



Motor trade sales

Preliminary: December 2005

**Embargoed until:
09 March 2006
9:30**

Table A - Key figures as at the end of December 2005

Estimates	December 2005 R million	% change between December 2004 and December 2005	% change between October to December 2004 and October to December 2005	% change between January to December 2004 and January to December 2005
Motor trade sales	22 203	+9,3	+14,2	+16,0

Seasonally adjusted estimates	December 2005 R million	% change between November and December 2005	% change between July to September 2005 and October to December 2005
Motor trade sales	22 376	-0,8	+0,8

Key findings as at the end of December 2005

Motor trade sales increase

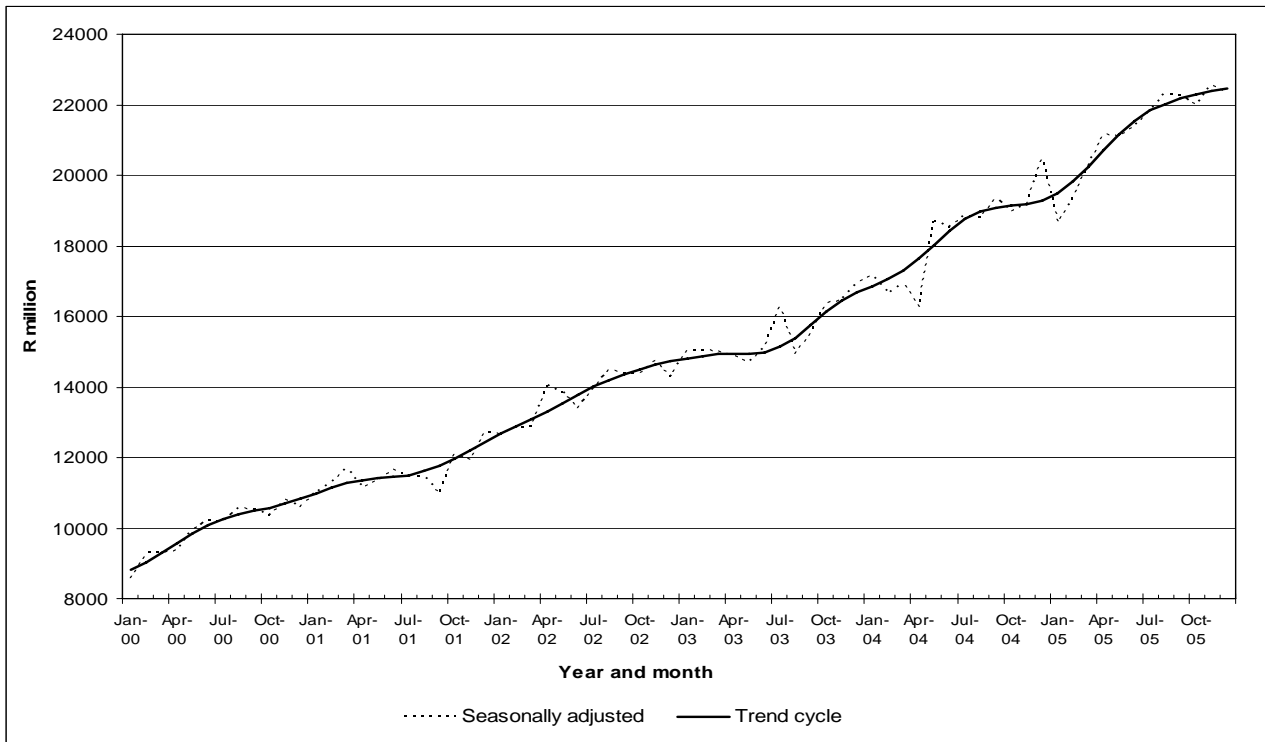
As indicated in table A, Motor trade sales for the year of 2005 increased by 16,0% compared with motor trade sales for 2004.

Similarly, motor trade sales for the fourth quarter of 2005 increased by 14,2% compared with the fourth quarter of 2004. Furthermore, seasonally adjusted motor trade sales for the fourth quarter of 2005 increased by 0,8% compared with the third quarter of 2005.

Motor trade sales for December 2005 increased by 9,3% compared with motor trade sales for December 2004.

Figure 1 below shows the seasonally adjusted and trend patterns for motor trade sales between January 2000 and December 2005. There has been an upward movement in the trend cycle through out the period shown.

Figure 1- Motor trade sales at current prices



P J Lehohla
Statistician-General

Contents

	Page
Notes	4
Detailed results	
Table 1 Total motor trade sales (R million)	5
Table 2 Percentage change in total motor trade sales	5
Table 3 Seasonally adjusted total motor trade sales (R million)	5
Table 4 Motor trade sales by type of activity (R million)	6
Table 5 Estimates and percentage changes in total motor trade sales	7
Explanatory notes	8
Glossary	10
General information	11

Notes**Forthcoming issue** **Issue** **Expected release date**

January 2006 06 April 2006

Purpose of the survey 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.

Changes in the release as from September 2005 Statistics South Africa has introduced the estimate of motor trade sales by type of activity that include new vehicle sales, used vehicle sales, workshop, accessories and fuel income, as result of that please note that the breakdown of the estimate is only available from September 2005 onwards.

Detailed results

Tables 1 and 2 shows motor trade sales over the period of January 1998 to December 2005. Table 3 shows seasonally adjusted motor trade sales over the same period.

Table 1 - Total motor trade sales (R million)

Month	1998	1999	2000	2001	2002	2003	2004	2005 1/
January	7 449	7 342	8 184	10 633	12 377	14 892	17 090	18 645
February	7 954	7 820	9 454	11 391	12 852	14 833	16 195	18 700
March	7 941	7 930	9 378	11 655	12 732	14 668	16 413	19 563
April	7 714	7 487	8 752	10 410	13 113	13 952	15 335	19 962
May	7 660	7 789	9 979	11 421	13 948	14 854	18 863	21 287
June	7 692	7 531	10 255	11 634	13 310	14 932	18 219	21 036
July	8 476	8 376	10 390	11 716	14 215	16 622	19 344	22 391
August	7 702	8 535	10 846	11 759	14 833	15 285	19 259	22 847
September	7 376	8 590	10 578	11 062	14 561	15 768	19 712	22 690
October	7 869	8 700	10 592	12 392	14 736	16 746	19 413	22 440
November	7 879	8 665	11 100	12 324	15 275	17 198	20 144	23 733
December	7 719	8 424	10 411	12 546	14 122	16 795	20 319	22 203
Total	93 431	97 189	119 919	138 943	166 074	186 545	220 306	255 497

1/ Preliminary

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

Month	1998	1999	2000	2001	2002	2003	2004	2005
January	-	-1,4	11,5	29,9	16,4	20,3	14,8	9,1
February	-	-1,7	20,9	20,5	12,8	15,4	9,2	15,5
March	-	-0,1	18,3	24,3	9,2	15,2	11,9	19,2
April	-	-2,9	16,9	18,9	26,0	6,4	9,9	30,2
May	-	1,7	28,1	14,5	22,1	6,5	27,0	12,9
June	-	-2,1	36,2	13,4	14,4	12,2	22,0	15,5
July	-	-1,2	24,0	12,8	21,3	16,9	16,4	15,8
August	-	10,8	27,1	8,4	26,1	3,0	26,0	18,6
September	-	16,5	23,1	4,6	31,6	8,3	25,0	15,1
October	-	10,6	21,7	17,0	18,9	13,6	15,9	15,6
November	-	10,0	28,1	11,0	23,9	12,6	17,1	17,8
December	-	9,1	23,6	20,5	12,6	18,9	21,0	9,3
Total	-	4,0	23,4	15,9	19,5	12,3	18,1	16,0

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

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

Month	1998	1999	2000	2001	2002	2003	2004	2005
January	7 916	7 764	8 579	11 024	12 650	15 045	17 153	18 663
February	7 805	7 676	9 296	11 272	12 857	15 049	16 659	19 352
March	7 841	7 844	9 315	11 691	12 891	15 017	16 936	20 278
April	8 235	7 992	9 360	11 157	14 036	14 873	16 271	21 148
May	7 670	7 779	9 947	11 342	13 830	14 694	18 688	21 106
June	7 614	7 473	10 218	11 652	13 393	15 114	18 516	21 408
July	8 275	8 189	10 177	11 489	13 932	16 259	18 875	21 816
August	7 482	8 295	10 556	11 459	14 491	14 929	18 817	22 325
September	7 359	8 567	10 520	10 966	14 384	15 521	19 358	22 260
October	7 706	8 517	10 351	12 116	14 402	16 373	18 988	21 977
November	7 716	8 476	10 819	11 944	14 723	16 451	19 185	22 553
December	7 879	8 596	10 602	12 765	14 307	16 957	20 468	22 376

Table 4 shows motor trade sales by type of activity. The main activities in the motor trade industry are sales of new cars followed by fuel sales.

Table 4 - Motor trade sales by type of activity (R million) ^{1/}

Month ^{2/}	New vehicle sales	Used vehicle sales	Workshop income	Income from accessories	Income from fuel sales	Income from convenient store	Total ^{3/}
September 2005	8 456	4 005	1 808	2 763	4 447	1 210	22 690
October 2005	7 913	3 979	1 808	3 020	4 677	1 043	22 440
November 2005	8 765	4 158	1 809	3 133	4 555	1 313	23 733
December 2005	8 038	3 679	1 608	2 717	4 607	1 550	22 203

1/ The type of activity in motor trade refers 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 the 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 percentage changes

Estimates	October to December 2004 R million	October to December 2005 R million	% change between October to December 2004 and October to December 2005	January to December 2004 R million	January to December 2005 R million	% change between January to December 2004 and January to December 2005
Motor trade sales	59 876	68 376	+14,2	220 306	255 497	+16,0

Table 5.2 - Seasonally adjusted estimates with monthly and quarterly percentage changes.

Seasonally adjusted estimates	November 2005 R million	December 2005 R million	% change between November and December 2005	July to September 2005 R million	October to December 2005 R million	% change between July to September 2005 and October to December 2005
Motor trade sales	22 553	22 376	-0,8	66 401	66 906	+0,8

Explanatory notes

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey of the motor trade industry, covering motor enterprises (see 3 below). This survey is based on a sample drawn from the 2005 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT) and income tax.
	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. Publish motor trade sales estimates exclude value-added tax (VAT).
Scope of the survey	3	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"> • 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	4	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 digit) level. Each enterprise is classified to the industry, which reflects its predominant activity.
Statistical unit	5	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	6	The survey is conducted monthly. Questionnaires are sent to a sample of about 644 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.
	7	The value of sales is obtained monthly from the sample of about 644 enterprises, which was drawn in August 2005 from a population then of about 12 000 motor trade enterprises. The motor industry is divided into four size groups. The sample is drawn at the SIC four-digit level. All large enterprises (size group one), are completely enumerated. Simple random sampling is applied to size group two (medium sized) enterprises, and to size groups three and four (small) enterprises. The total value of sales of the large enterprises (size group one) in a division is added to the weighted totals of size groups two, three and four to reflect the total value of sales.
Weighting methodology	8	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	9	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	10	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	11	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 industry in South Africa. Estimates are subject to sampling and non-sampling errors.																
	12	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	13	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	14	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	15	The figures in the tables have, where necessary, been rounded to the nearest digit shown.																
Symbols and abbreviations	16	<table border="0" style="width: 100%;"> <tr> <td style="width: 30%;">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
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

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	1	0	4 000 000
Small	2	4 000 001	19 000 000
Medium	3	19 000 001	39 000 000
Large	4	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 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

Stats SA publishes approximately 300 different statistical releases each year. It is not economically viable to produce them in more than one of South Africa's eleven official languages. Since the releases are used extensively, not only locally but also by international economic and social-scientific communities, Stats SA releases are published in English only.

Stats SA has copyright on this publication. Users may apply the information as they wish, provided that they acknowledge Stats SA as the source of the basic data wherever they process, apply, utilise, publish or distribute the data; and also that they specify that the relevant application and analysis (where applicable) result from their own processing of the data.

Advance release calendar

An advance release calendar is disseminated on www.statssa.gov.za

Stats SA products

A complete set of Stats SA publications is available at the Stats SA Library and the following libraries:

National Library of South Africa, Pretoria Division
National Library of South Africa, Cape Town Division
Natal Society Library, Pietermaritzburg
Library of Parliament, Cape Town
Bloemfontein Public Library
Johannesburg Public Library
Eastern Cape Library Services, King William's Town
Central Regional Library, Polokwane
Central Reference Library, Nelspruit
Central Reference Collection, Kimberley
Central Reference Library, Mmabatho

Stats SA also provides a subscription service.

Electronic services

A large range of data are available via on-line services, diskette and computer printouts. For more details about our electronic data services, contact (012) 310 8600/8390/8351/4892/8496/8095.

You can visit us on the internet at: www.statssa.gov.za

Enquiries

Telephone number: (012) 310 8600/8390/8351/4892/8496/8095 (user information services)
(012) 310 8930/2966 (technical enquiries)
(012) 310 8161 (orders)
(012) 310 8490 (library)

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

Email address: Thabomak@statssa.gov.za (technical enquiries)
Normanma@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