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## Motor trade sales (Preliminary)

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## Summary of findings: Motor trade sales

Table A – Key figures for August 2010

Actual estimates	August 2010 (R million)	% change between August 2009 and August 2010	% change between June to August 2009 and June to August 2010	% change between January to August 2009 and January to August 2010
Motor trade sales	30 430	24,6	16,4	15,8

Seasonally adjusted estimates	August 2010 (R million)	% change between July and August 2010	% change between March to May 2010 and June to August 2010
Motor trade sales	29 151	3,2	-1,0

### Key findings for August 2010

#### Actual motor trade sales estimates

*Table A indicates that the actual motor trade sales estimates for the three months ended August 2010 increased by 16,4% compared with the three months ended August 2009. Sales for the corresponding period in 2009 decreased by 12,2%.*

The major contributors to the increase of 16,4% were new vehicle sales (39,0% and contributing 8,9 percentage points) and fuel sales (12,7% and contributing 3,2 percentage points) – see Table B.

Motor trade sales rose by 24,6% in August 2010 compared with August 2009, the ninth consecutive positive growth rate recorded since December 2009 – see Table 2.

#### Seasonally adjusted motor trade sales

Seasonally adjusted motor trade sales for the three months ended August 2010 decreased by 1,0% compared with the three months ended May 2010, while sales between July and August 2010 increased by 3,2% – see Table A.

**Note:** Sales of new vehicles during August 2010 were influenced by consumers buying cars ahead of the introduction of the carbon emission tax on new vehicles which came into effect on 1 September 2010.

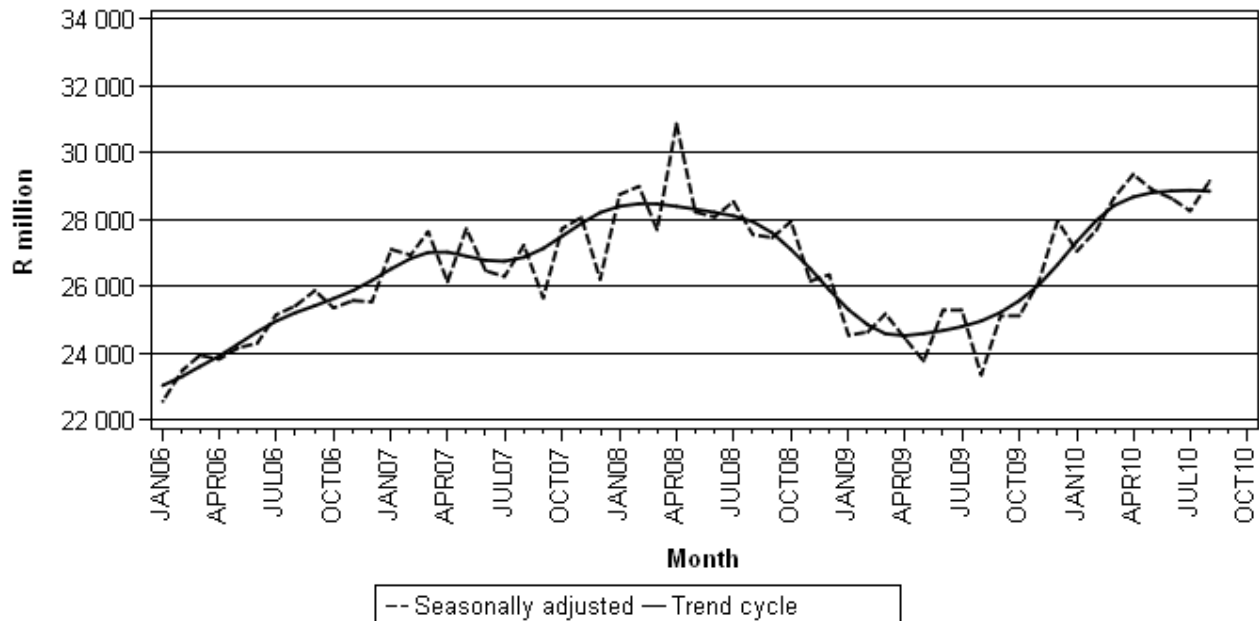
**Table B – Contribution of each type of activity to the percentage change in motor trade sales**

Type of activity	June to August 2009 (R million)	Weight 1/	June to August 2010 (R million)	Difference in sales between June to August 2009 and June to August 2010 (R million)	Percentage change between June to August 2009 and June to August 2010	Contribution (percentage points) to the percentage change in total sales 2/
New vehicle sales	17 412	22,9	24 202	6 790	39,0	8,9
Used vehicle sales	14 156	18,7	15 764	1 608	11,4	2,1
Workshop income	6 399	8,4	6 823	424	6,6	0,6
Income from the sales of accessories	14 608	19,2	15 611	1 003	6,9	1,3
Income from fuel sales	18 936	24,9	21 334	2 398	12,7	3,2
Income from convenience store sales 3/	4 389	5,8	4 640	251	5,7	0,3
<b>Total 4/</b>	<b>75 898</b>	<b>100,0</b>	<b>88 371</b>	<b>12 473</b>	<b>16,4</b>	<b>16,4</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, 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 below shows the seasonally adjusted and trend patterns for motor trade sales between January 2006 and August 2010.

**Figure 1 – Total motor trade sales**



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## Detailed results

Tables 1 and 2 show total motor trade sales and percentage changes over the period January 2003 – August 2010. Table 3 shows seasonally adjusted total motor trade sales over the same period.

**Table 1 – Total motor trade sales (R million)**

Month	2003	2004	2005	2006	2007	2008	2009 <sup>1/</sup>	2010 <sup>1/</sup>
January	14 997	17 212	18 778	21 802	25 890	27 229	23 139	25 460
February	14 938	16 310	18 833	22 678	26 041	28 068	23 861	26 796
March	14 772	16 529	19 702	23 835	27 829	28 215	25 762	29 309
April	14 051	15 444	20 103	21 902	24 001	28 326	22 477	27 029
May	14 959	18 997	21 439	24 468	27 924	28 251	23 669	28 666
June	15 038	18 349	21 197	23 766	25 827	27 416	24 705	28 007
July	16 740	19 482	22 592	26 429	27 728	30 178	26 774	29 934
August	15 393	19 395	23 055	26 499	28 452	28 827	24 419	30 430
September	15 880	19 851	22 863	26 368	26 061	27 717	25 280	
October	16 865	19 551	22 643	26 156	28 736	29 049	26 208	
November	17 319	20 286	23 921	26 671	29 153	27 108	27 055	
December	16 915	20 464	22 296	25 021	25 718	25 932	27 586	
<b>Total</b>	<b>187 867</b>	<b>221 870</b>	<b>257 422</b>	<b>295 595</b>	<b>323 360</b>	<b>336 316</b>	<b>300 935</b>	

1/ Preliminary.

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

Month	2003	2004	2005	2006	2007	2008	2009	2010
January	20,3	14,8	9,1	16,1	18,8	5,2	-15,0	10,0
February	15,4	9,2	15,5	20,4	14,8	7,8	-15,0	12,3
March	15,2	11,9	19,2	21,0	16,8	1,4	-8,7	13,8
April	6,4	9,9	30,2	8,9	9,6	18,0	-20,6	20,3
May	6,5	27,0	12,9	14,1	14,1	1,2	-16,2	21,1
June	12,2	22,0	15,5	12,1	8,7	6,2	-9,9	13,4
July	16,9	16,4	16,0	17,0	4,9	8,8	-11,3	11,8
August	3,0	26,0	18,9	14,9	7,4	1,3	-15,3	24,6
September	8,3	25,0	15,2	15,3	-1,2	6,4	-8,8	
October	13,6	15,9	15,8	15,5	9,9	1,1	-9,8	
November	12,6	17,1	17,9	11,5	9,3	-7,0	-0,2	
December	18,9	21,0	9,0	12,2	2,8	0,8	6,4	
<b>Total</b>	<b>12,3</b>	<b>18,1</b>	<b>16,0</b>	<b>14,8</b>	<b>9,4</b>	<b>4,0</b>	<b>-10,5</b>	

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	2003	2004	2005	2006	2007	2008	2009	2010
January	15 305	17 557	19 247	22 568	27 108	28 749	24 537	27 054
February	15 164	16 760	19 470	23 485	26 939	28 993	24 642	27 684
March	15 070	16 857	20 021	23 940	27 639	27 696	25 181	28 641
April	15 149	16 669	21 781	23 823	26 143	30 863	24 452	29 353
May	14 761	18 725	21 100	24 161	27 727	28 227	23 767	28 895
June	15 210	18 660	21 658	24 304	26 469	28 079	25 293	28 638
July	16 203	18 744	21 611	25 152	26 296	28 539	25 293	28 258
August	14 950	18 761	22 184	25 421	27 232	27 550	23 353	29 151
September	15 581	19 432	22 355	25 876	25 655	27 460	25 121	
October	16 478	19 075	22 040	25 359	27 731	27 944	25 122	
November	16 598	19 392	22 880	25 579	28 063	26 160	26 133	
December	17 199	20 847	22 791	25 538	26 212	26 349	27 962	

Table 4 shows motor trade sales by type of activity. The main income in the motor trade industry is derived from vehicle sales and 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 3/	Total 4/	
2008	January	8 719	4 784	1 858	3 960	6 205	1 702	27 229
	February	8 999	4 982	2 126	4 124	5 961	1 876	28 068
	March	8 688	4 972	1 945	3 882	6 534	2 195	28 215
	April	8 527	4 725	2 166	4 717	6 589	1 602	28 326
	May	8 053	4 871	2 150	4 137	7 167	1 872	28 251
	June	7 502	4 366	2 123	4 202	7 513	1 709	27 416
	July	8 362	5 087	2 350	4 666	7 771	1 942	30 178
	August	7 524	5 109	2 024	4 312	7 961	1 897	28 827
	September	7 227	4 782	2 127	4 483	7 111	1 988	27 717
	October	7 325	5 388	2 142	5 165	7 081	1 948	29 049
	November	6 624	5 118	1 910	4 628	6 970	1 859	27 108
	December	5 981	4 866	1 893	4 071	6 956	2 165	25 932
	<b>Total</b>	<b>93 531</b>	<b>59 050</b>	<b>24 814</b>	<b>52 347</b>	<b>83 819</b>	<b>22 755</b>	<b>336 316</b>
2009	January	5 486	4 258	1 826	4 639	5 446	1 484	23 139
	February	5 807	4 716	2 102	4 632	5 313	1 291	23 861
	March	6 351	4 943	2 133	4 823	5 944	1 568	25 762
	April	4 405	4 182	2 077	4 408	5 872	1 532	22 477
	May	4 755	4 803	2 005	4 723	5 963	1 421	23 669
	June	5 640	4 730	2 059	4 856	6 015	1 405	24 705
	July	6 218	5 083	2 258	5 088	6 603	1 525	26 774
	August	5 554	4 343	2 082	4 664	6 318	1 459	24 419
	September	5 713	4 818	2 103	4 730	6 457	1 457	25 280
	October	6 218	5 073	2 083	5 045	6 209	1 580	26 208
	November	6 624	5 044	2 165	5 092	6 480	1 650	27 055
	December	7 101	4 886	1 881	4 604	7 376	1 738	27 586
	<b>Total</b>	<b>69 872</b>	<b>56 879</b>	<b>24 774</b>	<b>57 304</b>	<b>73 996</b>	<b>18 110</b>	<b>300 935</b>
2010	January	6 388	4 625	1 995	4 560	6 420	1 473	25 460
	February	7 258	4 978	2 127	4 743	6 183	1 507	26 796
	March	8 343	5 152	2 299	5 322	6 572	1 622	29 309
	April	7 093	4 538	2 046	4 752	7 061	1 538	27 029
	May	7 509	5 011	2 361	5 086	7 163	1 537	28 666
	June	7 253	4 712	2 171	5 127	7 130	1 616	28 007
	July	8 068	5 450	2 381	5 379	7 130	1 526	29 934
	August	8 881	5 602	2 271	5 105	7 074	1 498	30 430

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/ 2009 and 2010 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	Total
<b>2008</b>	<b>January</b>	-6,3	2,2	1,8	9,6	25,6	11,6	5,2
	<b>February</b>	0,6	-1,7	5,4	10,5	26,6	19,5	7,8
	<b>March</b>	-11,9	-4,7	-1,9	-2,3	29,9	24,1	1,4
	<b>April</b>	9,6	13,4	22,9	38,5	27,5	-6,9	18,0
	<b>May</b>	-11,3	-9,4	2,7	5,3	25,9	7,0	1,2
	<b>June</b>	-5,9	-10,3	7,9	14,4	33,4	-0,8	6,2
	<b>July</b>	-7,9	-2,0	17,3	21,9	34,2	6,0	8,8
	<b>August</b>	-20,4	-7,9	0,6	11,1	39,8	1,7	1,3
	<b>September</b>	-14,7	2,4	18,4	24,8	25,6	6,3	6,4
	<b>October</b>	-19,3	0,5	2,3	22,8	19,7	-6,4	1,1
	<b>November</b>	-27,7	-8,9	-12,5	14,0	17,2	-15,2	-7,0
	<b>December</b>	-19,3	14,0	1,1	26,6	4,4	-5,4	0,8
	<b>Total</b>	<b>-11,4</b>	<b>-1,6</b>	<b>5,1</b>	<b>16,1</b>	<b>25,4</b>	<b>2,6</b>	<b>4,0</b>
<b>2009</b>	<b>January</b>	-37,1	-11,0	-1,7	17,1	-12,2	-12,8	-15,0
	<b>February</b>	-35,5	-5,3	-1,1	12,3	-10,9	-31,2	-15,0
	<b>March</b>	-26,9	-0,6	9,7	24,2	-9,0	-28,6	-8,7
	<b>April</b>	-48,3	-11,5	-4,1	-6,6	-10,9	-4,4	-20,6
	<b>May</b>	-41,0	-1,4	-6,7	14,2	-16,8	-24,1	-16,2
	<b>June</b>	-24,8	8,3	-3,0	15,6	-19,9	-17,8	-9,9
	<b>July</b>	-25,6	-0,1	-3,9	9,0	-15,0	-21,5	-11,3
	<b>August</b>	-26,2	-15,0	2,9	8,2	-20,6	-23,1	-15,3
	<b>September</b>	-20,9	0,8	-1,1	5,5	-9,2	-26,7	-8,8
	<b>October</b>	-15,1	-5,8	-2,8	-2,3	-12,3	-18,9	-9,8
	<b>November</b>	0,0	-1,4	13,4	10,0	-7,0	-11,2	-0,2
	<b>December</b>	18,7	0,4	-0,6	13,1	6,0	-19,7	6,4
	<b>Total</b>	<b>-25,3</b>	<b>-3,7</b>	<b>-0,2</b>	<b>9,5</b>	<b>-11,7</b>	<b>-20,4</b>	<b>-10,5</b>
<b>2010</b>	<b>January</b>	16,4	8,6	9,3	-1,7	17,9	-0,7	10,0
	<b>February</b>	25,0	5,6	1,2	2,4	16,4	16,7	12,3
	<b>March</b>	31,4	4,2	7,8	10,3	10,6	3,4	13,8
	<b>April</b>	61,0	8,5	-1,5	7,8	20,2	0,4	20,3
	<b>May</b>	57,9	4,3	17,8	7,7	20,1	8,2	21,1
	<b>June</b>	28,6	-0,4	5,4	5,6	18,5	15,0	13,4
	<b>July</b>	29,8	7,2	5,4	5,7	8,0	0,1	11,8
	<b>August</b>	59,9	29,0	9,1	9,5	12,0	2,7	24,6

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.

**Estimates and percentage changes in total motor trade sales**

Tables 6.1 and 6.2 show the actual and seasonally adjusted estimates and percentage changes of motor trade sales.

**Table 6.1 – Three-monthly and annual cumulative estimates and percentage changes**

Actual estimates	June to August 2009 (R million)	June to August 2010 (R million)	% change between June to August 2009 and June to August 2010	January to August 2009 (R million)	January to August 2010 (R million)	% change between January to August 2009 and January to August 2010
<b>Motor trade sales</b>	75 898	88 371	16,4	194 806	225 631	15,8

**Table 6.2 – Seasonally adjusted estimates with monthly and three-monthly percentage changes**

Seasonally adjusted estimates	July 2010 (R million)	August 2010 R million	% change between July and August 2010	March to May 2010 (R million)	June to August 2010 (R million)	% change between March to May 2010 and June to August 2010
<b>Motor trade sales</b>	28 258	29 151	3,2	86 889	86 047	-1,0



## 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 4 below). This survey is based on a sample drawn from 2010 Business Sampling Frame (BSF), which contains businesses registered for value added tax (VAT).
	<b>2</b>	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).
<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. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.
<b>Response rate</b>	<b>6</b>	The preliminary response rate for the survey on motor trade sales for August 2010 was 80,0%. The improved response rate for the survey on motor trade sales for July 2010 was 90,6%.
<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 and service activities.
<b>Survey methodology and design</b>	<b>8</b>	The survey is conducted monthly. Questionnaires are sent to a sample of about 850 enterprises from a population of about 18 000 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 about 850 enterprises, which was drawn in April 2010 from a population then of about 18 000 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.

<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 group 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>	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.																				
<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-off of figures</b>	<b>17</b>	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.																				
<b>Symbols and abbreviations</b>	<b>18</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 100px;">BR</td> <td>Business Register</td> </tr> <tr> <td>BSF</td> <td>Business Sampling Frame</td> </tr> <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>	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
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 5,6%.

### 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.

## General information

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