Statistical release
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Motor trade sales
(Preliminary)

April 2012

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Contents

Results for April 2012

Table A – Key figures for motor trade sales

Actual estimates	April 2012 (R million)	% change between April 2011 and April 2012	% change between February to April 2011 and February to April 2012	% change between January to April 2011 and January to April 2012
Motor trade sales	35 628	12,1	11,1	11,1

Seasonally adjusted estimates	April 2012 (R million)	% change between March and April 2012	% change between November 2011 to January 2012 and February to April 2012
Motor trade sales	38 164	1,7	2,9

Motor trade sales for the three months ended April 2012 increased by 11,1% compared with the three months ended April 2011. Sales for the corresponding period in 2011 increased by 13,9%.

The major contributors to the increase of 11,1% were fuel sales (15,1% and contributing 4,0 percentage points), new vehicle sales (14,1% and contributing 4,0 percentage points) and sales of accessories (9,6% and contributing 1,7 percentage points) – see Table B.

Motor trade sales rose by 12,1% year-on-year in April 2012. The highest annual growth rate was recorded for new vehicle sales (17,4%), followed by workshop income (12,6%), used vehicle sales (10,8%) and sales of accessories (10,7%) – see Table 5.

In April 2012 seasonally adjusted motor trade sales increased by 1,7% month-on-month, following month-on-month changes of -1,4% in March 2012 and 1,3% in February 2012. Seasonally adjusted motor trade sales for the three months ended April 2012 increased by 2,9% compared with the three months ended January 2012.

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

Type of activity	February to April 2011 (R million)	Weight 1/	February to April 2012 (R million)	Difference in sales between February to April 2011 and February to April 2012 (R million)	% change between February to April 2011 and February to April 2012	Contribution (% points) to the % change in total sales 2/
New vehicle sales	28 538	28,3	32 558	4 020	14,1	4,0
Used vehicle sales	17 253	17,1	17 924	671	3,9	0,7
Workshop income	6 791	6,7	7 189	398	5,9	0,4
Income from the sales of accessories	17 788	17,6	19 497	1 709	9,6	1,7
Income from fuel sales	26 619	26,4	30 650	4 031	15,1	4,0
Income from convenience store sales 3/	3 964	3,9	4 332	368	9,3	0,4
Total 4/	**100 954**	**100,0**	**112 148**	**11 194**	**11,1**	**11,1**

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, divided by 100.
3/ Includes other sales and trading income.
4/ The figures have been rounded off. Therefore discrepancies may occur between the sums of the component items and totals.

Figure 1 – Total motor trade sales
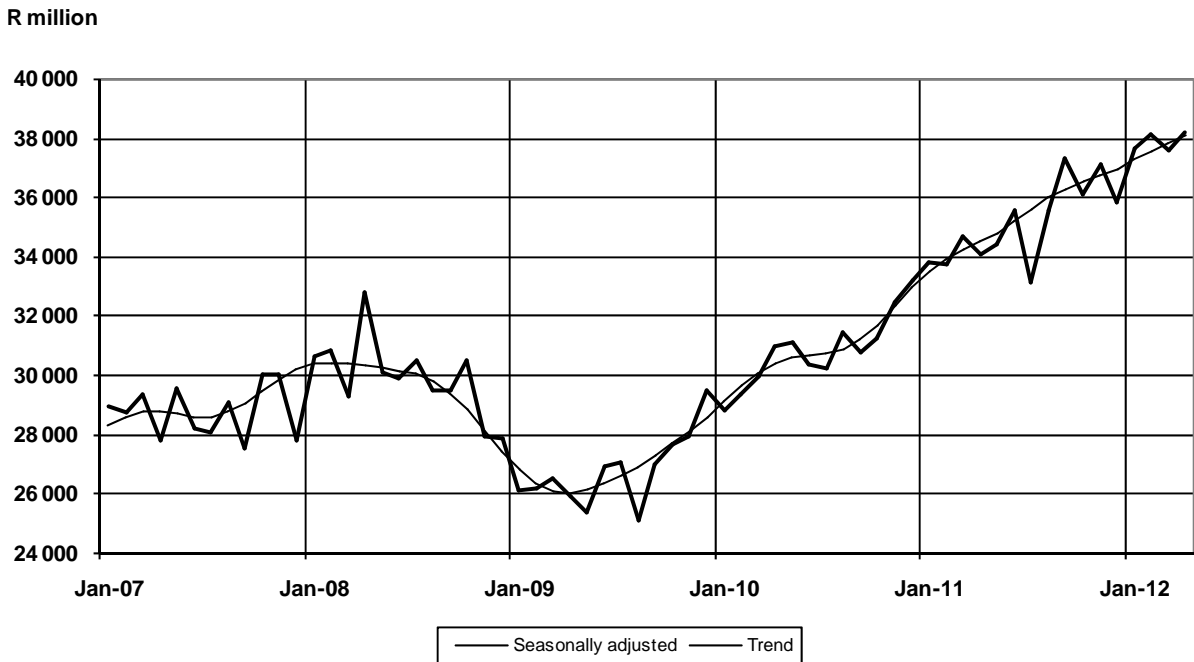
R million

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Statistician-General

Tables

Table 1 –Total motor trade sales (R million)

Month	2005	2006	2007	2008	2009	2010	2011 [1]	2012 [1]
January	20 031	23 258	27 620	29 048	24 684	27 160	31 880	35 457
February	20 091	24 192	27 780	29 942	25 454	28 586	32 844	37 089
March	21 017	25 427	29 687	30 099	27 483	31 267	36 334	39 431
April	21 446	23 364	25 604	30 218	23 978	28 757	31 776	35 628
May	22 871	26 102	29 788	30 138	25 250	30 655	33 791	
June	22 613	25 354	27 552	29 247	26 356	29 881	35 025	
July	24 100	28 194	29 579	32 193	28 562	31 883	34 984	
August	24 595	28 268	30 352	30 752	26 050	32 511	36 687	
September	24 391	28 129	27 801	29 569	26 968	30 790	37 331	
October	24 155	27 903	30 656	30 989	27 958	31 417	36 172	
November	25 519	28 452	31 100	28 918	28 862	33 638	38 436	
December	23 785	26 692	27 435	27 664	29 429	33 270	35 954	
Total	274 614	315 335	344 954	358 777	321 034	369 815	421 214	

1/ Preliminary.

Table 2 – Percentage change in total motor trade sales 1/

Month	2005	2006	2007	2008	2009	2010	2011	2012
January	9,1	16,1	18,8	5,2	-15,0	10,0	17,4	11,2
February	15,5	20,4	14,8	7,8	-15,0	12,3	14,9	12,9
March	19,2	21,0	16,8	1,4	-8,7	13,8	16,2	8,5
April	30,2	8,9	9,6	18,0	-20,6	19,9	10,5	12,1
May	12,9	14,1	14,1	1,2	-16,2	21,4	10,2	
June	15,5	12,1	8,7	6,2	-9,9	13,4	17,2	
July	16,0	17,0	4,9	8,8	-11,3	11,6	9,7	
August	18,9	14,9	7,4	1,3	-15,3	24,8	12,8	
September	15,2	15,3	-1,2	6,4	-8,8	14,2	21,2	
October	15,8	15,5	9,9	1,1	-9,8	12,4	15,1	
November	17,9	11,5	9,3	-7,0	-0,2	16,5	14,3	
December	9,0	12,2	2,8	0,8	6,4	13,1	8,1	
Total	16,0	14,8	9,4	4,0	-10,5	15,2	13,9	

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

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

Month	2005	2006	2007	2008	2009	2010	2011	2012
January	20 573	24 106	28 929	30 626	26 102	28 769	33 815	37 612
February	20 766	25 042	28 702	30 852	26 168	29 358	33 702	38 084
March	21 302	25 443	29 316	29 278	26 510	29 924	34 662	37 536
April	23 195	25 344	27 776	32 759	25 915	30 938	34 053	38 164
May	22 546	25 789	29 539	30 090	25 379	31 062	34 404	
June	23 089	25 913	28 209	29 902	26 876	30 366	35 515	
July	23 084	26 859	28 065	30 506	27 036	30 194	33 115	
August	23 636	27 108	29 062	29 501	25 074	31 425	35 521	
September	23 870	27 670	27 518	29 477	26 951	30 782	37 304	
October	23 585	27 243	30 014	30 455	27 628	31 235	36 115	
November	24 416	27 319	29 988	27 930	27 882	32 457	37 091	
December	24 282	27 149	27 770	27 832	29 442	33 196	35 833	

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 convenience store sales 3/	Total 4/
2010	**January**	6 889	4 929	2 091	5 064	6 986	1 201	27 160
	February	7 830	5 305	2 229	5 269	6 729	1 223	28 586
	March	8 997	5 489	2 409	5 909	7 150	1 313	31 267
	April	7 544	4 795	2 187	5 274	7 743	1 214	28 757
	May	8 159	5 322	2 458	5 654	7 800	1 261	30 655
	June	7 860	5 075	2 246	5 687	7 686	1 326	29 881
	July	8 465	5 763	2 392	5 991	7 941	1 329	31 883
	August	9 255	5 995	2 341	5 738	7 897	1 285	32 511
	September	7 869	5 950	2 312	5 802	7 593	1 266	30 790
	October	8 003	5 898	2 439	5 928	7 832	1 318	31 417
	November	9 094	6 209	2 505	6 443	8 070	1 318	33 638
	December	9 182	5 650	2 206	5 553	9 144	1 535	33 270
	Total	**99 147**	**66 380**	**27 815**	**68 312**	**92 571**	**15 589**	**369 815**
2011	**January**	8 559	5 970	2 116	5 567	8 335	1 332	31 880
	February	9 469	6 024	2 212	5 873	8 032	1 233	32 844
	March	10 624	6 199	2 527	6 496	9 087	1 400	36 334
	April	8 445	5 030	2 052	5 419	9 500	1 331	31 776
	May	9 004	5 612	2 300	5 961	9 597	1 318	33 791
	June	9 277	6 064	2 493	6 270	9 549	1 373	35 025
	July	9 422	6 003	2 380	6 103	9 771	1 306	34 984
	August	10 257	6 327	2 526	6 350	9 887	1 340	36 687
	September	10 490	6 397	2 524	6 702	9 883	1 336	37 331
	October	9 903	5 908	2 563	6 382	9 981	1 436	36 172
	November	10 713	6 554	2 680	6 861	10 237	1 391	38 436
	December	9 675	5 557	2 370	5 973	10 789	1 589	35 954
	Total	**115 838**	**71 645**	**28 743**	**73 957**	**114 648**	**16 385**	**421 214**
2012	**January**	9 909	5 829	2 381	6 033	9 863	1 441	35 457
	February	10 877	6 203	2 420	6 579	9 613	1 398	37 089
	March	11 766	6 146	2 458	6 921	10 655	1 485	39 431
	April	9 915	5 575	2 311	5 997	10 382	1 449	35 628

1/ The types of activities in motor trade refer to the enterprises classified within the motor trade industry and engaged in the activities mentioned above.
2/ 2011 and 2012 figures are preliminary.
3/ Includes other sales and trading income.
4/ The figures have been rounded off. Therefore discrepancies may occur between the sums of the component items and totals.

Table 5 – Year-on-year percentage change in motor trade sales by type of activity 1/

Year and month		New vehicle sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenience store sales 2/	Total
2010	January	16,3	8,4	9,1	-1,8	17,7	-0,1	10,0
	February	25,0	5,6	1,2	2,5	16,4	16,9	12,3
	March	31,2	4,1	7,6	10,1	10,4	3,6	13,8
	April	58,4	7,3	0,2	7,4	20,9	-2,6	19,9
	May	59,0	3,9	16,9	7,7	20,1	9,5	21,4
	June	29,2	0,7	4,1	5,5	17,4	16,9	13,4
	July	26,2	6,4	1,1	6,0	10,5	8,1	11,6
	August	54,4	29,5	7,2	10,7	14,8	8,8	24,8
	September	27,7	15,9	4,9	10,4	8,1	6,7	14,2
	October	19,2	9,0	11,7	5,7	15,8	3,1	12,4
	November	27,1	15,4	10,3	13,8	14,3	-1,3	16,5
	December	19,7	8,4	11,8	8,5	13,8	8,3	13,1
	Total	**31,5**	**9,4**	**7,1**	**7,2**	**14,9**	**6,2**	**15,2**
2011	January	24,2	21,1	1,2	9,9	19,3	10,9	17,4
	February	20,9	13,6	-0,8	11,5	19,4	0,8	14,9
	March	18,1	12,9	4,9	9,9	27,1	6,6	16,2
	April	11,9	4,9	-6,2	2,7	22,7	9,6	10,5
	May	10,4	5,4	-6,4	5,4	23,0	4,5	10,2
	June	18,0	19,5	11,0	10,3	24,2	3,5	17,2
	July	11,3	4,2	-0,5	1,9	23,0	-1,7	9,7
	August	10,8	5,5	7,9	10,7	25,2	4,3	12,8
	September	33,3	7,5	9,2	15,5	30,2	5,5	21,2
	October	23,7	0,2	5,1	7,7	27,4	9,0	15,1
	November	17,8	5,6	7,0	6,5	26,9	5,5	14,3
	December	5,4	-1,6	7,4	7,6	18,0	3,5	8,1
	Total	**16,8**	**7,9**	**3,3**	**8,3**	**23,8**	**5,1**	**13,9**
2012	January	15,8	-2,4	12,5	8,4	18,3	8,2	11,2
	February	14,9	3,0	9,4	12,0	19,7	13,4	12,9
	March	10,7	-0,9	-2,7	6,5	17,3	6,1	8,5
	April	17,4	10,8	12,6	10,7	9,3	8,9	12,1

1/ The year-on-year percentage change is the difference between the motor trade sales by type of activity of the relevant month of the current year and the corresponding month of the previous year expressed as a percentage.
2/ Includes other sales and trading income.

Table 6 – Three-monthly and annual cumulative estimates and percentage changes

Actual estimates	February to April 2011 (R million)	February to April 2012 (R million)	% change between February to April 2011 and February to April 2012	January to April 2011 (R million)	January to April 2012 (R million)	% change between January to April 2011 and January to April 2012
Motor trade sales	100 954	112 148	11,1	132 834	147 605	11,1

Table 7 – Seasonally adjusted estimates with monthly and three-monthly percentage changes

Seasonally adjusted estimates	March 2012 (R million)	April 2012 (R million)	% change between March and April 2012	November 2011 to January 2012 (R million)	February to April 2012 (R million)	% change between November 2011 to January 2012 and February to April 2012
Motor trade sales	37 536	38 164	1,7	110 536	113 784	2,9

Explanatory notes

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 4 below). This survey is based on a sample drawn from the 2011 business sampling frame (BSF), which contains businesses registered for value added tax (VAT).
	2	Information for the latest month is 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	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:

- 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 *Standard Industrial Classification of all Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of all Economic Activities (ISIC)* with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.
Collection rate	6	The preliminary collection rate for the survey on motor trade sales for April 2012 was 80,8%. The improved collection rate for the survey on motor trade sales for March 2012 was 86,4%.
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 and service activities.
Survey methodology and design	8	The survey is conducted monthly. Questionnaires are sent to a sample of about 860 enterprises from a population of about 11 000 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 about 860 enterprises, which was drawn in April 2011 from a population then of about 11 000 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 small enterprises (size groups three and four). The total value of sales of the large and medium enterprises (size groups one and two) per 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 group estimates. These procedures are consistent with international best practice.
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	Normally 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

  - *Bulletin of Statistics* issued quarterly
  - *SA Statistics* issued annually

Rounding-off of figures	17	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.
Symbols and abbreviations	18	BR Business register BSF Business sampling frame 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

Technical note

Neyman Optimal allocation

A stratified random sample was drawn from the population of enterprises on Stats SA's business sampling frame (BSF). 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.

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

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 strata did not exceed 8,0%.

Class limits

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	0	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

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 January 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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