial equipment and vehicles | FRG | 34,0 | 39,5 | 13,2 | 8,4 | 4,9 | 100,0 |
| | | France | 24,2 | 44,9 | 15,2 | 11,5 | 4,2 | 100,0 |
| 615 | Furniture, household goods, hardware and ironmongery | FRG | 36,1 | 37,5 | 12,2 | 8,8 | 5,4 | 100,0 |
| | | France | 24,5 | 45,7 | 14,4 | 11,5 | 3,9 | 100,0 |
| 616 | Textiles, clothing, footwear and leather goods | FRG | 43,3 | 37,2 | 10,1 | 6,1 | 3,3 | 100,0 |
| | | France | 32,5 | 46,6 | 12,1 | 7,3 | 1,5 | 100,0 |
| 617 | Food, drink and tobacco | FRG | 37,7 | 42,8 | 10,5 | 5,3 | 3,7 | 100,0 |
| | | France | 30,6 | 46,3 | 12,7 | 7,8 | 2,6 | 100,0 |
| 618 | Pharmaceutical and medical goods, cosmetics and cleaning materials | FRG | 42,2 | 35,6 | 10,0 | 7,0 | 5,2 | 100,0 |
| | | France | 26,3 | 40,7 | 17,8 | 10,4 | 4,8 | 100,0 |
| 619 | Other specialized wholesale distribution and wholesale dealing in a variety of goods | FRG | 42,9 | 35,8 | 10,7 | 6,4 | 4,2 | 100,0 |
| | | France | 33,8 | 43,8 | 13,3 | 7,1 | 2,0 | 100,0 |
| 61 | Total wholesale dealing | FRG | 38,4 | 38,6 | 11,5 | 7,2 | 4,3 | 100,0 |
| | | France | 33,5 | 42,4 | 12,6 | 8,4 | 3,1 | 100,0 |

Table I.5 shows that both the curve of the distributions (always asymmetrical) and the position of the mean value vary according to the activity group.

Within each group, the distribution of enterprises by size is generally fairly similar for both countries. However, the spread of the individual values around the average appears in some cases to be smaller in France than in Germany (cf. for example, activity group 618: pharmaceutical and medical goods, etc.).

2. Retail distribution

2.1. Size of the sector

In relation to the respective populations, the number of retail enterprises is on the whole higher in France than in Germany (by approximately 37 %) (a). On the other hand, the total number of persons engaged in these enterprises is generally higher in Germany (by approximately 18 %)(b), as shown in Table II.1 below.

TABLE II.1
Number of enterprises and persons engaged per
100 000 inhabitants

| NACE No. | ACTIVITY RETAIL DISTRIBUTION OF: | Number of enterprises | | Number of persons engaged | |
|-------------|---|-----------------------|--------|---------------------------|--------|
| | | FRG | France | FRG | France |
| | | 1 | 2 | 3 | 4 |
| 641/2 | Food, drink and tobacco | 191,4 | 273,3 | 1.118 | 1.224 |
| 643 | Dispensing chemists | 23,8 | 36,3 | 154 | 178 |
| 644 | Medical goods, cosmetics and cleaning materials | 19,5 | 25,5 | 94 | 80 |
| 645 | Clothing | 71,6 | 127,3 | 544 | 353 |
| 646 | Footwear and leather goods | 20,6 | 28,7 | 137 | 94 |
| 647 | Furnishing fabrics and other household textiles | 10,6 | 10,4 | 54 | 33 |
| 648/9 | Household equipment, fittings and appliances | 81,5 | 77,2 | 453 | 331 |
| 651 | Motor vehicles and cycles | 33,0 | 60,3 | 394 | 509 |
| 652 | Motor fuels and lubricating oils | 24,8 | 25,5 | 94 | 74 |
| 653 | Books, newspapers, stationery and office supplies | 24,5 | 36,8 | 118 | 106 |
| 654/5 | Other goods | 76,9 | 98,6 | 317 | 278 |
| 656 | A wide range of goods, with non-foods goods predominating | 7,6 | 2,9 | 566 | 161 |
| 64/55 | Total retail distribution | 585,8 | 802,8 | 4.043 | 3.421 |

(a) Except in one or two activity groups (household equipment; a wide range of goods, with non-food goods predominating).

(b) Except in enterprises selling food, pharmaceutical goods and motor vehicles.

There is therefore a larger proportion of enterprises in France than in Germany, but they are smaller in size. This fact tallies on the whole with the different population density of the two countries, which would seem at first sight to be conducive to a greater concentration of distributive structures in Germany (a).

However, it should be pointed out here that the data at the SOEC's disposal relate to enterprises; they therefore permit only an imperfect comparison of the specific aspects of the "service offered to consumers", which should cover local units (points of sale) of retail trade (b). Until such time as data on local units are available, it may be stated, however, that a very large proportion of retail enterprises are very small and are the same as local units (c); although data on the universe of local units would enable the analysis to be taken further, they should not change the remarks outlined above to any great extent.

(a) The population of France in 1978 was approximately 53.3 million in an area of 544 000 km², i.e. approximately 98 inhabitants per km²; the population of the FR of Germany was 61.3 million in an area of 248 600 km², i.e. 247 inhabitants per km² (Source: "Demographic statistics 1979", Eurostat. 1981).

(b) See also "General reference programme for statistics on enterprises in wholesale and retail distribution in the countries of the EEC", Eurostat, March 1978, pages 9-12.

(c) See Table II.5 below.

To conclude the analysis of the scale of distributive services in France and Germany, a comparison was made of the total turnover of the retail distribution sector and the total value of final consumption of household as calculated for the purpose of national accounts (a): in 1978, retail sales accounted for approximately 48 % of households' consumption in Germany and 52 % in France.

Finally, the average turnover per inhabitant was calculated and converted into common monetary units on the basis of consumer purchasing power parities (b); this permits an approximate comparison of the volume of sales in France and Germany. In spite of the reservations which must be made about these calculations (c), the values for the two countries were found to be very similar, the average value of retail sales per inhabitant (d) worked out at almost DM 6 000 (approximately FF 12 100) in Germany and FF 12 800 (approximately DM 6 350) in France. The difference (+ 6 % in France) seems relatively slight, bearing in mind the much greater difference recorded between the two countries in the average figures per inhabitant for the number of enterprises (approximately 37 %) and the number of persons engaged (approximately 18 %).

(a) See "National accounts ESA - Aggregates 1960-1979", Eurostat, 1981.

(b) According to SOEC calculations, in 1978 DM 1 = FF 2.0133 (FF 1 = DM 0.4967).

(c) It should be noted in particular that the consumer purchasing power parities were calculated on the basis of all the goods and services consumed by households and not only goods sold by the retail sector.

(d) Including VAT.

2.2. Structure of retail distribution by activity group

Table II.2 shows that, as with the wholesale sector, the distribution of enterprises, persons engaged and turnover by activity group in the retail sector is fairly similar in France and Germany.

TABLE II.2
Distribution by NACE group
of the number of enterprises, the number of persons engaged and turnover (%)

| NACE No. | ACTIVITY RETAIL DISTRIBUTION OF: | Number of enter- prises | | Number of persons engaged | | Turnover (a) | |
|----------------------------|--|----------------------------|--------|------------------------------|--------|-----------------|--------|
| | | FRG | France | FRG | France | FRG | France |
| | | 1 | 2 | 3 | 4 | 5 | 6 |
| 641/2 | Food, drink and tobacco | 32,7 | 34,0 | 27,7 | 35,8 | 31,0 | 39,9 |
| 643 | Dispensing chemists | 4,1 | 4,5 | 3,8 | 5,2 | 4,0 | 4,3 |
| 644 | Medical goods, cosmetics and cleaning materials | 3,3 | 3,2 | 2,3 | 2,3 | 1,7 | 1,5 |
| 645 | Clothing | 12,2 | 15,8 | 13,5 | 10,3 | 10,8 | 5,8 |
| 646 | Footwear and leather goods | 3,5 | 3,6 | 3,4 | 2,7 | 2,3 | 1,8 |
| 647 | Furnishing fabrics and other household textiles | 1,8 | 1,3 | 1,3 | 1,0 | 1,0 | 0,5 |
| 648/9 | Household equipment, fittings and appliances | 13,9 | 9,6 | 11,2 | 9,7 | 10,8 | 7,8 |
| 651 | Motor vehicles and cycles | 5,6 | 7,5 | 9,8 | 14,9 | 12,9 | 19,7 |
| 652 | Motor fuels and lubricating oils | 4,3 | 3,2 | 2,3 | 2,2 | 1,9 | 5,7 |
| 653 | Books, newspapers, stationery and office supplies | 4,2 | 4,6 | 2,9 | 3,1 | 2,3 | 1,9 |
| 654/5 | Other goods | 13,1 | 12,3 | 7,8 | 8,1 | 8,3 | 6,9 |
| 656 | A wide range of goods, with non-foods goods predominating | 1,3 | 0,4 | 14,0 | 4,7 | 13,0 | 4,2 |
| 64/65 | Total retail distribution | 100,0 | 100,0 | 100,0 | 100,0 | 100,0 | 100,0 |
| Coefficient of correlation | | 0,979 | | 0,906 | | 0,915 | |

(a) Excluding VAT for France; including VAT for Germany.

It may be noted, however, that retail distribution of food, drink and tobacco (group 641/2) and motor vehicles and cycles (group 651) accounts for a higher proportion of the three variables in France than in Germany; the opposite is true in the case of distribution of household equipment, fittings and appliances (group 648/9) and particularly distribution of a wide range of goods, with non-food goods predominating (group 656).

2.3. Average size of enterprises by activity group

It has already been noted (§ 2.1.) that the retail sector as a whole in France has a proportionally greater number of enterprises than in Germany, but that these are generally smaller.

Table II.3 shows that the average size of enterprises is indeed considerably smaller in France in all the retail activity group.

TABLE II.3
Average size of enterprises by NACE group

| NACE No. | ACTIVITY RETAIL DISTRIBUTION OF: | Average number of persons engaged per enterprise | | | | Rank of NACE groups | |
|-------------|--|---|--------|---------|--------|------------------------|--------|
| | | Number | | Indices | | FRG | France |
| | | FRG | France | FRG | France | | |
| | | 1 | 2 | 3 | 4 | 5 | 6 |
| 641/2 | Food, drink and tobacco | 5,8 | 4,5 | 49 | 54 | 6 | 4 |
| 643 | Dispensing chemists | 6,5 | 4,9 | 55 | 59 | 5 | 3 |
| 644 | Medical goods, cosmetics and cleaning materials | 4,8 | 3,1 | 41 | 37 | 9 | 7 |
| 645 | Clothing | 7,6 | 2,8 | 64 | 34 | 3 | 11 |
| 646 | Footwear and leather goods | 6,6 | 3,3 | 56 | 40 | 4 | 6 |
| 647 | Furnishing fabrics and other household textiles | 5,1 | 3,1 | 43 | 37 | 8 | 7 |
| 648/9 | Household equipment, fittings and appliances | 5,6 | 4,3 | 47 | 52 | 7 | 5 |
| 651 | Motor vehicles and cycles | 12,0 | 8,4 | 102 | 101 | 2 | 2 |
| 652 | Motor fuels and lubricating oils | 3,8 | 2,9 | 32 | 35 | 12 | 9 |
| 653 | Books, newspapers, stationery and office supplies | 4,8 | 2,9 | 41 | 35 | 9 | 9 |
| 654/5 | Other goods | 4,1 | 2,8 | 35 | 34 | 11 | 11 |
| 655 | A wide range of goods, with non-foods goods predominating | 74,4 | 56,1 | 631 | 676 | 1 | 1 |
| 64/65 | Total retail distribution | 6,9 | 4,3 | . | . | . | . |
| | Unweighted average of NACE groups | 11,8 | 8,3 | 100,0 | 100,0 | . | . |
| | Coefficient of correlation | 0,998 | | | | . | . |

Having said that, it may be noted that, as with the wholesale sector, the average size of retail enterprises varies in very similar fashion from one activity group to another in both France and Germany (see columns 3-6 of Table II.3). The ranking order of the activity groups is very similar for both countries, except in the case of group 645 (clothing) where the average size of enterprises is one of the highest in Germany and one of the lowest in France.

2.4. Enterprises' secondary activities

The proportion of turnover accounted for by wholesale secondary activities carried out by retail enterprises is higher in Germany than in France in almost all the activity groups.

TABLE II.4
Turnover attributable to enterprises' secondary activities

| NACE No. | ACTIVITY RETAIL DISTRIBUTION OF: | Total turnover (a) | of which: on secondary activities | | | | | |
|-------------|--|--------------------------|-----------------------------------|--------|-------|--------|-------|--------|
| | | | Wholesale resales | | Other | | Total | |
| | | | FRG | France | FRG | France | FRG | France |
| | | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 641/2 | Food, drink and tobacco | 100,0 | 2,3 | 1,5 | 1,1 | 3,1 | 3,4 | 4,6 |
| 643 | Dispensing chemists | 100,0 | 0,4 | . | 0,2 | 1,6 | 0,6 | 1,6 |
| 644 | Medical goods, cosmetics and cleaning materials | 100,0 | 2,9 | 1,2 | 1,2 | 1,7 | 4,1 | 2,9 |
| 645 | Clothing | 100,0 | 0,6 | 0,8 | 0,9 | 0,4 | 1,5 | 1,2 |
| 646 | Footwear and leather goods | 100,0 | 0,6 | 1,2 | 1,5 | 0,5 | 2,1 | 1,7 |
| 647 | Furnishing fabrics and other household textiles | 100,0 | 4,7 | 0,2 | 4,1 | 0,4 | 8,8 | 0,6 |
| 648/9 | Household equipment, fittings and appliances | 100,0 | 3,6 | 2,6 | 3,7 | 2,6 | 7,3 | 5,2 |
| 651 | Motor vehicles and cycles | 100,0 | 6,7 | 0,8 | 14,4 | 8,5 | 21,1 | 9,3 |
| 652 | Motor fuels and lubricating oils | 100,0 | 13,6 | 0,2 | 27,5 | 1,9 | 41,1 | 2,1 |
| 653 | Books, newspapers, stationery and office supplies | 100,0 | 2,6 | 2,6 | 2,6 | 9,6 | 5,2 | 12,2 |
| 654/5 | Other goods | 100,0 | 8,5 | 3,2 | 2,8 | 3,2 | 11,3 | 6,4 |
| 656 | A wide range of goods, with non-foods goods predominating | 100,0 | 0,7 | 0,2 | 2,5 | 1,9 | 3,2 | 2,1 |
| 64/65 | Total retail distribution | 100,0 | 3,3 | 1,4 | 4,0 | 3,8 | 7,3 | 5,2 |

(a) Excluding VAT for France: including VAT for Germany.

For the other secondary activities (own-account production, processing, provision of services), the situation varies according to the activity group; there is a higher proportion in Germany than in France in groups 647, 648/9, 651 and 652 in particular (furnishing fabrics and other household textiles, household equipment, fittings and appliances; motor vehicles and cycles; motor fuels and lubricating oils), whereas there is a higher proportion in France in groups 641/2 and 653 in particular (food, drink and tobacco; books, newspapers, etc).

2.5. Distribution of enterprises by size

In § 2.3. we saw that, although the average size of enterprises is consistently smaller in France than in Germany, it varies from one activity group to another in very similar fashion in both countries. Table II.5 enables us to compare the distribution of the individual sizes of enterprises around the average, both by country and by activity group.

TABLE II.5
Distribution of enterprises by size (%)

| NACE No. | ACTIVITY RETAIL DISTRIBUTION OF: | COUN- TRY | Size (number of persons engaged) of enterprise | | | | | Total |
|-------------|--|--------------|---|------|-------|-------|------|-------|
| | | | 1-2 | 3-9 | 10-19 | 20-49 | ≥ 50 | |
| | | | 1 | 2 | 3 | 4 | 5 | |
| 641/2 | Food, drink and tobacco | FRG | 58,4 | 35,5 | 4,2 | 1,2 | 0,7 | 100,0 |
| | | France | 68,3 | 28,5 | 2,0 | 0,8 | 0,4 | 100,0 |
| 643 | Dispensing chemists | FRG | 2,9 | 85,5 | 11,2 | . | . | 100,0 |
| | | France | 9,1 | 87,6 | 3,0 | 0,3 | - | 100,0 |
| 644 | Medical goods, cosmetics and cleaning materials | FRG | 48,1 | 45,4 | 5,0 | 1,1 | 0,4 | 100,0 |
| | | France | 65,0 | 31,6 | 1,9 | 1,3 | 0,2 | 100,0 |
| 645 | Clothing | FRG | 48,7 | 39,3 | 7,1 | 3,2 | 1,7 | 100,0 |
| | | France | 72,4 | 24,5 | 2,1 | 0,8 | 0,2 | 100,0 |
| 646 | Footwear and leather goods | FRG | 48,2 | 39,9 | 7,6 | 3,0 | 1,3 | 100,0 |
| | | France | 67,4 | 29,2 | 2,3 | 0,9 | 0,2 | 100,0 |
| 647 | Furnishing fabrics and other household textiles | FRG | 47,2 | 42,0 | 7,4 | 2,7 | 0,7 | 100,0 |
| | | France | 68,8 | 25,1 | 4,6 | 1,2 | 0,3 | 100,0 |
| 648/9 | Household equipment, fittings and appliances | FRG | 51,4 | 37,3 | 7,5 | 2,9 | 0,9 | 100,0 |
| | | France | 61,5 | 31,2 | 4,8 | 2,0 | 0,5 | 100,0 |
| 651 | Motor vehicles and cycles | FRG | 38,0 | 31,6 | 14,4 | 11,7 | 4,3 | 100,0 |
| | | France | 35,7 | 48,1 | 7,5 | 6,1 | 2,6 | 100,0 |
| 652 | Motor fuels and lubricating oils | FRG | 40,9 | 55,5 | 3,0 | 0,5 | 0,1 | 100,0 |
| | | France | 59,4 | 38,2 | 1,4 | 0,9 | 0,1 | 100,0 |
| 653 | Books, newspapers, stationery and office supplies | FRG | 53,4 | 37,3 | 6,1 | 2,5 | 0,7 | 100,0 |
| | | France | 72,2 | 24,7 | 2,2 | 0,7 | 0,2 | 100,0 |
| 654/5 | Other goods | FRG | 52,4 | 40,9 | 5,0 | 1,4 | 0,3 | 100,0 |
| | | France | 66,8 | 30,4 | 1,8 | 0,9 | 0,1 | 100,0 |
| 656 | A wide range of goods, with non-foods goods predominating | FRG | 46,8 | 37,6 | 6,7 | 3,7 | 5,2 | 100,0 |
| | | France | 42,4 | 40,4 | 6,7 | 4,2 | 6,3 | 100,0 |
| 64/65 | Total retail distribution | FRG | 50,0 | 40,3 | 6,3 | 2,4 | 1,0 | 100,0 |
| | | France | 62,6 | 32,8 | 2,8 | 1,3 | 0,5 | 100,0 |

It can be seen that the curve of the distributions is somewhat similar in both France and Germany, especially as regards, for example, the group "Dispensing chemists", which is characterized in both countries by a concentration of the individual values around the average which is distinctly greater than that observed for the other activity groups. It should also be noted, however, that generally speaking this concentration around the average appears more pronounced in France than in Germany in most of the activity groups.

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