

## UNUTRAŠNJA TRGOVINA

### Izvori i metodi prikupljanja podataka

Podaci o unutrašnjoj trgovini potiču iz knjigovodstvenih i drugih evidencija organizacija koje se bave djelatnošću trgovine na malo i na veliko. Te podatke statistika prikuplja redovnim mjesečnim i godišnjim izvještajima. U periodu od 1992. do 2002. godine metod uzorka je korišćen u prikupljanju statističkih podataka samo za izvještajne jedinice privatnog sektora, a od 2003. godine se primjenjuje na sve izvještajne jedinice.

Radi usklađivanja sa evropskim standardima od 2007. godine došlo je do izmjene metodologije, pa su podaci za 2006. i 2007. godinu urađeni po novoj metodologiji.

### Obuhvat

Statistika unutrašnje trgovine obuhvata i prikazuje robni promet koji se ostvaruje posredstvom trgovinske djelatnosti (trgovina na malo i trgovina na veliko). Robni promet koji se ostvaruje neposredno između proizvođača, kao i između proizvođača i potrošača, nije obuhvaćen. Nisu obuhvaćene ni usluge u prometu robe (zastupničke, agencijske, komisione i dr.), kao ni opravke predmeta za ličnu potrošnju i domaćinstvo, koje prema Klasifikaciji djelatnosti (KD) statistika primjenjuje od 2001. godine, a koje spadaju u djelatnost trgovine na veliko, odnosno trgovine na malo.

Statističkim istraživanjem trgovine obuhvataju se svi poslovni subjekti (preduzeća i organizacije) koji se bave trgovinskom djelatnošću svih sektora svojine.

Prelaskom na novu klasifikaciju djelatnosti NACE Rev.2, Trgovina motornim vozilima i motociklima i Trgovina djelovima za motorna vozila se prate posebnim istraživanjem Trg-10M, od januara 2012. U skladu sa navedenim promjenama, tj. sa novom klasifikacijom NACE Rev. 2 indeksi prometa u trgovini na malo su preračunati i predstavljeni po novoj klasifikaciji NACE Rev.2 od 2010. godine.

Okvir za izbor preduzeća u uzorak urađen je na osnovu podataka iz biznis registra i podataka iz redovnih statističkih istraživanja trgovine.

### Definicije

Kao promet robe u trgovini na malo iskazana je vrijednost robe koju su preduzeća/organizacije koje obavljaju promet robe na malo isporučile krajnjim potrošačima (prvenstveno stanovništvu za ličnu potrošnju, za upotrebu u domaćinstvu i pravnim i fizičkim licima za obavljanje njihove djelatnosti).

Kao promet robe u trgovini na veliko iskazana je vrijednost robe koju su preduzeća/organizacije koje obavljaju promet robe na veliko isporučile: preduzećima unutrašnje trgovine, ostalim preduzećima za dalju preradu i velikim potrošačima za sopstvenu potrošnju (organizacije zdravstvene i socijalne zaštite, obrazovanja, odbrane i dr.).

Pod prodajom poljoprivrednih proizvoda podrazumijeva se realizacija, odnosno isporuka poljoprivrednih organizacija i poljoprivrednih jedinica u sastavu nepoljoprivrednih organizacija.

Pod otkupom poljoprivrednih proizvoda podrazumijeva se kupovina, odnosno, preuzimanje poljoprivrednih proizvoda neposredno od privatnih gazdinstava, koju vrše poljoprivredne, trgovinske, industrijske i druge organizacije u cilju dalje prodaje ili prerade.

## DOMESTIC TRADE

### Sources and methods of data collection

Data on domestic trade are obtained from bookkeeping records and other documentation of organizations engaged in retail and wholesale trade activities. Statistical Office collects these data through regular monthly and annual reports. In a period from 1992 to 2002, sample-based survey was conducted only for private sector, but since 2003, it has been applied to all reporting units.

The methodology was changed from 2007 with the purpose of compliance with EU standards, so that the data for 2006 and 2007 were done according to this new methodology.

### Coverage

Domestic trade statistics refers to and presents the goods turnover realized through trade activity (retail and wholesale trade). The goods flow directly among producers and between producers and consumers is not covered. Related services are not included, such as intermediation, agency, commission, etc. In addition, the repair of goods for personal consumption is not covered, although, according to the Classification of Activities introduced in 2001, these services are part of wholesale and retail trade activities.

Statistical trade surveys cover all business entities (enterprises and organizations) engaged in trade activities in various sectors of ownership.

With transition to the new classification NACE Rev.2, Trade of motor vehicles and motorcycles and trade of parts of motor vehicles are being monitored by a special research Trg10M, since January 2012. Considering these changes or the new classification NACE Rev.2, the turnover indices in retail trade are recalculated and presented by the new classification NACE Rev.2 since year 2010.

The sample frame for enterprises put in the sample have been made on the data drawn from business register, and data from regular retail trade statistical surveys.

### Definitions

*Turnover of goods in retail trade* shows the value of goods delivered by retail trade enterprises/organizations to final consumers (primarily to final consumers for personal consumption or use in households, and to legal and physical entities for performing their activities).

*Turnover of goods in wholesale trade* shows the value of goods delivered by wholesale enterprises/organizations to: domestic trade enterprises, other organizations for further processing, big consumers for their own consumption (health organizations, social insurance and welfare organizations, education, defence and other).

Sale of agricultural products refers to sale and/or delivery of products by agricultural organizations and agricultural units incorporated in non-agricultural organizations.

Purchase of agricultural products refers to direct purchase of products from private agricultural holdings, which is done by agricultural, trade, industrial or other organization, in order to use it for further sale or processing.

15. – 1. OPŠTI PREGLED RAZVOJA  
UNUTRAŠNJE TRGOVINEGENERAL REVIEW OF DOMESTIC  
TRADE DEVELOPMENT

	2010	2011	
<b>PRODAVNICE</b>	<b>3 962</b>	<b>4 025</b>	<b>SHOPS</b>
<b>ZAPOSLANI <sup>1)</sup></b>	<b>35 649</b>	<b>35 949</b>	<b>EMPLOYEES <sup>1)</sup></b>
Trgovina na malo	18 997	19 440	Retail trade
Trgovina na veliko	16 652	16 509	Wholesale trade
<b>PROMET, hilj. EUR</b>	<b>2 384 935</b>	<b>2 688 974</b>	<b>TURNOVER, thous. EUR</b>
Trgovina na malo	889 410	1 103 615	Retail trade
Trgovina na veliko	1 495 525	1 585 359	Wholesale trade

<sup>1)</sup> Broj zaposlenih preuzet iz istraživanja o zaposlenima (Monstat)<sup>1)</sup> Number of employees taken from survey of employees (Monstat)15 – 2. PROMET<sup>1)</sup> ROBE PO ROBNIM GRUPAMA I  
TRGOVINSKIM DJELATNOSTIMA NA MALOTURNOVER<sup>1)</sup> OF GOODS BY GOODS TYPE  
AND RETAIL TRADE ACTIVITIES

hilj. EUR

thous. EUR

	2009	2010	2011	
<b>UKUPNO (SA APOTEKAMA)</b>	<b>923 777</b>	<b>889 410</b>	<b>1 103 615</b>	<b>TOTAL (INCLUDING PHARMACIES)</b>
Hljeb, tjestenine i peciva	91 012	41 790	53 846	Bread, baked pastry, paste products
Meso, riba i prerađevine	122 154	76 446	86 260	Meat, fish and manufactured products
Mlijeko, mliječni proizvodi i jaja	29 645	35 780	39 659	Milk, milk products and eggs
Ulja i mast	21 802	22 349	25 957	Oils and fast
Voće i povrće (svježe i smrtnuto)	23 514	23 950	25 896	Fruits and vegetables (fresh and frozen)
Šećer, čokolada	34 329	34 304	41 259	Sugar, chocolate
Bezalk. pića, (kafa, čaj, kakao, sokovi i izvorska voda i dr.)	47 328	42 957	46 259	Non – alcoholic drinks
Ostali proizvodi za ljudsku ishranu	70 996	44 412	65 258	Other human food products
<b>PREHRANA - UKUPNO</b>	<b>440 780</b>	<b>321 998</b>	<b>384 394</b>	<b>FOOD - TOTAL</b>
Alkoholna pića	50 487	38 449	42 582	Alcoholic drinks
Duvan i cigarete	36 310	39 993	43 890	Tobacco and cigarettes
Odjevne tkanine svih vrsta	7 728	8 913	9 453	Clothing fabrics of all kinds
Muška, ženska i dječja odjeća i ostala odjevna galanterija	45 379	34 490	36 260	Men's, women's, children's clothes and other clothing articles
Obuća (muška, ženska, dječija i sportska)	18 830	47 161	48 259	Footwear (men's, women's, children's and sports)
Proizvodi za održavanje i popravku u domaćinstvu (parket, keramičke pločice, tapeti, cement, stakla za prozore i dr.)	41 576	49 515	65 986	Products for maintenance and repairs in household (parquet, wallpapers, cement, window glasses and other)
Lož ulje, butan gas, ugalj i drvo za domaćinstvo	861	870	2 126	Fuel oil, butane gas, coal and firewood
Namještaj i proizvodi za opremanje, dekoraciju	16 605	31 755	32 459	Furniture and products for household decoration and equipment
Tepisi i podne obloge	2 530	1 395	1 502	Carpets and floor coverings
Tekstilni proizv. i tekstil za domaćinstvo (posteljina i dr.)	5 708	2 783	2 826	Textile products and textile for households (bed linen, etc.)
Osnovni kućni aparati (frižideri, mašine za pranje, štednjaci, usisivači, TA peći, klima uređaji, grejalice)	16 969	37 183	37 454	Elementary house apparatus (refrigerators, ranges, washing machines, vacuum cleaners, heaters, air conditioners,
Ostali električni aparati kućni aparati (pegle, mikseri idr.)	6 974	5 504	5 966	Other electric apparatus for household (irons, mixers, etc.)
Staklo, posuđe, pribor za jelo, mehanički pribor	5 039	8 937	9 026	Glass, dishes, eating utensils, mechanical utensils, etc.
Alat i oprema za domaćinstvo, električni i ručne kosilice, testere, čekići, ašovi, lopate i dr.	24 469	17 486	18 027	Household tools and equipment, manual and power mowers, saws, hammers, shovel, spades and other
Sredstva za čišćenje i održavanje domaćinstva (omekšivači, insekticidi, pesticidi i dr.)	30 871	21 735	23 659	Products for household cleaning and maintenance (softeners, insecticides, pesticides, and other)
Farmaceutski proizvodi (ljekovi, vitamini, vakcine i dr.)	32 973	34 194	36 152	Pharmaceutical products (medicines, vitamins, vaccines, other)
Medicinski proizvodi (aparati za terapiju, termometri, mehanička kontraceptivna sredstva, korektivne naočare, ortopedski pomagala, slušni aparati i dr.)	6 043	3 818	4 026	Medical products (appliances and equipment (therapeutic apparatus, thermometers, mechanical contraceptives, corrective glasses, orthopaedic appliances, hearing aid)
Goriva i ulja za motorna vozila, motocikle i ostalo	34 732	41 877	41 259	Fuels and oils for motor vehicles, motorcycles and other

**15 – 2. PROMET<sup>1)</sup> ROBE PO ROBNIM GRUPAMA I  
TRGOVINSKIM DJELATNOSTIMA NA MALO, hilj. EUR**
**TURNOVER<sup>1)</sup> OF GOODS BY GOODS TYPE  
AND RETAIL TRADE ACTIVITIES, in thous. EUR**

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	2009	2010	2011	
Telefoni i telefaks aparati	1 086	1 041	1 126	Telephones and fax apparatus
Radio i TV uređaji, videorekorderi, kasetofoni, stereo sistemi i oprema za njih i dr.	6 549	17 612	16 263	Radio and TV sets, VCRs, tape recorders, stereos and related equipment, and other
Fotografska i optička oprema (kamera i fotoaparati)	257	52	102	Photographic and optical equipment (cameras)
Kompjuteri, posebni softveri, štampači, tastature	2 547	9 892	10 596	Computers, special software, printers, keyboards
Mediji za snimanje i snimljeni (ploče, CD, trake)	270	1 752	2 157	Recording and recorded media (records, CD, tapes)
Trajna dobra za rekreaciju	11 760	183	2 097	Durable goods for recreation
Igračke, oprema za sport, kampovanje, rekreaciju	3 612	3 085	3 570	Toys, sports, camping and recreation equipment
Cvijeće, sadnice, sjeme i sve vrste đubriva	4 269	5 821	6 024	Flowers, seedlings, seeds and all kinds of fertilizers
Kućni ljubimci, hrana, lijekovi i pomoćna sredstva	289	539	1 037	Pets, food, medicines and devices for their care
Knjige, novine i pisači materijal	35 970	15 678	17 236	Books, newspapers and stationery
Aparati i preparati za ličnu njegu (fenovi, kreme i dr.)	24 100	21 866	24 660	Apparatus and cosmetic preparations for personal care (hair dryer, creams, etc.)
Ostali preparati za ličnu njegu	8 204	5 699	5 896	Other products for personal care
Ostalo	-	58 144	167 547	Other

<sup>1)</sup> Prelaskom na novu klasifikaciju djelatnosti NACE Rev.2, Trgovina motornim vozilima i motociklima i Trgovina djelovima za motorna vozila se prate posebnim istraživanjem Trg10M, od januara 2012. U skladu sa navedenim promjenama, tj. sa novom klasifikacijom NACE Rev. 2 indeksi prometa u trgovini na malo su preračunati i predstavljeni po novoj klasifikaciji NACE Rev.2 od 2010. godine.

<sup>1)</sup> With transition to the new classification NACE Rev.2, Trade of motor vehicles and motorcycles and trade of parts of motor vehicles are being monitored by a special research Trg10M, since January 2012. Considering these changes or the new classification NACE Rev.2, the turnover indices in retail trade are recalculated and presented by the new classification NACE Rev.2 since year 2010.

**15 – 3. PROMET<sup>1)</sup> ROBE PO ROBNIM GRUPAMA I  
TRGOVINSKIM DJELATNOSTIMA NA VELIKO**
**TURNOVER<sup>1)</sup> OF GOODS BY GOODS TYPES  
AND WHOLESALE TRADE ACTIVITIES**

hilj. EUR

thous. EUR

	2009	2010	2011	
<b>UKUPNO</b>	<b>1 487 927</b>	<b>1 495 525</b>	<b>1 585 359</b>	<b>TOTAL</b>
Poljoprivredne sirovine	9 804	13 991	14 892	Agricultural raw materials
Meso, riba i preradevine	51 694	54 614	65 707	Meat, fish and manufactured products
Mlijeko, mliječni proizvodi i jaja	35 458	35 100	40 022	Milk, milk products and eggs
Voće i povrće (svježe i smrtnuto)	36 162	33 892	36 173	Fruits and vegetables (fresh and frozen)
Šećer, čokolada,	42 772	47 128	54 802	Sugar, chocolate,
Kafa, čajevi, kakao	36 901	30 708	33 708	Coffee, tea, cocoa
Bezalkoholna i alkoholna pića	140 941	158 121	159 248	Non – alcoholic and alcoholic drinks
Ostali proizvodi za ljudsku ishranu	55 906	46 167	62 880	Other food products
<b>Prehrana ukupno</b>	<b>409 639*</b>	<b>419 721*</b>	<b>467 432</b>	<b>Food total</b>
Duvan i cigarete	55 495	49 755	58 081	Tobacco and cigarettes
Tekstil i odjeća	45 134	40 064	40 923	Textile and clothing
Obuća i kožna galanterija	4 986	5 557	6 144	Footwear and leather products
Namještaj	28 895	52 547	53 812	Furniture
Električni aparati za domaćinstvo	27 895	27 193	29 818	Electric devices for household
Porculan i staklo	20 179	4 817	9 073	Porcelain and glass
Lakovi i boje	29 611	7 769	24 710	Varnishes and paints
Parfimerija, kozmetički proizvodi	67 494	61 277	66 993	Perfumes, and cosmetic products
Farmaceutski proizvodi	111 260	143 333	144 235	Pharmaceutical products
Proizvodi od papira (knjige, novine i papirna konfek.)	8 520	6 255	8 614	Paper products (books, newspapers, etc.)
Fotografski i optički predmeti, bicikli, muzic. instrumenti	4 908	1 377	2 743	Camera and optical bycycles, musics instruments,
Čvrsta, tečna i gasovita goriva	331 582	351 197	346 847	Hard, liquid and gas fuels
Metalni proizvodi i rude	19 111	22 633	25 827	Metal products and ores
Drvo, građevinski materijal	78 513	104 802	107 802	Wood, building material
Mineralna roba, cijevi	57 817	9 361	24 900	Mineral goods, pipelines
Hemijski proizvodi	5 282	6 052	6 849	Chemical products
Otpaci i ostaci	968	244	1 376	Scrap and waste
Mašine, uređaji i pribor	62 074	45 388	48 427	Machinery, equipment and accessories
Ostalo	118 565	136 183	110 753	Other

<sup>1)</sup> Prelaskom na novu klasifikaciju djelatnosti NACE Rev.2, Trgovina motornim vozilima i motociklima i Trgovina djelovima za motorna vozila se prate posebnim istraživanjem Trg10M, od januara 2012. U skladu sa navedenim promjenama, tj. sa novom klasifikacijom NACE Rev. 2 indeksi prometa u trgovini na malo su preračunati i predstavljeni po novoj klasifikaciji NACE Rev.2 od 2010. godine.

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15 – 4. PRODAJA I OTKUP PROIZVODA POLJOPRIVREDE,  
ŠUMARSTVA I RIBARSTVASALE AND PURCHASE OF AGRICULTURAL  
FORESTRY AND FISHERY PRODUCTS

hilj. EUR

thous. EUR

	Prodaja i otkup Sale and Purchase				Prodaja Sale				
	2008	2009	2010	2011	2008	2009	2010	2011	
<b>UKUPNO</b>	<b>20 198</b>	<b>20 740</b>	<b>17 003</b>	<b>23 936</b>	<b>5 923</b>	<b>7 332</b>	<b>8 135</b>	<b>7 609</b>	<b>TOTAL</b>
Žito	1	50	123	35	1	50	8	35	Cereals
Industrijsko bilje	0	301	238	329	0	-	238	79	Industrial crops
Stočno – krmno bilje	0	0	-	-	0	-	-	-	Fodder crops
Sjeme	185	104	208	109	185	104	208	109	Seeds
Povrće <sup>1)</sup>	491	178	356	1 042	145	35	199	128	Vegetables <sup>1)</sup>
Voće	1 749	1 642	1 309	1 892	872	560	812	978	Fruits
Grožđe	1 897	1 494	1 631	2 324	1 897	1 494	1 631	1 729	Grapes
Prerađevine voća i grožđa	189	87	45	161	189	87	45	161	Fruit and grapes preparations
Voćne i lozne sadnice	23	215	0	0	23	20	0	0	Fruits and grapevine nursery plants
Stoka	8 017	9 170	5 331	10 000	1 109	1 857	1 497	938	Livestock
Živina i jaja	1 082	1 723	1 409	1 329	1 082	1 723	1 409	1 329	Poultry and eggs
Mlijeko	5 204	4 517	4 355	4 513	164	179	190	60	Milk
Mliječni proizvodi	0	0	397	567	0	-	335	567	Dairy products
Koža, vuna i perje	0	-	8	25	0	-	-	-	Hide, wool and feathers
Med i vosak	0	-	-	-	0	-	-	-	Honey and Wax
Drvo	0	-	-	-	-	-	-	-	Wood
Ostali proizvodi poljoprivrede i šumarstva	1 104	36	30	118	0	-	0	3	Other products of agriculture and forestry
Riba	256	1 223	1 563	1 493	256	1 223	1 563	1 493	Fish

<sup>1)</sup> Uključen i krompir i pasulj<sup>1)</sup> Potato and beans included.15 – 5. PRODAJA I OTKUP PROIZVODA POLJOPRIVREDE,  
ŠUMARSTVA I RIBARSTVA, KOLIČINE <sup>1)</sup>SALE AND PURCHASE OF AGRICULTURAL, FORESTRY  
AND FISHERY PRODUCTS, QUANTITIES <sup>1)</sup>

	Prodaja i otkup Sale and Purchase				Prodaja Sale				
	2008	2009	2010	2011	2008	2009	2010	2011	
Duvan (suvi list), t	0	0	238	187	0	-	-	34	Tobacco, (dry leaves), t
Krompir merkantilni, t	270	118	128	311	236	108	109	231	Potato, mercantile, t
Breskve, t	1 156	557	799	1 464	1 065	557	799	1 464	Peach, t
Grožđe, t	2 545	1 494	1 631	2 583	2 545	1 494	1 631	2 122	Grapes, t
Vino, hilj.lit	18	11	4	6	18	11	4	6	Wine, thous. lit
Ostala junad za klanje, t	8	3	94	1 152	0	-	23	22	Other heifers for slaughtering, t
Ostala telad za klanje, t	30	20	138	992	0	-	-	237	Other calves for slaughtering, t
Ostala jagnjad, t	161	59	123	788	2	19	-	14	Other lambs, t
Jaja (konzumna), hilj.kom.	10 207	1 723	1 409	14 823	10 199	1 723	1 409	14 823	Eggs, thous. pcs.
Svježe mlijeko, hilj.litara	16 483	4 517	4 355	11 109	608	179	190	148	Fresh milk, thous. lit
Pastrmka, t	58	796	1 003	269	58	796	1 003	269	Trout, t

<sup>1)</sup> Po izabranim proizvodima<sup>1)</sup> By selected products