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# Statistical release

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### Motor trade sales (Preliminary)

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## Summary of findings: Motor trade sales

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

Estimates	August 2008 (R million)	% change between August 2007 and August 2008	% change between June to August 2007 and June to August 2008	% change between January to August 2007 and January to August 2008
Motor trade sales	28 913	0,7	5,2	5,9

Seasonally adjusted estimates	August 2008 (R million)	% change between July and August 2008	% change between March to May 2008 and June to August 2008
Motor trade sales	27 742	-4,2	-2,8

### Key findings as at the end of August 2008

#### Motor trade sales slow down

*Table A indicates that motor trade sales for the three months ended August 2008 increased by 5,2% compared with the three months ended August 2007, while the corresponding growth for 2007 was 6,9%. The current economic situation continued to overshadow growth in the retail motor industry, which resulted in slowing consumer demand for new and used vehicles. However, growth experienced in the motor trade sales is mainly the result of increased fuel sales – see Table B on page 3.*

Motor trade sales for August 2008 increased by only 0,7% compared with August 2007, while sales for the corresponding period of 2007 increased by 7,4%.

Seasonally adjusted motor trade sales for the three months ended August 2008 decreased by 2,8% compared with the three months ended May 2008.

As indicated in table B below, the major contributors to the 5,2% increase in motor trade sales for the three months ended August 2008 compared with the three months ended August 2007 were income from fuel sales (7,6 percentage points) and income from sales of accessories (2,1 percentage points). New and used vehicle sales contributed negatively to the 5,2% increase in motor trade sales (-3,8 and -1,4 percentage points respectively).

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

Type of activity	June to August 2007 (R million)	Weight 1/	June to August 2008 (R million)	Difference in sales between June to August 2007 and June to August 2008 (R million)	Percentage change between June to August 2007 and June to August 2008	Contribution (percentage points) to the percentage change in total sales 2/
<b>New vehicle sales</b>	27 249	32,9	24 100	-3 149	-11,6	-3,8
<b>Used vehicle sales</b>	15 121	18,3	13 934	-1 187	-7,9	-1,4
<b>Workshop income</b>	5 807	7,0	6 243	436	7,5	0,5
<b>Income from the sales of accessories</b>	11 125	13,4	12 860	1 735	15,6	2,1
<b>Income from fuel sales</b>	18 099	21,9	24 337	6 238	34,5	7,6
<b>Income from convenience store sales</b>	5 386	6,5	5 581	195	3,6	0,2
<b>Total 3/</b>	<b>82 785</b>	<b>100,0</b>	<b>87 053</b>	<b>4 268</b>	<b>5,2</b>	<b>5,2</b>

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 August 2008.

**Figure 1 – Motor trade sales**



**P J Lehohla**  
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### Detailed results

Tables 1 and 2 show motor trade sales and percentage changes over the period January 2001 – August 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	10 810	12 583	15 140	17 375	18 956	22 009	26 136	27 487
February	11 581	13 066	15 080	16 465	19 011	22 893	26 288	28 334
March	11 849	12 944	14 912	16 686	19 889	24 061	28 092	28 483
April	10 583	13 331	14 184	15 590	20 294	22 109	24 229	28 595
May	11 611	14 180	15 101	19 177	21 642	24 700	28 189	28 518
June	11 827	13 531	15 181	18 523	21 398	23 992	26 072	27 676
July	11 911	14 452	16 899	19 666	22 806	26 680	27 991	30 464
August	11 954	15 080	15 539	19 579	23 273	26 750	28 722	28 913
September	11 246	14 804	16 030	20 040	23 080	26 618	26 308	
October	12 598	14 981	17 025	19 736	22 858	26 404	29 009	
November	12 529	15 529	17 484	20 479	24 148	26 924	29 430	
December	12 755	14 357	17 075	20 658	22 507	25 258	25 961	
<b>Total</b>	<b>141 254</b>	<b>168 838</b>	<b>189 650</b>	<b>223 974</b>	<b>259 862</b>	<b>298 398</b>	<b>326 427</b>	

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	18,0
May	-	22,1	6,5	27,0	12,9	14,1	14,1	1,2
June	-	14,4	12,2	22,0	15,5	12,1	8,7	6,2
July	-	21,3	16,9	16,4	16,0	17,0	4,9	8,8
August	-	26,2	3,0	26,0	18,9	14,9	7,4	0,7
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	
<b>Total</b>	-	<b>19,5</b>	<b>12,3</b>	<b>18,1</b>	<b>16,0</b>	<b>14,8</b>	<b>9,4</b>	

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	11 219	12 911	15 458	17 728	19 422	22 669	27 060	28 531
February	11 467	13 077	15 303	16 909	19 626	23 627	27 032	29 031
March	11 874	13 089	15 208	17 023	20 224	24 256	28 122	28 352
April	11 393	14 387	15 328	16 874	22 048	24 097	26 462	31 282
May	11 533	14 053	14 918	18 924	21 320	24 299	27 724	28 071
June	11 848	13 606	15 348	18 830	21 858	24 565	26 799	28 540
July	11 640	14 076	16 362	18 929	21 832	25 442	26 620	28 960
August	11 623	14 667	15 065	18 911	22 406	25 686	27 555	27 742
September	11 139	14 594	15 721	19 571	22 424	25 842	25 505	
October	12 311	14 620	16 625	19 248	22 303	25 771	28 342	
November	12 138	14 955	16 747	19 563	23 036	25 711	28 118	
December	12 988	14 575	17 364	21 104	23 198	26 221	27 080	

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 convenience store sales	Total 3/
2006	January	8 113	3 715	1 487	2 777	4 639	1 279	22 009
	February	8 633	3 970	1 627	3 028	4 418	1 217	22 893
	March	8 980	4 220	1 717	2 952	4 678	1 514	24 061
	April	7 920	3 942	1 605	2 749	4 502	1 391	22 109
	May	9 037	4 340	1 834	3 115	4 961	1 413	24 700
	June	8 254	4 506	1 732	3 015	5 130	1 354	23 992
	July	10 062	4 734	1 808	3 073	5 397	1 607	26 680
	August	9 819	4 699	1 937	3 127	5 734	1 434	26 750
	September	9 677	4 848	2 030	3 094	5 358	1 612	26 618
	October	9 186	4 859	2 075	3 516	5 143	1 625	26 404
	November	9 513	5 172	2 090	3 609	5 005	1 535	26 924
	December	8 586	4 168	1 680	3 189	5 978	1 657	25 258
	<b>Total</b>	<b>107 780</b>	<b>53 173</b>	<b>21 622</b>	<b>37 244</b>	<b>60 943</b>	<b>17 638</b>	<b>298 398</b>
2007	January	9 563	4 533	1 770	3 531	5 220	1 518	26 136
	February	9 205	4 920	1 960	3 654	4 985	1 564	26 288
	March	10 139	5 059	1 925	3 886	5 321	1 762	28 092
	April	7 990	4 035	1 709	3 327	5 458	1 710	24 229
	May	9 341	5 212	2 033	3 841	6 023	1 740	28 189
	June	8 192	4 715	1 910	3 590	5 953	1 712	26 072
	July	9 335	5 030	1 944	3 741	6 122	1 820	27 991
	August	9 722	5 376	1 953	3 794	6 024	1 854	28 722
	September	8 701	4 519	1 742	3 508	5 982	1 856	26 308
	October	9 339	5 197	2 034	4 115	6 257	2 067	29 009
	November	9 419	5 448	2 120	3 970	6 295	2 178	29 430
	December	7 594	4 124	1 811	3 135	7 027	2 269	25 961
	<b>Total</b>	<b>108 540</b>	<b>58 168</b>	<b>22 911</b>	<b>44 092</b>	<b>70 667</b>	<b>22 050</b>	<b>326 427</b>
2008	January	8 949	4 629	1 801	3 866	6 552	1 691	27 487
	February	9 249	4 827	2 062	4 031	6 302	1 863	28 334
	March	8 920	4 813	1 885	3 790	6 901	2 175	28 483
	April	8 757	4 574	2 100	4 607	6 961	1 596	28 595
	May	8 263	4 712	2 083	4 037	7 566	1 857	28 518
	June	7 690	4 219	2 055	4 097	7 922	1 694	27 676
	July	8 582	4 922	2 277	4 554	8 204	1 925	30 464
	August	7 828	4 793	1 911	4 209	8 211	1 962	28 913

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/ 2007 and 2008 Figures are 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 estimates and percentages**

Estimates	June to August 2007 (R million)	June to August 2008 (R million)	% change between June to August 2007 and June to August 2008	January to August 2007 (R million)	January to August 2008 (R million)	% change between January to August 2007 and January to August 2008
<b>Motor trade sales</b>	82 785	87 053	5,2	215 719	228 470	5,9

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

Seasonally adjusted estimates	July 2008 (R million)	August 2008 (R million)	% change between July and August 2008	March to May 2007 (R million)	June to August 2008 (R million)	% change between March to May 2008 and June to August 2008
<b>Motor trade sales</b>	28 960	27 742	-4,2	87 705	85 242	-2,8



## Explanatory notes

<b>Introduction</b>	<b>1</b>	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 3 below). This survey is based on a sample drawn from the 2008 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).
	<b>2</b>	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).
<b>Purpose of the survey</b>	<b>3</b>	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.
<b>Scope of the survey</b>	<b>4</b>	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include - <ul style="list-style-type: none"> <li>• motor vehicle dealers, filling stations and workshops;</li> <li>• motor cycle dealers;</li> <li>• spares and accessories;</li> <li>• tyre dealers;</li> <li>• automotive electricians;</li> <li>• radiator repairs;</li> <li>• panel beaters and spray painters;</li> <li>• other specialised motor repair services; and</li> <li>• other motor trade.</li> </ul>
<b>Classification</b>	<b>5</b>	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.
<b>Response rate</b>	<b>6</b>	The preliminary response rate for the survey on motor trade sales for August 2008 was 77,8%.
<b>Statistical unit</b>	<b>7</b>	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.
<b>Survey methodology and design</b>	<b>8</b>	The survey is conducted monthly. Questionnaires are sent to a sample of about 900 enterprises from a population of about 12 000 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.
	<b>9</b>	The value of sales is obtained monthly from the sample of 900 enterprises, which was drawn in April 2008 from a population then of about 12 000 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 size groups three and four (small) enterprises. 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.

<b>Weighting methodology</b>	<b>10</b>	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 <a href="http://www.statssa.gov.za/publications/publicationsearch.asp">http://www.statssa.gov.za/publications/publicationsearch.asp</a> .																
<b>Seasonal adjustment</b>	<b>11</b>	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.																
<b>Trend cycle</b>	<b>12</b>	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.																
<b>Reliability of estimates</b>	<b>13</b>	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.																
	<b>14</b>	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.																
<b>Revised figures</b>	<b>15</b>	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.																
<b>Related publications</b>	<b>16</b>	Users may also wish to refer to the following publications available from Stats SA - <ul style="list-style-type: none"> <li>• <i>Bulletin of Statistics</i> issued quarterly.</li> <li><i>SA Statistics</i> issued annually.</li> </ul>																
<b>Rounding of figures</b>	<b>17</b>	The figures in the tables have, where necessary, been rounded to the nearest digit shown.																
<b>Symbols and abbreviations</b>	<b>18</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%;">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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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 the 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.

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

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 strata did not exceed 5,6%.

### 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)*.

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