

Statistical release

P6343.2

Motor trade sales (Preliminary)

December 2010

**Embargoed until:
17 February 2011
11:30**

Enquiries:

User Information Services
(012) 310 8600

Forthcoming issue:

January 2011

Expected release date

17 March 2011

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Summary of findings: Motor trade sales

Table A – Key figures for December 2010

Actual estimates	December 2010 (R million)	% change between December 2009 and December 2010	% change between October to December 2009 and October to December 2010	% change between January to December 2009 and January to December 2010
Motor trade sales	31 129	12,8	15,3	15,7

Seasonally adjusted estimates	December 2010 (R million)	% change between November and December 2010	% change between July to September 2010 and October to December 2010
Motor trade sales	30 799	-0,2	4,6

Motor trade sales for 2010 increased by 15,7% compared with 2009, while sales for the fourth quarter of 2010 increased by 15,3% compared with the fourth quarter of 2009.

The major contributors to the increase of 15,3% were new vehicle sales (26,0% and contributing 6,4 percentage points), fuel sales (14,6% and contributing 3,6 percentage points) and used vehicle sales (14,7% and contributing 2,7 percentage points) – see Table B.

Motor trade sales rose by 12,8% year-on-year in December 2010, the thirteenth consecutive positive growth rate recorded since December 2009. The highest annual growth rate was recorded for new vehicle sales (22,1%), followed by workshop income (19,1%), used vehicle sales (12,9%) and income from fuel sales (10,5%) – see Table 5.

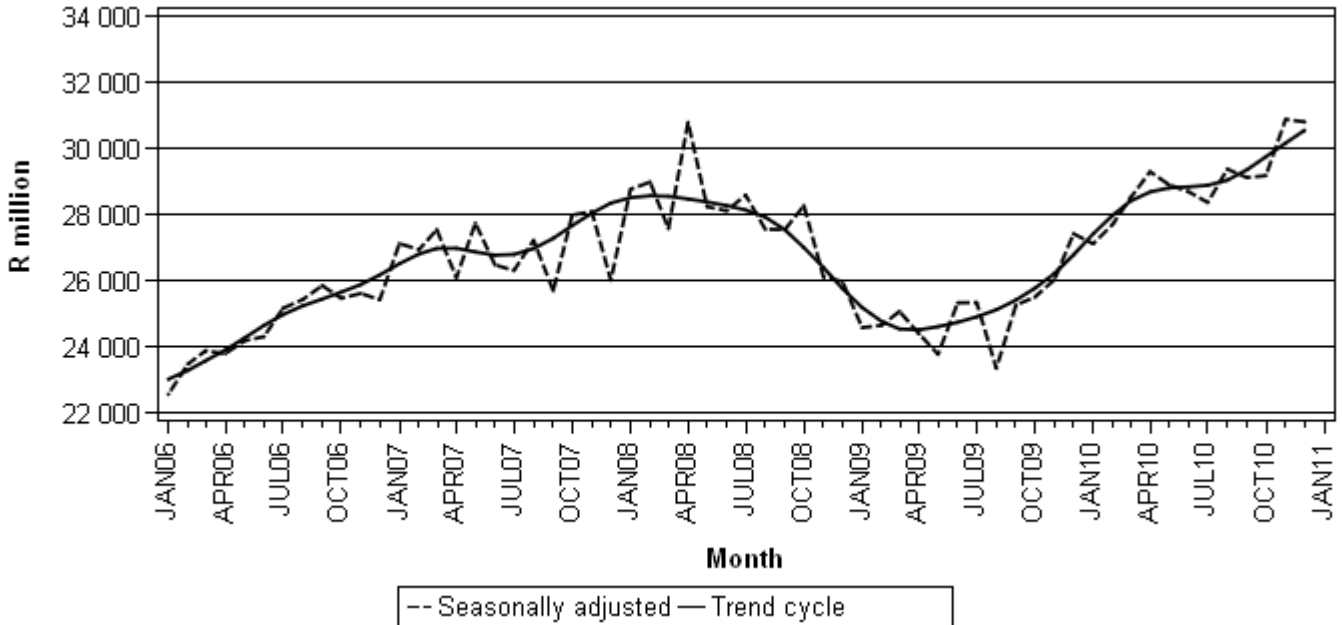
In December 2010 seasonally adjusted motor trade sales decreased by 0,2% month-on-month, following month-on-month changes of 5,8% in November 2010 and 0,2% in October 2010. Seasonally adjusted motor trade sales for the fourth quarter of 2010 increased by 4,6% compared with the third quarter of 2010.

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

Type of activity	October to December 2009 (R million)	Weight 1/	October to December 2010 (R million)	Difference in sales between October to December 2009 and October to December 2010 (R million)	% change between October to December 2009 and October to December 2010	Contribution (percentage points) to the % change in total sales 2/
New vehicle sales	19 943	24,7	25 130	5 187	26,0	6,4
Used vehicle sales	15 003	18,6	17 204	2 201	14,7	2,7
Workshop income	6 129	7,6	7 182	1 053	17,2	1,3
Income from the sales of accessories	14 741	18,2	15 619	878	6,0	1,1
Income from fuel sales	20 065	24,8	22 999	2 934	14,6	3,6
Income from convenience store sales 3/	4 968	6,1	5 052	84	1,7	0,1
Total 4/	80 849	100,0	93 190	12 341	15,3	15,3

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



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Statistician-General

Detailed results

Table 1 – Total motor trade sales (R million)

Month	2003	2004	2005	2006	2007	2008	2009 ^{1/}	2010 ^{1/}
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	29 996
August	15 393	19 395	23 055	26 499	28 452	28 827	24 419	30 671
September	15 880	19 851	22 863	26 368	26 061	27 717	25 280	29 047
October	16 865	19 551	22 643	26 156	28 736	29 049	26 208	29 968
November	17 319	20 286	23 921	26 671	29 153	27 108	27 055	32 093
December	16 915	20 464	22 296	25 021	25 718	25 932	27 586	31 129
Total	187 867	221 870	257 422	295 595	323 360	336 316	300 935	348 171

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	12,0
August	3,0	26,0	18,9	14,9	7,4	1,3	-15,3	25,6
September	8,3	25,0	15,2	15,3	-1,2	6,4	-8,8	14,9
October	13,6	15,9	15,8	15,5	9,9	1,1	-9,8	14,3
November	12,6	17,1	17,9	11,5	9,3	-7,0	-0,2	18,6
December	18,9	21,0	9,0	12,2	2,8	0,8	6,4	12,8
Total	12,3	18,1	16,0	14,8	9,4	4,0	-10,5	15,7

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	15 303	17 553	19 249	22 572	27 124	28 764	24 583	27 118
February	15 164	16 757	19 472	23 486	26 941	28 982	24 654	27 706
March	15 070	16 855	20 000	23 887	27 542	27 577	25 074	28 505
April	15 148	16 666	21 770	23 797	26 094	30 786	24 399	29 295
May	14 760	18 732	21 118	24 185	27 738	28 239	23 777	28 899
June	15 210	18 661	21 660	24 312	26 478	28 115	25 334	28 687
July	16 206	18 748	21 618	25 168	26 311	28 587	25 341	28 365
August	14 952	18 768	22 194	25 428	27 223	27 555	23 357	29 371
September	15 582	19 425	22 336	25 854	25 697	27 545	25 263	29 117
October	16 479	19 084	22 086	25 470	27 987	28 268	25 509	29 176
November	16 598	19 400	22 895	25 617	28 087	26 111	26 035	30 875
December	17 193	20 825	22 749	25 428	26 014	25 978	27 421	30 799

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
	Total	93 531	59 050	24 814	52 347	83 819	22 755	336 316
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
	Total	69 872	56 879	24 774	57 304	73 996	18 110	300 935
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	1 588	29 996
	August	8 904	5 742	2 250	5 129	7 146	1 501	30 671
	September	7 618	5 654	2 261	5 146	6 900	1 467	29 047
	October	7 749	5 674	2 396	5 169	7 299	1 681	29 968
	November	8 713	6 013	2 545	5 621	7 552	1 649	32 093
	December	8 668	5 517	2 241	4 829	8 148	1 722	31 129
	Total	93 564	63 066	27 073	60 863	84 704	18 901	348 171

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	
2008	January	-6,3	2,2	1,8	9,6	25,6	11,6	5,2
	February	0,6	-1,7	5,4	10,5	26,6	19,5	7,8
	March	-11,9	-4,7	-1,9	-2,3	29,9	24,1	1,4
	April	9,6	13,4	22,9	38,5	27,5	-6,9	18,0
	May	-11,3	-9,4	2,7	5,3	25,9	7,0	1,2
	June	-5,9	-10,3	7,9	14,4	33,4	-0,8	6,2
	July	-7,9	-2,0	17,3	21,9	34,2	6,0	8,8
	August	-20,4	-7,9	0,6	11,1	39,8	1,7	1,3
	September	-14,7	2,4	18,4	24,8	25,6	6,3	6,4
	October	-19,3	0,5	2,3	22,8	19,7	-6,4	1,1
	November	-27,7	-8,9	-12,5	14,0	17,2	-15,2	-7,0
	December	-19,3	14,0	1,1	26,6	4,4	-5,4	0,8
Total	-11,4	-1,6	5,1	16,1	25,4	2,6	4,0	
2009	January	-37,1	-11,0	-1,7	17,1	-12,2	-12,8	-15,0
	February	-35,5	-5,3	-1,1	12,3	-10,9	-31,2	-15,0
	March	-26,9	-0,6	9,7	24,2	-9,0	-28,6	-8,7
	April	-48,3	-11,5	-4,1	-6,6	-10,9	-4,4	-20,6
	May	-41,0	-1,4	-6,7	14,2	-16,8	-24,1	-16,2
	June	-24,8	8,3	-3,0	15,6	-19,9	-17,8	-9,9
	July	-25,6	-0,1	-3,9	9,0	-15,0	-21,5	-11,3
	August	-26,2	-15,0	2,9	8,2	-20,6	-23,1	-15,3
	September	-20,9	0,8	-1,1	5,5	-9,2	-26,7	-8,8
	October	-15,1	-5,8	-2,8	-2,3	-12,3	-18,9	-9,8
	November	0,0	-1,4	13,4	10,0	-7,0	-11,2	-0,2
	December	18,7	0,4	-0,6	13,1	6,0	-19,7	6,4
Total	-25,3	-3,7	-0,2	9,5	-11,7	-20,4	-10,5	
2010	January	16,4	8,6	9,3	-1,7	17,9	-0,7	10,0
	February	25,0	5,6	1,2	2,4	16,4	16,7	12,3
	March	31,4	4,2	7,8	10,3	10,6	3,4	13,8
	April	61,0	8,5	-1,5	7,8	20,2	0,4	20,3
	May	57,9	4,3	17,8	7,7	20,1	8,2	21,1
	June	28,6	-0,4	5,4	5,6	18,5	15,0	13,4
	July	29,8	7,2	5,4	5,7	8,0	4,1	12,0
	August	60,3	32,2	8,1	10,0	13,1	2,9	25,6
	September	33,3	17,4	7,5	8,8	6,9	0,7	14,9
	October	24,6	11,8	15,0	2,5	17,6	6,4	14,3
	November	31,5	19,2	17,6	10,4	16,5	-0,1	18,6
	December	22,1	12,9	19,1	4,9	10,5	-0,9	12,8
Total	33,9	10,9	9,3	6,2	14,5	4,4	15,7	

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.

Table 6 – Quarterly and annual cumulative estimates and percentage changes

Actual estimates	October to December 2009 (R million)	October to December 2010 (R million)	% change between October to December 2009 and October to December 2010	January to December 2009 (R million)	January to December 2010 (R million)	% change between January to December 2009 and January to December 2010
Motor trade sales	80 849	93 190	15,3	300 935	348 171	15,7

Table 7 – Seasonally adjusted estimates with monthly and quarterly percentage changes

Seasonally adjusted estimates	November 2010 (R million)	December 2010 (R million)	% change between November and December 2010	July to September 2010 (R million)	October to December 2010 (R million)	% change between July to September 2010 and October to December 2010
Motor trade sales	30 875	30 799	-0,2	86 853	90 850	4,6

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 2010 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	<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. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.
Response rate	6	The preliminary response rate for the survey on motor trade sales for December 2010 was 83,7%. The improved response rate for the survey on motor trade sales for November 2010 was 90,8%.
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 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.
	9	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.

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, 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	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 <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly • <i>SA Statistics</i> 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	<table border="0"> <tr> <td>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
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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 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.

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