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Motor trade sales (Preliminary)

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Summary findings: Motor trade sales

Table A – Key figures as at the end of April 2008

Estimates	April 2008 (R million)	% change between April 2007 and April 2008	% change between February to April 2007 and February to April 2008	% change between January to April 2007 and January to April 2008
Motor trade sales	28 417	16,5	8,2	7,4

Seasonally adjusted estimates	April 2008 (R million)	% change between March and April 2008	% change between November 2007 to January 2008 and February to April 2008
Motor trade sales	30 580	5,8	5,3

Key findings as at the end of April 2008

Motor trade sales increase

After recording a moderate increase of 1,4% year on year in March 2008, annual growth in motor trade sales rose strongly in April 2008 to 16,5%. The increase was partly driven by high fuel prices¹ and the impact of lower motor vehicle sales reported in April 2007, when sales were negatively affected by the difficulties experienced with the introduction of the eNatis system.

Motor trade sales for the three months up to April 2008 increased by 8,2% compared with the three months up to April 2007. This was lower than the 13,8% increase reported for the three months ended April 2007 compared with the three months ended April 2006.

Seasonally adjusted motor trade sales for the three months up to April 2008 increased by 5,3% compared with the three months ended January 2008.

¹ See table B next page

As indicated in table B below, the major contributors to the 8,2% increase in motor trade sales for the three months ended April 2008 compared with the three months ended April 2007 were income from fuel sales (5,4 percentage points), income from the sales of accessories (1,5 percentage points) and income from convenience store sales (1,0 percentage point). New vehicle sales contributed negatively (-0,7 of a percentage point) to the 8,2% increase in motor trade sales.

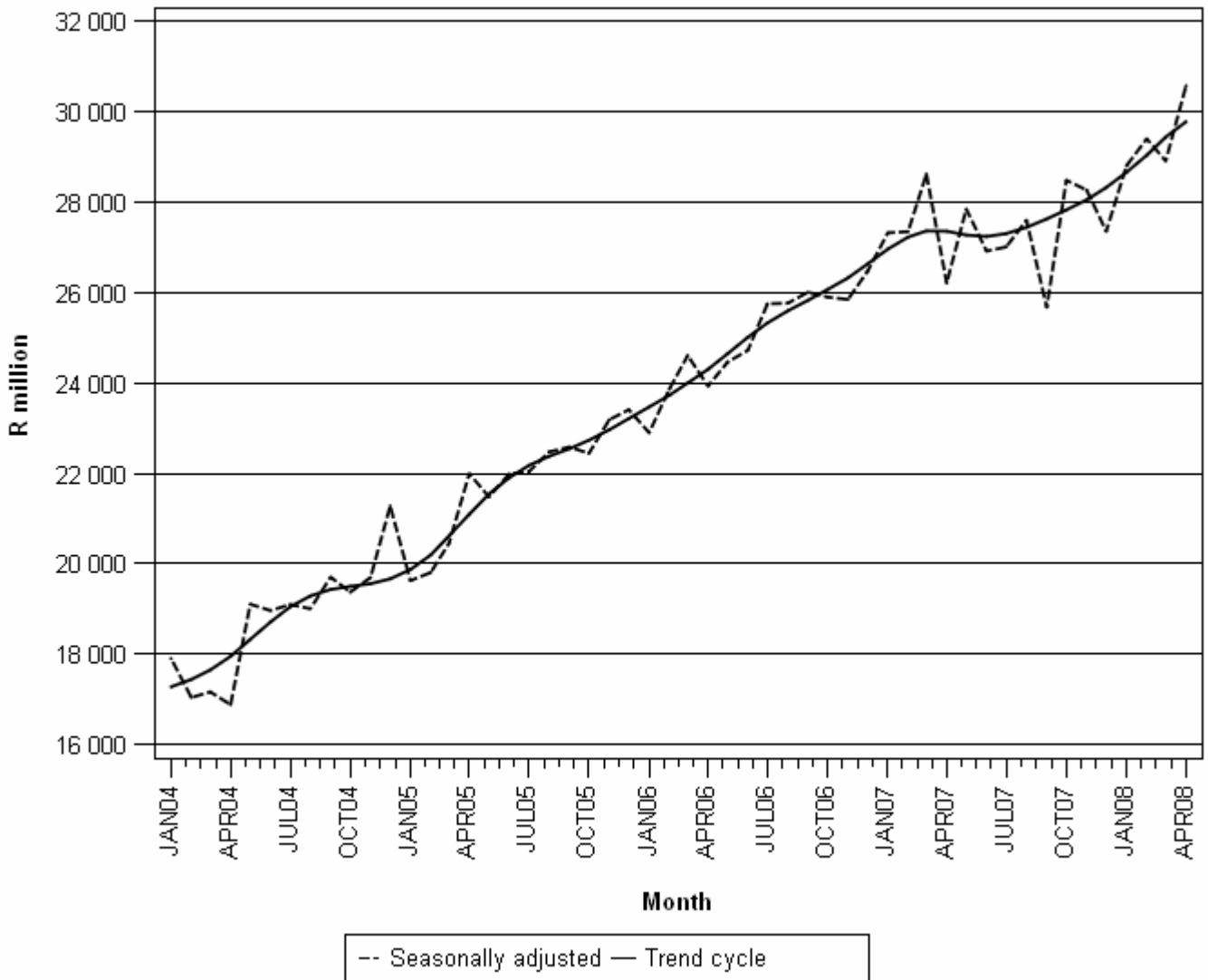
Table B – Contribution of the types of activity to the percentage change in motor trade sales

Type of activity	February to April 2007 (R million)	Weight 1/	February to April 2008 (R million)	Difference in sales between February to April 2007 and February to April 2008 (R million)	Percentage change between February to April 2007 and February to April 2008	Contribution (percentage points) to the percentage change in total sales 2/
New vehicle sales	27 437	34,7	26 884	-553	-2,0	-0,7
Used vehicle sales	14 617	18,5	15 056	439	3,0	0,6
Workshop income	6 841	8,6	7 218	377	5,5	0,5
Income from the sales of accessories	11 296	14,3	12 450	1 154	10,2	1,5
Income from fuel sales	14 955	18,9	19 225	4 270	28,6	5,4
Income from convenience store sales	4 013	5,1	4 797	784	19,5	1,0
Total 3/	79 158	100,0	85 631	6 473	8,2	8,2

1/ Weight is the percentage contribution of each type of activity to the total motor trade sales for the three months up to the current month of the previous year.
 2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of activity with the corresponding weight.
 3/ The figures have been rounded off. Therefore, discrepancies may occur between the sums of the component items and totals.

Figure 1 below shows the seasonally adjusted and trend patterns for motor trade sales between January 2004 and April 2008.

Figure 1 – Motor trade sales



P J Lehohla
Statistician-General

Detailed results

Tables 1 and 2 show motor trade sales and percentage changes over the period January 2001 – April 2008. Table 3 shows seasonally adjusted motor trade sales over the same period.

Table 1 – Total motor trade sales (R million)

Month	2001	2002	2003	2004	2005	2006	2007 1/	2008 1/
January	10 886	12 671	15 246	17 496	19 088	22 163	26 319	27 679
February	11 662	13 157	15 185	16 580	19 144	23 053	26 472	28 532
March	11 932	13 034	15 016	16 803	20 028	24 229	28 288	28 682
April	10 657	13 424	14 283	15 699	20 436	22 263	24 398	28 417
May	11 692	14 279	15 207	19 311	21 793	24 873	28 386	
June	11 910	13 626	15 287	18 652	21 548	24 160	26 254	
July	11 994	14 553	17 017	19 803	22 965	26 866	28 187	
August	12 038	15 185	15 648	19 716	23 436	26 937	28 923	
September	11 325	14 907	16 142	20 180	23 241	26 804	26 492	
October	12 686	15 086	17 144	19 874	23 018	26 589	29 212	
November	12 617	15 638	17 606	20 622	24 317	27 112	29 636	
December	12 844	14 457	17 194	20 802	22 664	25 434	26 142	
Total	142 243	170 017	190 975	225 538	261 678	300 483	328 709	

1/ Preliminary.

Table 2 – Percentage change in total motor sales 1/

Month	2001	2002	2003	2004	2005	2006	2007	2008
January	-	16,4	20,3	14,8	9,1	16,1	18,8	5,2
February	-	12,8	15,4	9,2	15,5	20,4	14,8	7,8
March	-	9,2	15,2	11,9	19,2	21,0	16,8	1,4
April	-	26,0	6,4	9,9	30,2	8,9	9,6	16,5
May	-	22,1	6,5	27,0	12,9	14,1	14,1	
June	-	14,4	12,2	22,0	15,5	12,1	8,7	
July	-	21,3	16,9	16,4	16,0	17,0	4,9	
August	-	26,1	3,0	26,0	18,9	14,9	7,4	
September	-	31,6	8,3	25,0	15,2	15,3	-1,2	
October	-	18,9	13,6	15,9	15,8	15,5	9,9	
November	-	23,9	12,6	17,1	17,9	11,5	9,3	
December	-	12,6	18,9	21,0	9,0	12,2	2,8	
Total	-	19,5	12,3	18,1	16,0	14,8	9,4	

1/ The percentage change is the difference between motor trade sales of the relevant year and those of the previous year expressed as percentage.

Table 3 – Seasonally adjusted total motor trade sales (R million)

Month	2001	2002	2003	2004	2005	2006	2007	2008
January	11 306	13 021	15 602	17 898	19 623	22 898	27 325	28 811
February	11 546	13 168	15 412	17 035	19 803	23 867	27 352	29 406
March	11 954	13 176	15 308	17 159	20 450	24 607	28 625	28 916
April	11 463	14 448	15 365	16 877	21 993	23 932	26 214	30 580
May	11 621	14 171	15 057	19 102	21 478	24 462	27 850	
June	11 929	13 700	15 454	18 961	21 986	24 723	26 920	
July	11 734	14 199	16 506	19 094	22 033	25 754	27 013	
August	11 689	14 740	15 140	19 001	22 473	25 766	27 602	
September	11 216	14 694	15 827	19 701	22 582	26 010	25 677	
October	12 397	14 722	16 739	19 369	22 442	25 902	28 488	
November	12 224	15 061	16 865	19 693	23 186	25 849	28 272	
December	13 080	14 679	17 491	21 276	23 409	26 473	27 359	

Table 4 shows motor trade sales by type of activity. The main income in the motor trade industry is derived from the sales of vehicles and income from fuel sales.

Table 4 – Motor trade sales by type of activity (R million) 1/

Year and month 2/		New vehicle sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenient store sales	Total 3/
2006	January	8 149	3 878	1 819	2 888	4 402	1 027	22 163
	February	8 640	4 129	1 984	3 138	4 178	984	23 053
	March	9 018	4 404	2 100	3 070	4 439	1 198	24 229
	April	7 948	4 111	1 962	2 857	4 269	1 116	22 263
	May	9 059	4 521	2 240	3 234	4 699	1 122	24 873
	June	8 278	4 696	2 116	3 131	4 861	1 079	24 160
	July	10 116	4 946	2 214	3 199	5 127	1 263	26 866
	August	9 851	4 899	2 367	3 249	5 436	1 135	26 937
	September	9 710	5 055	2 481	3 215	5 080	1 263	26 804
	October	9 199	5 057	2 531	3 646	4 866	1 289	26 589
	November	9 520	5 379	2 548	3 740	4 732	1 192	27 112
	December	8 649	4 363	2 061	3 327	5 690	1 344	25 434
	Total	108 137	55 438	26 423	38 694	57 779	14 012	300 483
2007	January	9 595	4 727	2 164	3 669	4 949	1 214	26 319
	February	9 217	5 119	2 391	3 789	4 716	1 239	26 472
	March	10 172	5 274	2 353	4 037	5 044	1 409	28 288
	April	8 048	4 224	2 097	3 470	5 195	1 365	24 398
	May	9 383	5 441	2 487	3 995	5 716	1 365	28 386
	June	8 240	4 929	2 340	3 739	5 658	1 348	26 254
	July	9 399	5 263	2 385	3 901	5 824	1 415	28 187
	August	9 784	5 622	2 394	3 954	5 728	1 442	28 923
	September	8 782	4 740	2 142	3 667	5 705	1 456	26 492
	October	9 415	5 444	2 498	4 296	5 960	1 600	29 212
	November	9 495	5 708	2 603	4 145	5 996	1 687	29 636
	December	7 710	4 351	2 240	3 296	6 741	1 805	26 142
	Total	109 240	60 842	28 094	45 958	67 232	17 345	328 709
2008	January	9 013	4 845	2 209	4 032	6 235	1 346	27 679
	February	9 310	5 049	2 529	4 202	5 994	1 448	28 532
	March	9 032	5 065	2 325	3 974	6 602	1 684	28 682
	April	8 542	4 942	2 364	4 274	6 629	1 665	28 417

1/ The type of activity in motor trade refer to the enterprises classified within the motor trade industry and engaged in the activities mentioned above.

2/ Preliminary.

3/ The figures have been rounded off. Therefore, discrepancies may occur between the sums of the component items and totals.

Tables 5.1 and 5.2 show the estimates and percentage changes in motor trade sales and seasonally adjusted estimates.

Table 5 – Estimates and percentage changes in total motor trade sales

Table 5.1 – Quarterly and cumulative estimates and percentages

Estimates	February to April 2007 (R million)	February to April 2008 (R million)	% change between February to April 2007 and February to April 2008	January to April 2007 (R million)	January to April 2008 (R million)	% change between January to April 2007 and January to April 2008
Motor trade sales	79 158	85 631	+8,2	105 477	113 310	+7,4

Table 5.2 – Seasonally adjusted estimates with monthly and quarterly percentage change

Seasonally adjusted estimates	March 2008 (R million)	April 2008 (R million)	% change between March and April 2008	November 2007 to January 2008 (R million)	February to April 2008 (R million)	% change between November 2007 to January 2008 and February to April 2008
Motor trade sales	28 916	30 580	+5,8	84 442	88 902	+5,3

Explanatory notes

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises of the motor trade industry (see 3 below). This survey is based on a sample drawn from the 2007 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).
	2	As is usual, information for the latest month has had to be estimated for respondents who have not reported by the cut-off date for production of results. These estimates will be revised in future statistical releases when their reported information becomes available. Motor trade sales estimates exclude value-added tax (VAT).
Purpose of the survey	3	The results of the monthly motor trade sales survey are used to compile estimates of the Gross Domestic Product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
Scope of the survey	4	<p>The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include -</p> <ul style="list-style-type: none"> • motor vehicle dealers, filling stations and workshops; • motor cycle dealers; • spares and accessories; • tyre dealers; • automotive electricians; • radiator repairs; • panel beaters and spray painters; • other specialised motor repair services; and • other motor trade.
Classification	5	The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities (SIC)</i> , Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of all Economic Activities (ISIC)</i> with suitable adaptations for local conditions. Statistics in this publication are presented at SIC division (two digits) level. Each enterprise is classified to the industry, which reflects its predominant activity.
Response rate	6	The preliminary response rate for the survey on motor trade sales for April 2008 was 82,1%.
Statistical unit	7	The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.
Survey methodology and design	8	The survey is conducted monthly. Questionnaires are sent to a sample of 856 enterprises from a population of about 10 900 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Fax and telephone reminders are used to follow up non-responses.
	9	The value of sales is obtained monthly from the sample of 856 enterprises, which was drawn in April 2007 from a population then of about 10 900 motor trade enterprises. The motor trade industry is divided into four size groups. The sample is drawn at the SIC four-digit level. All large and medium enterprises (size groups one and two), are completely enumerated. Simple random sampling is applied to size groups three and four (small) enterprises. The total value of sales of the large and medium enterprises (size groups one and two)

classification group is added to the weighted totals of size groups three and four to reflect the total value of sales.

Weighting methodology	10	For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form division estimates. These procedures, which are in line with international best practice, are described in more detail on the Stats SA website at http://www.statssa.gov.za/publications/publicationsearch.asp .																
Seasonal adjustment	11	Seasonally adjusted estimates are generated each month, using the X-11 Seasonal Adjustment Program developed by the US Bureau of the Census, 1968. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences, which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour.																
Trend cycle	12	The trend is the long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.																
Reliability of estimates	13	Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.																
	14	Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.																
Revised figures	15	Revised figures are due to respondents reporting revisions or corrections to their figures and late submission of their data to Stats SA. Preliminary figures are indicated in the relevant tables. Data are edited at the enterprise level.																
Related publications	16	Users may also wish to refer to the following publications available from Stats SA - <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly. • <i>SA Statistics</i> issued annually. 																
Rounding of figures	17	The figures in the tables have, where necessary, been rounded to the nearest digit shown.																
Symbols and abbreviations	16	<table border="0"> <tr> <td>GDP</td> <td>Gross Domestic Product</td> </tr> <tr> <td>ISIC</td> <td>International Standard Industrial Classification</td> </tr> <tr> <td>SIC</td> <td>Standard Industrial Classification of all Economic Activities</td> </tr> <tr> <td>SARS</td> <td>South African Revenue Service</td> </tr> <tr> <td>Stats SA</td> <td>Statistics South Africa</td> </tr> <tr> <td>VAT</td> <td>Value-added tax</td> </tr> <tr> <td>*</td> <td>Revised</td> </tr> <tr> <td>-</td> <td>Figures not available</td> </tr> </table>	GDP	Gross Domestic Product	ISIC	International Standard Industrial Classification	SIC	Standard Industrial Classification of all Economic Activities	SARS	South African Revenue Service	Stats SA	Statistics South Africa	VAT	Value-added tax	*	Revised	-	Figures not available
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*	Revised																	
-	Figures not available																	

Technical note

Neyman Optimal allocation

Before drawing in each of the surveys the population of enterprises on the BSF was stratified. Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises. The Neyman optimal allocation formula given below was used to allocate samples to each stratum.

$$n_h = \frac{N_h S_h}{\sum N_h S_h}$$

where N_h and S_h are the stratum population size and the stratum variance, respectively.

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these surveys did not exceed 6,4%.

Class limits

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	0	4 000 000
Small	3	4 000 001	19 000 000
Medium	2	19 000 001	39 000 000
Large	1	39 000 001	

Glossary

Enterprise

The enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.

Industry

An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same way as in the *Standard Industrial Classification of all Economic Activities, Fifth Edition, Report No. 09-90-02 of May 1993 (SIC)*.

Statistical unit

A statistical unit is a unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.

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(012) 310 6977/4837 (technical enquiries)
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(012) 310 4883/4885/8018 (library)

Fax number: (012) 310 8332 (technical enquiries)

Email address: phaswanem@statssa.gov.za (technical enquiries)
villentm@statssa.gov.za (technical enquiries)
info@statssa.gov.za (user information services)
distribution@statssa.gov.za (orders)

Postal address: Private Bag X44, Pretoria, 0001

Produced by Stats SA