TABLE 06: DISTRIBUTION (ESTIMATES IN CURRENT PRICES)
81 FIRMS

1994	1995	1996	1997
SALES, OTHER THAN RESALES	(KM)	550	779
RESALES	(KM)	5417	8830
TOTAL SALES	(KM)	5967	9609
STOCKS: END OF YEAR (E.O.Y)	(KM)	883	1348
STOCKS: BEGINNING OF YEAR	(KM)	690	883

NET STOCKS	(KM)	193	465
MATERIAL AND DIRECT SERVICES	(KM)	972	2528
PURCHASES FOR RESALE	(KM)	3457	4744
INDIRECT SERVICES	(KM)	375	567
TOTAL PURCHASES	(KM)	4804	7839
VALUE ADDED [MARKET PRICES (MP)]	(KM)	1356	2235

SURTAX/EXCISE ON PRODUCTION	(KM)	117	187
VALUE ADDED [BASIC PRICES (BP)]	(KM)	1239	2048
OF WHICH: REMUNERATION	(KM)	287	413
: DEPRECIATION	(KM)	50	79
: NET TRADING PROFIT	(KM)	902	1556
: GROSS PROFIT	(KM)	952	1635
EMPLOYMENT	('000)	39	37

FIXED ASSETS: E.O.Y. BOOK VALUE	(KM)	826	1130
CAPITAL INVESTMENT (FIXED ASSETS)	(KM)	220	415
NET STOCKS	(KM)	193	465
TOTAL ACCUMULATION	(KM)	413	880
REMUNERATION/V.A.(M.P.)	(%)	21	18
DEPRECIATION/V.A.(M.P.)	(%)	4	4

VALUE ADDED (B.P.)/TOTAL SALES	(%)	21	21
STOCKS E.O.Y./TOTAL SALES	(%)	15	14
CAPITAL INVESTMENT/VALUE ADDED (BP)	(%)	18	20
VALUE ADDED (BP) PER EMPLOYEE	(K)	31769	55351
REMUNERATION PER EMPLOYEE	(K)	7359	11162

Note: E.O.Y = End of year; B.P = Basic price; M.P = Market price; KM = Million Kwacha; K = Kwacha