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STATISTICAL OFFICE OF THE REPUBLIC OF SLOVENIA

STATISTIČNE INFORMACIJE
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20 TRGOVINA IN DRUGE STORITVENE DEJAVNOSTI
DISTRIBUTIVE TRADE AND OTHER SERVICE ACTIVITIES

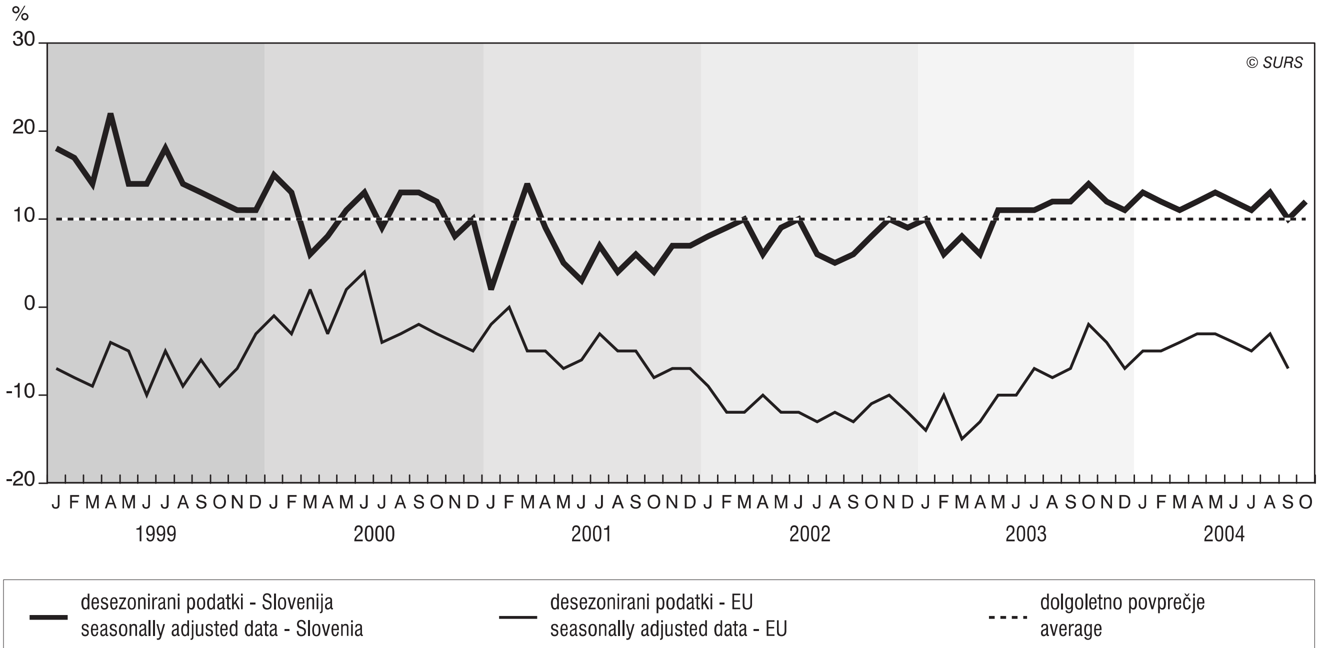
št./No 38

POSLOVNE TENDENCE V TRGOVINI NA DROBNO, SLOVENIJA, JANUAR 1999 - OKTOBER 2004
BUSINESS TENDENCY IN RETAIL TRADE, SLOVENIA, JANUARY 1999 - OCTOBER 2004

- V oktobru 2004 se je desezonirana vrednost kazalca zaupanja v trgovini na drobno v primerjavi s preteklim mesecem povišala za 2 odstotni točki. V primerjavi z lanskim oktobrom je bila vrednost kazalca nižja za 2 odstotni točki, glede na lansko povprečje pa je bila vrednost kazalca višja za 2 odstotni točki.
- Na razvoj kazalca zaupanja je vplivalo izboljšanje vseh treh komponent, tj. kazalca sedanjega in pričakovanega poslovnega položaja ter kazalec obseg zalog.
- Kazalci stanj so se večinoma izboljšali; razen kazalca finančnega položaja in konkurenčnosti. Izboljšali so se tudi kazalci pričakovanj; razen za kazalec pričakovana skupna nabava je bilo zabeleženo poslabšanje, medtem ko je kazalec pričakovanega povpraševanja ostal nespremenjen.

- In October 2004 the seasonally adjusted retail trade confidence indicator rose by 2 percentage points compared to September 2004. Compared to October 2003 it fell by 2 percentage points while compared to last year's average its value climbed by 2 percentage points.
- This development of the confidence indicator was determined by the improvement of all three components; i.e. the indicators of the present and expected business situation and the indicator of the volume of stocks.
- The indicators of the present business situation mostly improved, except the indicators of the financial situation and the competition. Improvements were also recorded for most indicators of the expected business situation, except the indicator of expected orders, which showed a decline, and the indicator of the expected demand, which remained unchanged.

I. KAZALEC ZAUPANJA[1] V SLOVENIJI IN EU[2], JANUAR 1999 - OKTOBER 2004
I. CONFIDENCE INDICATOR[1] IN SLOVENIA AND EU[2], JANUARY 1999 - OCTOBER 2004

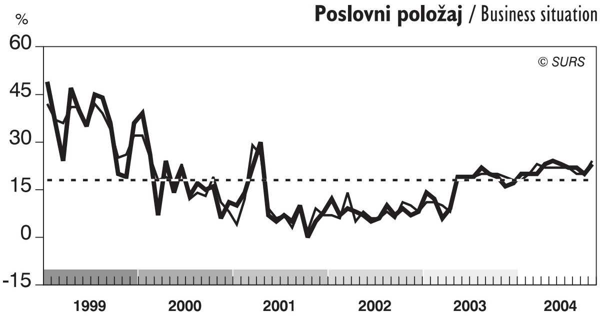


[1] Kazalec zaupanja je povprečje ravnotežij na vprašanja o sedanjem in pričakovanem poslovnem položaju ter sedanjem obsegu zalog (obrnjen predznak).
The confidence indicator is an average of responses (balances) to questions on present and expected business situation and present stock (the latter with inverted sign).
[2] Vir podatkov je Evropska komisija. Podatki o EU za zadnji mesec nam niso na voljo.
Source for EU data is European Commission. Data for EU for the last month are not available.

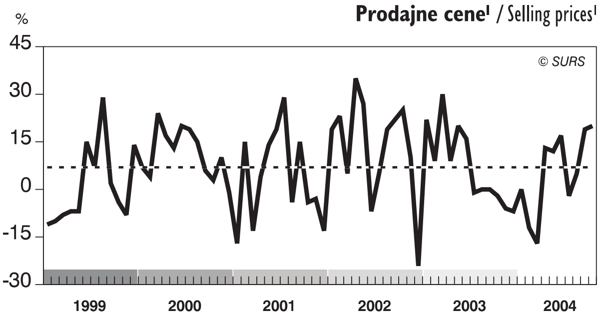
2. GIBANJE EKONOMSKIH KAZALCEV V TRGOVINI NA DROBNO V SLOVENIJI, JANUAR 1999 - OKTOBER 2004
2. EVOLUTION OF ECONOMIC INDICATORS IN RETAIL TRADE IN SLOVENIA, JANUARY 1999 - OCTOBER 2004

Ocena stanj / Appreciation of situation

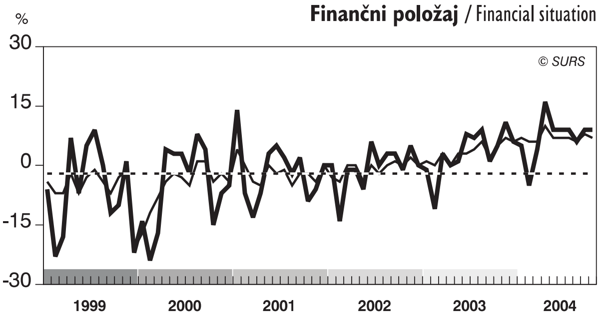
Poslovni položaj / Business situation



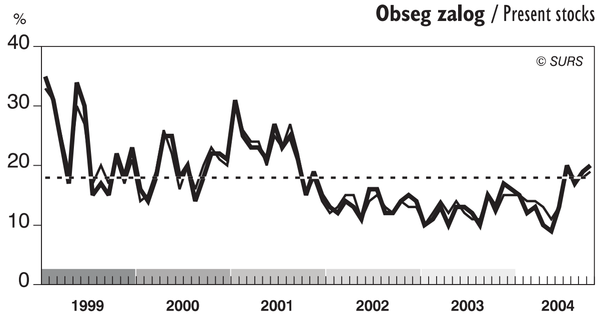
Prodajne cene[1] / Selling prices[1]



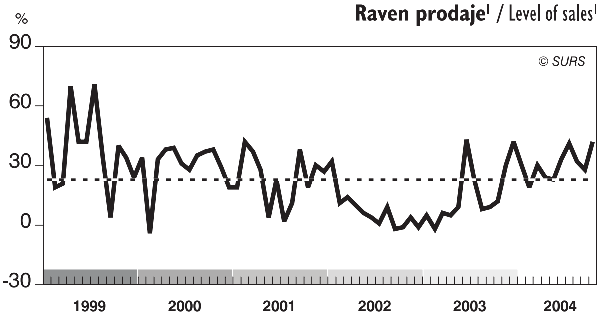
Finančni položaj / Financial situation



Obseg zalog / Present stocks

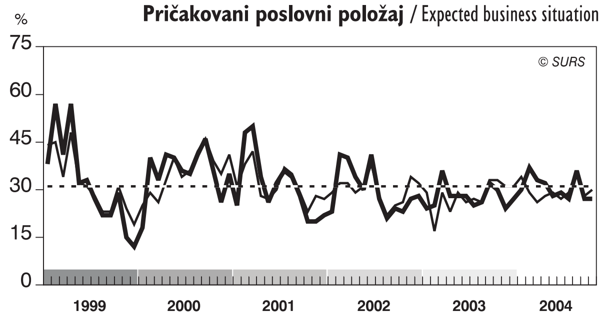


Raven prodaje[1] / Level of sales[1]

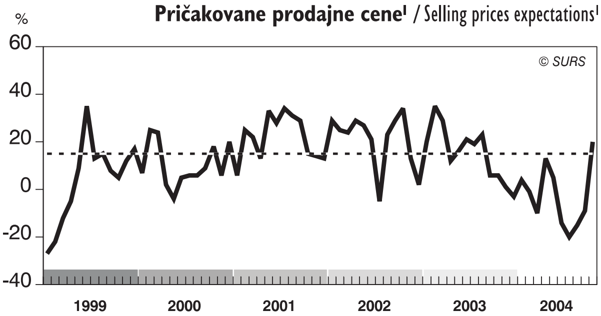


Pričakovanja v naslednjih 3 mesecih / Expectations in the next 3 months

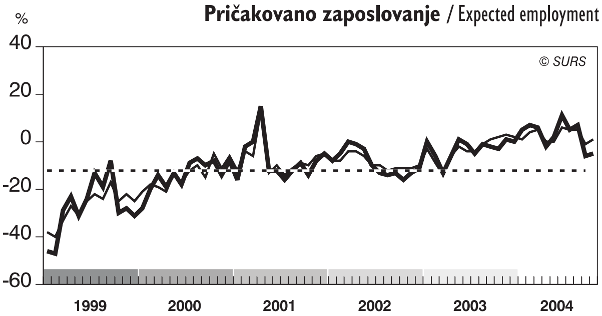
Pričakovani poslovni položaj / Expected business situation



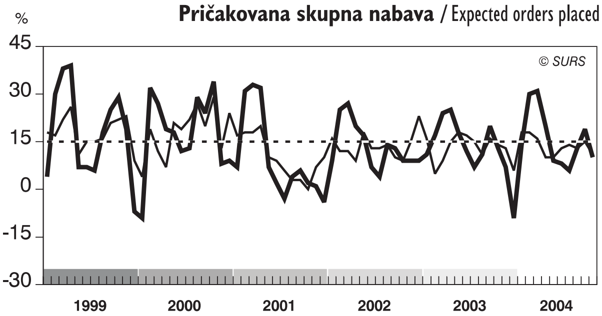
Pričakovane prodajne cene[1] / Selling prices expectations[1]



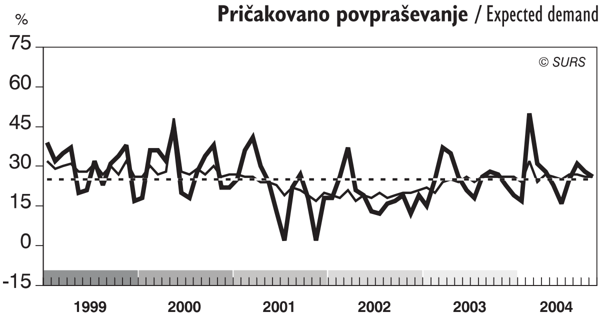
Pričakovano zaposlovanje / Expected employment



Pričakovana skupna nabava / Expected orders placed



Pričakovano povpraševanje / Expected demand

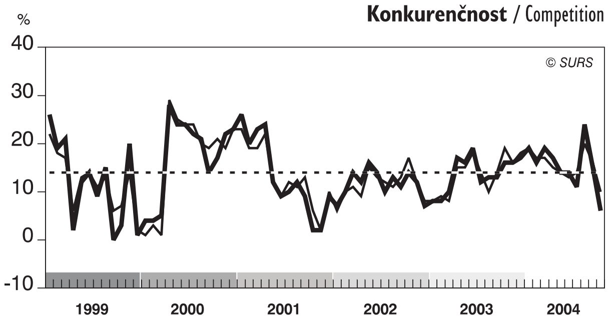


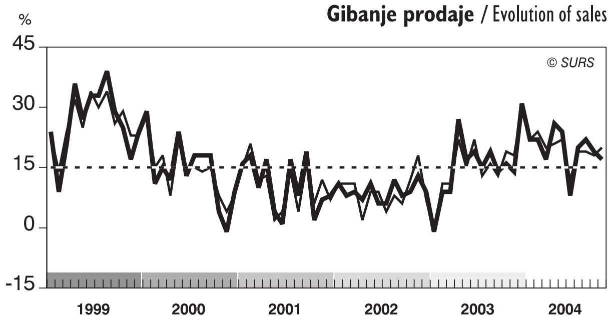
originalni podatki / raw data — desezonirani podatki / seasonally adjusted data - - - - dolgoletno povprečje / average

[1] Sezonska komponenta ni prisotna. / [1] No seasonal component.

Ocena konkurenčnosti in gibanje prodaje

Appreciation of competition and evolution of sales

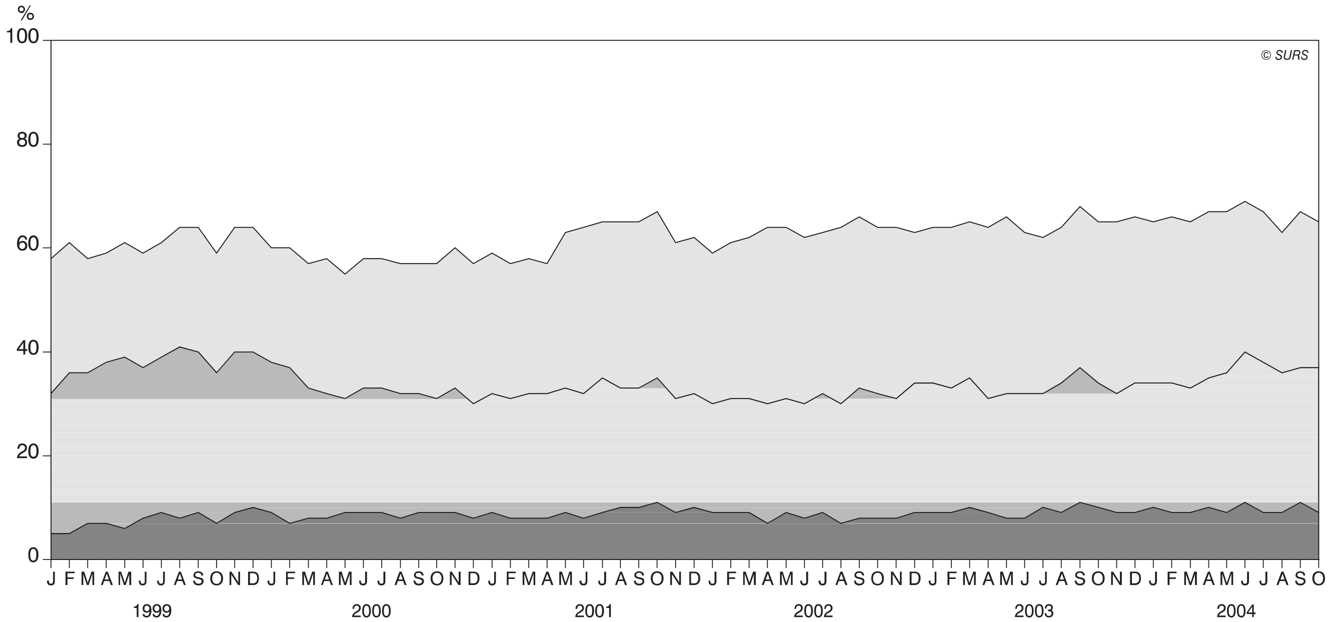




originalni podatki / raw data — desezonirani podatki / seasonally adjusted data — dolgoletno povprečje / average

Omejitveni dejavniki v trgovini na drobno

Obstacles in retail trade



Grafikon o omejitvah v trgovini na drobno prikazuje deleže podjetij, ki se soočajo z naslednjimi skupinami omejitev:

- Skupina **hude omejitve** zajema podjetja, ki imajo hkrati težave z dejavniki iz skupine "težave s povpraševanjem" kot tudi z dejavniki iz skupine "težave s ponudbo".
- Skupina **težave s ponudbo** zajema podjetja, ki imajo težave s slabo ponudbo, visokimi stroški dela, visoko ceno denarja, težavami z dostopnostjo do bančnih kreditov, premajhno prodajno površino in premajhnimi skladiščnimi prostori.
- Skupina **težave s povpraševanjem** zajema podjetja, ki imajo težave z nizkim povpraševanjem in konkurenco v sektorju.
- Skupina **ni omejitev** zajema podjetja, ki nimajo težav pri prodaji.

The chart on retail trade obstacles shows the share of enterprises faced with the following groups of problems:

- Group **severe obstacles** includes enterprises faced with problems from the group "demand difficulties" and those from the group "supply difficulties" at the same time.
- Group **supply difficulties** includes enterprises faced with bad supply, high cost of labour, high cost finance, problems with access to bank credits small sales surface and small storage capacity.
- Group **demand difficulties** includes enterprises faced with low demand and competition in own sector.
- Group **no limits** includes enterprises with no limits to retail.

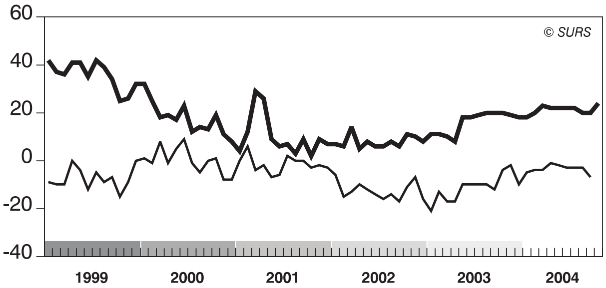
hude omejitve / severe obstacles — težave s ponudbo / supply difficulties — težave s povpraševanjem / demand difficulties — ni omejitev / no limits

3. GIBANJE EKONOMSKIH KAZALCEV V TRGOVINI NA DROBNO V SLOVENIJI IN EU[1], JANUAR 1999 - OKTOBER 2004

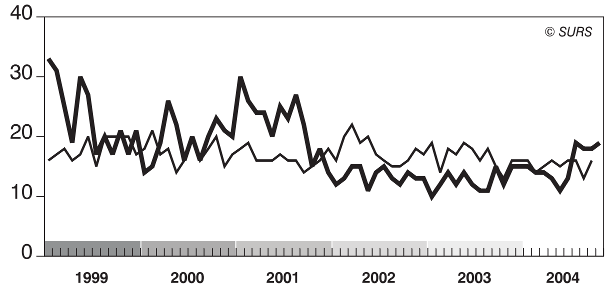
3. EVOLUTION OF ECONOMIC INDICATORS IN RETAIL TRADE IN SLOVENIA AND EU[1], JANUARY 1999 - OCTOBER 2004

Ocena stanj / Appreciation of situation

Poslovni položaj / Business situation

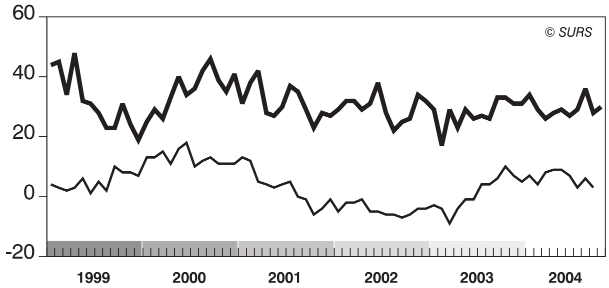


Obseg zalog / Present stocks

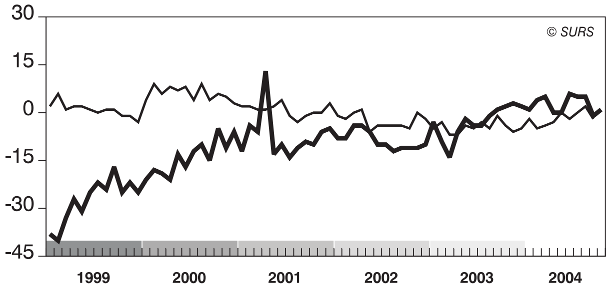


Pričakovanja v naslednjih 3 mesecih / Expectations in the next 3 months

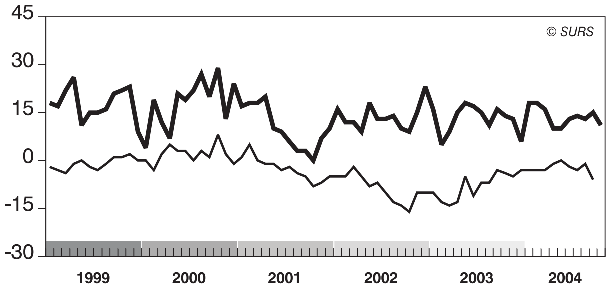
Pričakovani poslovni položaj / Expected business situation



Pričakovano zaposlovanje / Expected employement



Pričakovana skupna nabava / Expected orders placed



Slovenija / Slovenia — EU / EU

[1] Vir podatkov je Evropska komisija. Podatki o EU za zadnji mesec nam niso na voljo. Podatki so desezonirani.
Source for EU data is European Commission. Data for EU for the last month are not available. Data are seasonally adjusted.

METODOLOŠKA POJASNILA

NAMEN STATISTIČNEGA RAZISKOVANJA

Namen kvalitativne Ankete o poslovnih tendencah v trgovini na drobno (vprašalnik PA-TRG) je mesečno pridobivanje informacij o trenutnih stanjih glavnih ekonomskih kazalcev ter ocenitev njihovega gibanja v naslednjih mesecih. Rezultati anket so osnova za izračun kazalca zaupanja v trgovini na drobno in kazalca gospodarske klime, ki vključuje poleg kazalca zaupanja v trgovini na drobno tudi kazalec zaupanja pri potrošnikih in kazalec zaupanja v predelovalnih dejavnostih.

Panelno anketo o poslovnih tendencah v trgovini na drobno izvajamo v Sloveniji od januarja 1999 s poenotenim vprašalnikom, na podlagi poenotene metodologije in z enako periodiko, kakor jo izvajajo v državah članicah Evropske unije že več desetletij, kar omogoča neposredno primerljivost podatkov.

ENOTA OPAZOVANJA

Opazujemo podjetja, ki so po Standardni klasifikaciji dejavnosti razvrščena v trgovino na drobno, in sicer v naslednja oddelka:

- 50 - Prodaja, vzdrževanje in popravila motornih vozil; trgovina na drobno z motornimi gorivi,
- 52 - Trgovina na drobno, razen z motornimi vozili; popravila izdelkov široke porabe.

Vzorec podjetij je oblikovan na podlagi dveh meril:

- razvrstitve trgovskega podjetja po SKD in
- velikosti trgovskega podjetja (prihodek, skladno z zakonom o gospodarskih družbah).

VIRI

Na vprašalnik PA - TRG odgovarjajo direktorji podjetij ali drugi vodilni delavci med 1. in 10. v mesecu.

ZAJETJE

V panelni vzorec smo zajeli vsa velika in srednje velika podjetja ter 26 % malih podjetij (ali 37 % prihodka malih podjetij), ki so razvrščena v dejavnost trgovine na drobno ali trgovine z motornimi vozili. Opisani panelni vzorec pokriva 36 % podjetij vzorčnega okvira ali 93 % prihodka v trgovini na drobno in trgovine z motornimi vozili.

NAČIN ZBIRANJA PODATKOV

Anketo izvajamo mesečno po pošti.

UTEŽEVANJE ODGOVOROV

Odgovori so uteženi tako, da odražajo relativno pomembnost posameznega podjetja v vzorcu. Znotraj razredov SKD so odgovori uteženi s prihodkom.

NEODGOVORI

Neodgovore vsak mesec obdelamo skladno s poenoteno metodologijo.

DEFINICIJE IN POJASNILA

Ravnotežje je razlika med pozitivnimi in negativnimi odgovori, izraženimi v odstotkih. Ravnotežja prikazujejo gibanje opazovanih ekonomskih kazalcev (stanj in pričakovanj), ne pa dejanskih velikosti ekonomskih kazalcev. Grafikoni prikazujejo ravnotežja po posameznih vprašanjih.

METHODOLOGICAL EXPLANATIONS

PURPOSE OF THE STATISTICAL SURVEY

The purpose of the qualitative Survey on Business Tendency (questionnaire PA-TRG) is to get monthly information about current situations of major economic indicators and to evaluate their movement in the following months. The results of the survey are the basis for evaluation of the confidence indicator in retail trade and latter on also for the sentiment indicator, which also includes the consumer confidence indicator and the confidence indicator in manufacturing.

We have been carrying out the Panel Survey on Business Tendency in Retail Trade in Slovenia since January 1999 with the harmonised questionnaire, methodology and periodicity, which have been used in EU Member States for several decades. Therefore, all data are directly comparable.

OBSERVATION UNITS

We are monitoring units that are registered in retail trade or sale of motor vehicles in the following divisions:

- 50 - Sale, maintenance and repair of motor vehicles, retail sale of fuels
- 52 - Retail trade, except of motor vehicles, repair of personal and household goods

They were selected into the panel by two criteria:

- the classification of the enterprise according to the Standard Classification of Activities (SCA) and
- the size of the enterprises (turnover in accordance with the Law on Business Companies).

SOURCES

Persons responding to the monthly PA-TRG questionnaire are managers of enterprises or other executives. They respond between the 1st and the 10th of the month.

COVERAGE

The panel includes all large and medium-sized enterprises and 26% of small enterprises (or 37% of their turnover), the principal activity of which is classified into retail trade and sale of motor vehicles. The panel covers 36% of enterprises of the studied population or 93% of turnover in retail trade and sale of motor vehicles.

METHOD OF DATA COLLECTING

The survey is carried out monthly by mail.

WEIGHTS FOR RESPONSES

Responses to individual questions are weighted so that they reflect relative importance of an individual enterprise in the panel. Inside the SKD classes responses are weighted with the turnover.

NON-RESPONSES

Non-responses are processed every month in accordance with the harmonized methodology.

DEFINITIONS AND EXPLANATIONS

The **balance** is the difference between positive and negative answers, expressed in percent. The balance shows the movement of observed economic indicators (present situation and future expectations), and not the real size of economic indicators. The charts show the balance by individual questions.

Na grafih so prikazane desezonirane vrednosti. To so vrednosti, pri katerih je izključen vpliv sezone, vsebujejo pa trend-cikel in naključno komponento. Podatki za EU so desezonirani z metodo DAINTIES, za Slovenijo pa z metodo TRAMO/SEATS, ki temelji na ARIMA modelih. Pri oblikovanju modelov smo upoštevali obdobje od januarja 1999 do januarja 2004. Pri prodajnih cenah, pričakovanih prodajnih cenah in ravni prodaje sezonska komponenta ni prisotna.

Kazalec zaupanja je povprečje odgovorov (ravnotežij) na vprašanja o sedanjem in pričakovanem poslovnem položaju in sedanjem obsegu zalog (obrnjen predznak).

OBJAVLJANJE REZULTATOV

Sodelujoči v anketi prejmejo informacijo o dejavnosti, v katero so uvrščeni.

Drugim uporabnikom so ti podatki dostopni na ravni trgovine na drobno in po velikostnih razredih podjetij. Objavljamo jih mesečno v Statističnih informacijah in podatkovni bazi SI-STAT (http://www.stat.si).

VPRAŠANJA :

⇨ Ocene stanj:

- Ocena poslovnega položaja v zadnjih 3 mesecih: dober, zadovoljiv - normalen glede na sezono, slab?
- Prodajne cene so v primerjavi s preteklim mesecem: višje, enake, nižje?
- Ocena finančnega položaja v primerjavi s preteklim mesecem: boljši, enak, slabši?
- Ocena obsega zalog: premajhne, ustrezne - normalne glede na sezono, prevelike?
- Ocena prodaje glede na isti mesec lanskega leta: na višji ravni, na isti ravni, na nižji ravni?

⇨ Pričakovanja v naslednjih mesecih:

- Pričakovani poslovni položaj čez 6 mesecev: boljši, enak, slabši?
- Pričakovane prodajne cene v naslednjih mesecih: višje, enake, nižje?
- Pričakovano zaposlovanje v naslednjih 3 mesecih: povečalo, ostalo enako, zmanjšalo?
- Pričakovani obseg skupne nabave (tuji in domači dobavitelji) v naslednjih 3 meseci: večji, enak, manjši?
- Pričakovano povpraševanje v naslednjih 3 mesecih: povečalo, ostalo enako, zmanjšalo?

- Ocena konkurence na vašem področju glede na pretekli mesec: večja, enaka, manjša?
- Ocena gibanja prodaje za to obdobje leta: dobro, zadovoljivo, slabo?
- Dejavniki, ki ovirajo izboljšanje sedanjega položaja: ni omejitev, nizko povpraševanje, slaba ponudba, visoki stroški dela, visoka cena denarja, težka dostopnost do bančnih kreditov, premajhna prodajna površina, premajhni skladiščni prostori, konkurenca v sektorju, ostalo?
- Pričakovani obseg nabave pri domačih dobaviteljih v naslednjih 3 mesecih: večji, enak, manjši, nimamo domačih dobaviteljev?
- Pričakovani obseg nabave pri tujih dobaviteljih v naslednjih 3 mesecih: večji, enak, manjši, nimamo tujih dobaviteljev?

Data in the charts are seasonally adjusted. Values are adjusted for the seasonal component and include the trend-cycle component and the irregular component. Data for the EU are seasonally adjusted by DAINTIES method and for Slovenia by TRAMO/SEATS method, which is based on ARIMA models. The designing of the models is based on the time period from January 1999 to January 2004. Selling prices, selling prices expectation and the level of sales have no seasonal component.

The **confidence indicator** shows an average of responses (balances) to questions on present and expected business trend and present stock (the latter with inverted sign).

PUBLISHING

Persons participating in the survey get the information on the activity of their enterprises.

Other users can get data for retail trade and data for large, medium-sized and small enterprises published monthly in Rapid Reports and in the SI-STAT database (http://www.stat.si/eng).

QUESTIONS:

⇨ Appreciation of situation:

- Assessment of the present business situation over the past 3 months: good, satisfactory (normal for the season), bad?
- Selling prices compared to the last month: up, unchanged, down?
- Assessment of financial situation compared to the last month: better, same, worse?
- Assessment of stocks: too small, adequate (normal for the season), too large?
- Assessment of sales compared to the same month of the previous year: at a higer level, unchanged, at a lower level?

⇨ Expectation in the next months:

- Expected business situation 6 months ahead: better, same, worse?
- Selling price expectations for the next months: up, unchanged, down?
- Employment expectations for the next 3 months: up, unchanged, down?
- Expectations on orders to place with total suppliers (domestic and foreign) in the next 3 months: up, unchanged, down?
- Expected demand for the next 3 months: up, unchanged, down?

- Assessment of competition in own sector compared to the last month: up, unchanged, down?
- Assessment of sales for this period of year: good, satisfactory, bad?
- Factors limiting the improvement of the present business situation: none, low demand, bad supply, high labour costs , high costs of finance, problems with access to bank credits, small sales surface, small storage capacity, competition in own sector, other?
- Expectations on orders to place with domestic suppliers in the next 3 months: up, unchanged, down, no domestic suppliers?
- Expectations on orders to place with foreign suppliers in the next 3 months: up, unchanged, down, no foreign suppliers?

KOMENTAR

V oktobru se je desezonirana vrednost kazalca zaupanja v trgovini na drobno v primerjavi s preteklim mesecem zvišala za 2 odstotni točki. V primerjavi z lanskim oktobrom se je vrednost kazalca znižala za 2 odstotni točki, glede na lansko povprečje pa je bila njegova vrednost za 2 odstotni točki višja.

Na razvoj kazalca zaupanja je vplivalo izboljšanje vseh treh komponent, tj. kazalca sedanjega in pričakovanega poslovnega položaja ter kazalec obseg zalog.

Kazalci stanj so se večinoma izboljšali, razen kazalca finančni položaj in konkurenčnosti. Izboljšali so se tudi kazalci pričakovanj; razen za kazalec pričakovana skupna nabava je bilo zabeleženo poslabšanje, medtem ko je ostal kazalec pričakovanega povpraševanja nespremenjen.

PRIČAKOVANJA

PRIČAKOVANI POSLOVNI POLOŽAJ

Desezonirana vrednost kazalca pričakovanega poslovnega položaja je v primerjavi s preteklim mesecem višja za 2 odstotni točki. Glede na lanski oktober je bila vrednost kazalca za 3 odstotne točke nižja, medtem ko je bila njegova vrednost v primerjavi z lanskim povprečjem višja za 2 odstotni točki.

PRIČAKOVANE PRODAJNE CENE

V primerjavi s preteklim mesecem se je desezonirana vrednost kazalca pričakovanih prodajnih cen močno izboljšala, in sicer za 29 odstotnih točk. Izrazito izboljšanje je bilo zabeleženo tudi glede na isti mesec lani in lansko povprečje, in sicer za 14 oziroma 5 odstotnih točk.

PRIČAKOVANO ZAPOSLOVANJE

Desezonirana vrednost kazalca pričakovanega zaposlovanja se je zvišala za 2 odstotni točki glede na pretekli mesec in se za 2 odstotni točki znižala glede na isti mesec lanskega leta. Vrednost kazalca je bila za 4 odstotne točke nad lanskim povprečjem.

PRIČAKOVANA SKUPNA NABAVA

Desezonirana vrednost kazalca pričakovane skupne nabave se je v primerjavi s septembrom 2004 poslabšala za 4 odstotne točke. Padec je bil zabeležen tudi v primerjavi z oktobrom 2003 in z lanskim povprečjem, in sicer za 3 odstotne točke oziroma 2 odstotni točki.

PRIČAKOVANO POVPRAŠEVANJE

Desezonirana vrednost kazalca pričakovanega povpraševanja je v primerjavi s preteklim mesecem ostala nespremenjena. Glede na isti mesec lanskega leta je vrednost kazalca malo padla (za 1 odstotno točko), medtem ko je bila glede na lansko povprečje za 2 odstotni točki višja.

STANJA

POSLOVNI POLOŽAJ

V oktobru 2004 je bila desezonirana vrednost kazalca poslovnega

COMMENT

In October the seasonally adjusted retail trade confidence indicator showed an increase by 2 percentage points compared to September 2004. Compared to October 2003 the indicator fell by 2 percentage points while compared to last year's average its value was higher by 2 percentage points.

This development of the confidence indicator was determined by the improvement of all three components; i.e. the indicators of the present and expected business situation and the indicator of the volume of stocks.

The indicators of the present business situation mostly improved, except the indicators of the financial situation and the competition. Improvements were also recorded for most indicators of the expected business situation, except the indicator of expected orders, which showed a decline, and the indicator of the expected demand, which remained unchanged.

EXPECTATIONS

EXPECTED BUSINESS SITUATION

The seasonally adjusted value of the expected business situation indicator rose by 2 percentage points compared to the previous month. Compared to October 2003 it edged down by 3 percentage points while compared to last year’s average it was 2 percentage points higher.

SELLING PRICES EXPECTATIONS

The seasonally adjusted value of the selling prices expectations indicator strongly improved, that is by 29 percentage points compared to the previous month. A strong improvement was also recorded compared to October 2003 and to last year’s average, i.e. by 14 and 5 percentage points, respectively.

EXPECTED EMPLOYMENT

The seasonally adjusted value of the expected employment indicator showed a rise by 2 percentage points in comparison to the previous month and 2 percentage points decline compared to October 2003. The value was 4 percentage points above its last year’s average.

EXPECTED ORDERS

The seasonally adjusted value of the expected orders indicator deteriorated by 4 percentage points compared to September 2004. A fallby 3 and 2 percentage points was also recorded compared to October 2003 and last year’s average, respectively.

EXPECTED DEMAND

The seasonally adjusted value of the expected demand indicator remained unchanged in comparison to the previous month. Compared to October 2003 it was slightly down (by 1 percentage point) while compared to last year’s average it was 2 percentage points higher.

SITUATION

BUSINESS SITUATION

In October 2004 the seasonally adjusted value of the business situation položaja višja za 4 odstotne točke tako glede na pretekli mesec kot tudi v primerjavi z istim mesecem lanskega leta. Glede na lansko povprečje pa je bila vrednost kazalca višja za 8 odstotnih točk.

indicator rose by 4 percentage points compared to the previous month and to October 2003, while compared to last year's average it was 8 percentage points higher.

PRODAJNE CENE

Desezonirana vrednost kazalca prodajnih cen je pokazala rahlo mesečno zvišanje, in sicer za 1 odstotno točko. Močno izboljšanje vrednosti kazalca je bilo zabeleženo glede na isti mesec lanskega leta in glede na lansko povprečje, in sicer za 22 oziroma 12 odstotnih točk.

SELLING PRICES

The seasonally adjusted value of the selling prices indicator showed a little progress (by 1 percentage point) compared to the previous month. A strong improvement was recorded compared to October 2003 and to last year's average, i.e. by 22 and 12 percentage points, respectively.

FINANČNI POLOŽAJ

Desezonirana vrednost kazalca finančnega položaja je v primerjavi s preteklim mesecem malo padla, in sicer za 1 odstotno točko. Medtem ko je bila v primerjavi z oktobrom 2003 in lanskim povprečjem vrednost kazalca višja za 4 odstotne točke.

FINANCIAL SITUATION

The seasonally adjusted value of the financial situation indicator slightly fell by 1 percentage point compared to the previous month, while compared to October 2003 and last year's average its value increased by 4 percentage points.

OBSEG ZALOG

V primerjavi s septembrom 2004 se je desezonirana vrednost kazalca obsega zalog zvišala za 1 odstotno točko. Izboljšanje vrednosti kazalca je bilo zabeleženo tako glede na isti mesec lanskega leta kot tudi glede na lansko povprečje, in sicer za 7 oziroma 6 odstotnih točk.

PRESENT STOCKS

The seasonally adjusted value of the present stocks indicator rose by 1 percentage point compared to September 2004. Improvement was recorded in comparison to September 2003 as well as to last year's average, i.e. by 7 and 6 percentage points, respectively.

RAVEN PRODAJE

Desezonirana vrednost kazalca ravni prodaje se je v primerjavi s preteklim mesecem zelo izboljšala, in sicer za 14 odstotnih točk. Glede na isti mesec lanskega leta je bila njegova vrednost za 30 odstotnih točk višja in za 26 odstotnih točk višja od lanskega povprečja.

LEVEL OF SALES

The seasonally adjusted value of the level of sales indicator improved significantly by 14 percentage points compared to the previous month. Compared to October 2003 it rose by 30 percentage points and compared to last year's average it was 26 percentage points higher.

KONKURENČNOST

Desezonirana vrednost kazalca konkurenčnosti je v primerjavi s septembrom padla za 6 odstotnih točk. Njegova vrednost je padla za 10 odstotnih točk glede na isti mesec lanskega leta in je bila 4 odstotne točke pod lanskim povprečjem.

COMPETITION

The seasonally adjusted value of the competition indicator edged down by 6 percentage points compared to September. Compared to October 2003 its value fell by 10 percentage points and it was 4 percentage points below last year's average.

GIBANJE PRODAJE ZA TO OBDOBJE LETA

Desezonirana vrednost kazalca gibanja prodaje je v primerjavi s preteklim mesecem zrasla za 2 odstotni točki. Vrednost se je izboljšala tudi glede na isti mesec lanskega leta in glede na lansko povprečje, in sicer za 1 odstotno točko oziroma 4 odstotne točke.

EVOLUTION OF SALES FOR THIS PERIOD OF YEAR

The seasonally adjusted value of the evolution of sales rose by 2 percentage points compared to the previous month. The value also improved in comparison to October 2003 and to last year's average, i.e. by 1 and 4 percentage points, respectively.

OMEJITVENI DEJAVNIKI V TRGOVINI NA DROBNO

V trgovini na drobno se je 35 % podjetij (oz. 29 % prihodka) srečevalo z dejavniki iz skupine "hude omejitve". V primerjavi s preteklim mesecem je bil delež teh podjetij za 2 odstotni točki višji, glede na isti mesec lanskega leta pa je ta delež ostal nespremenjen.

Podjetij, ki so se srečevala s skupino dejavnikov "težave s ponudbo", je bilo 28 % (oz. 30 % prihodka). Delež teh podjetij se je glede na pretekli mesec znižal, in sicer za 2 odstotni točki, glede na isti mesec lanskega leta pa je padel za 3 odstotne točke.

Podjetij, ki so se srečevala s skupino dejavnikov "težave s povpraševanjem", je bilo 28 % (oz. 28 % prihodka), kar je bilo za 2 odstotni točki več kot v preteklem mesecu in za 4 odstotne točke več kot v lanskem oktobru.

OBSTACLES IN RETAIL TRADE

In retail trade 35% of enterprises (29% of turnover) were faced with "severe obstacles" in trading. Compared to the previous month the share of these enterprises was higher by 2 percentage points and compared to October 2003 it remained the same.

The share of enterprises faced with "supply difficulties" was 28% (30% of turnover). Compared to the previous month this share fell by 2 percentage points and compared to October 2003 it fell by 3 percentage points.

The share of enterprises faced with "demand difficulties" was 28% (28% of turnover), which was 2 percentage points more than in the previous month and 4 percentage points more than in October 2003.

Podjetij, ki niso imela omejitev v poslovanju, je bilo 9 % (oz. 13 % prihodka). Delež teh podjetij je bil glede na pretekli mesec nižji za 2 odstotni točki in za 1 odstotno točko nižji kot v lanskem oktobru.

Podrobnejši pregled omejitvenih dejavnikov v trgovini na drobno[1]:

- 47 % podjetij (ali 48 % prihodka) je omejevala konkurenca v sektorju,
- 38 % podjetij (ali 36 % prihodka) so omejevali visoki stroški dela,
- 33 % podjetij (ali 25 % prihodka) je omejevalo nezadostno povpraševanje,
- 26 % podjetij (ali 27 % prihodka) je omejevala visoka cena denarja,
- 15 % podjetij (ali 8 % prihodka) je omejevala premajhna prodajna površina,
- 13 % podjetij (ali 7 % prihodka) je omejevala dostopnost do bančnih kreditov,
- 10 % podjetij (ali 13 % prihodka) ni imelo omejitev v poslovanju,
- 9 % podjetij (ali 12 % prihodka) so omejevali drugi dejavniki, kot so finančna nedisciplina, visoke najemnine, slaba lokacija itd.,
- 7 % podjetij (ali 4 % prihodka) so omejevali premajhni skladiščni prostori,
- 3 % podjetij (ali 2 % prihodka) je omejevala slaba ponudba.

Only 9% of enterprises (13% of turnover) experienced no obstacles. The share of these enterprises fell by 2 percentage points compared to the previous month and it was 1 percentage point lower than in October 2003.

A more detailed overview of obstacles in retail trade shows that[1]:

- 47% of enterprises (or 48% of turnover) were limited by competition in own sector,
- 38% of enterprises (or 36% of turnover) were limited by high cost of labour,
- 33% of enterprises (or 25% of turnover) were limited by insufficient demand,
- 26% of enterprises (or 27% of turnover) were limited by high cost of money,
- 15% of enterprises (or 8% of turnover) were limited by shortage of sales surface,
- 13% of enterprises (or 7% of turnover) were limited by access to bank credits,
- 10% of enterprises (or 13% of turnover) experienced no obstacles,
- 9% of enterprises (or 12% of turnover) were limited by other factors such as lack of financial discipline, high rents, bad location, etc.,
- 7% of enterprises (or 4% of turnover) were limited by small storage capacity,
- 3% of enterprises (or 2% of turnover) were limited by supply shortage.

1) Podjetja lahko označijo več dejavnikov, ki omejujejo njihovo poslovanje, zato vsota odstotkov ni 100.
Enterprises can select several obstacled to their business, so the total is not 100%.

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