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Statistical release

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Motor trade sales (Preliminary)

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Please note the new layout for this statistical release – see Annexure A.

Sales at current prices: results for December 2012

Table A – Key growth rates in motor trade sales at current prices

	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
Year-on-year % change, unadjusted	12,1	9,3	2,1	16,9	11,0	5,5
Month-on-month % change, seasonally adjusted	-1,4	0,9	-0,1	9,0	-3,7	-6,0
3-month % change, seasonally adjusted 1/	2,9	0,6	-1,0	2,2	4,7	4,5

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), motor trade sales increased by 5,5% year-on-year in December 2012. The highest annual growth rates were recorded for fuel sales (9,7%), convenience store sales (7,0%), new vehicle sales (6,6%) and used vehicle sales (5,6%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 6,0% in December 2012 compared with November 2012. This followed month-on-month changes of -3,7% in November 2012 and 9,0% in October 2012.

Seasonally adjusted motor trade sales increased by 4,5% in the fourth quarter of 2012 compared with the previous quarter.

Table B – Motor trade sales at current prices for the latest three months by type of activity

Type of activity	Oct – Dec 2011 (R million)	Weight	Oct – Dec 2012 (R million)	% change between Oct – Dec 2011 and Oct – Dec 2012	Contribution (% points) to the total % change
New vehicle sales	30 530	27,1	34 272	12,3	3,3
Used vehicle sales	18 116	16,1	20 365	12,4	2,0
Workshop income	6 929	6,1	7 692	11,0	0,7
Income from the sales of accessories	18 872	16,7	19 584	3,8	0,6
Income from fuel sales	33 051	29,3	37 653	13,9	4,1
Income from convenience store sales 1/	5 206	4,6	5 654	8,6	0,4
Total	112 705	100,0	125 220	11,1	11,1

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 11,1% in the fourth quarter of 2012 compared with the fourth quarter of 2011. The major contributors to this increase were:

- fuel sales (13,9% and contributing 4,1 percentage points);
- new vehicle sales (12,3% and contributing 3,3 percentage points); and
- used vehicle sales (12,4% and contributing 2,0 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

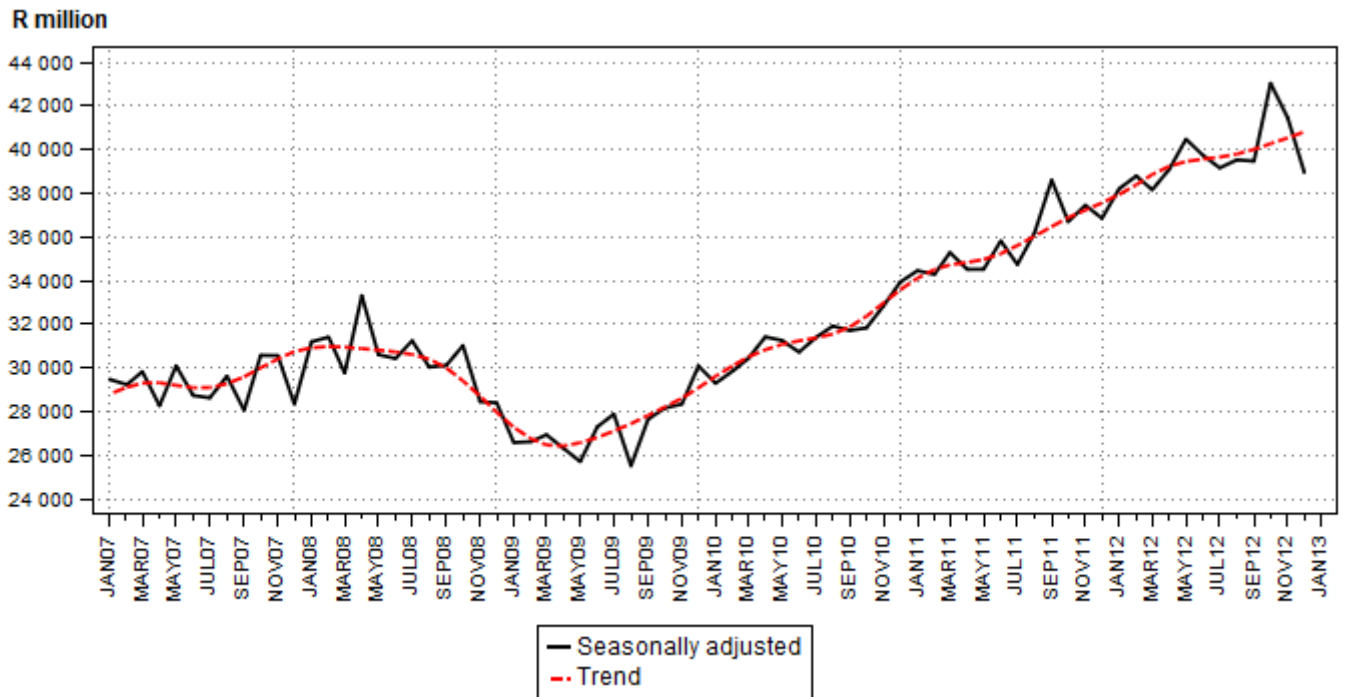
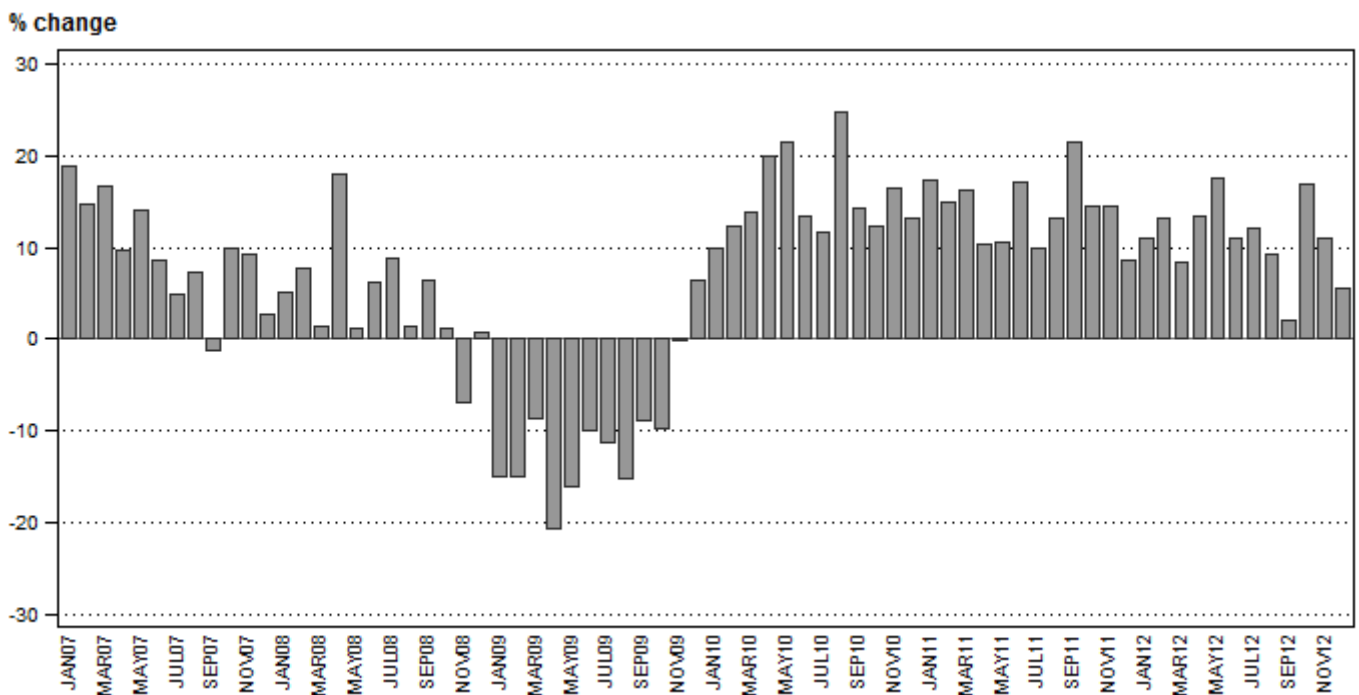


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



PJ Lehohla
Statistician-General

Tables

Table 1 – Motor trade sales at current prices (R million)

Month	2006	2007	2008	2009	2010	2011	2012 1/
Jan	23 698	28 142	29 596	25 150	27 674	32 482	36 046
Feb	24 649	28 305	30 508	25 936	29 126	33 465	37 869
Mar	25 907	30 247	30 667	28 002	31 857	37 020	40 141
Apr	23 805	26 088	30 789	24 431	29 300	32 309	36 662
May	26 595	30 351	30 707	25 727	31 234	34 543	40 596
Jun	25 832	28 072	29 800	26 854	30 446	35 641	39 607
Jul	28 727	30 138	32 801	29 102	32 485	35 708	40 042
Aug	28 803	30 925	31 333	26 542	33 125	37 510	40 991
Sep	28 661	28 326	30 127	27 477	31 372	38 082	38 869
Oct	28 431	31 235	31 575	28 486	32 010	36 682	42 865
Nov	28 989	31 688	29 464	29 407	34 273	39 254	43 559
Dec	27 196	27 953	28 186	29 984	33 898	36 769	38 796
Total	321 293	351 470	365 553	327 098	376 800	429 465	476 043

1/ Latest month is preliminary.

Table 2 – Year-on-year percentage change in motor trade sales at current prices

Month	2007	2008	2009	2010	2011	2012	2012 year-to-date
Jan	18,8	5,2	-15,0	10,0	17,4	11,0	11,0
Feb	14,8	7,8	-15,0	12,3	14,9	13,2	12,1
Mar	16,8	1,4	-8,7	13,8	16,2	8,4	10,8
Apr	9,6	18,0	-20,7	19,9	10,3	13,5	11,4
May	14,1	1,2	-16,2	21,4	10,6	17,5	12,7
Jun	8,7	6,2	-9,9	13,4	17,1	11,1	12,4
Jul	4,9	8,8	-11,3	11,6	9,9	12,1	12,4
Aug	7,4	1,3	-15,3	24,8	13,2	9,3	11,9
Sep	-1,2	6,4	-8,8	14,2	21,4	2,1	10,8
Oct	9,9	1,1	-9,8	12,4	14,6	16,9	11,4
Nov	9,3	-7,0	-0,2	16,5	14,5	11,0	11,3
Dec	2,8	0,8	6,4	13,1	8,5	5,5	10,8
Total	9,4	4,0	-10,5	15,2	14,0	10,8	

Table 3 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2009	2010	2011	2012	2009	2010	2011	2012
Jan	26 582	29 294	34 452	38 204	-6,4	-2,6	1,5	3,7
Feb	26 624	29 859	34 286	38 788	0,2	1,9	-0,5	1,5
Mar	26 940	30 428	35 283	38 157	1,2	1,9	2,9	-1,6
Apr	26 318	31 421	34 517	39 109	-2,3	3,3	-2,2	2,5
May	25 711	31 260	34 519	40 474	-2,3	-0,5	0,0	3,5
Jun	27 301	30 723	35 817	39 731	6,2	-1,7	3,8	-1,8
Jul	27 885	31 384	34 735	39 160	2,1	2,2	-3,0	-1,4
Aug	25 519	31 918	36 186	39 527	-8,5	1,7	4,2	0,9
Sep	27 656	31 715	38 602	39 471	8,4	-0,6	6,7	-0,1
Oct	28 158	31 835	36 697	43 032	1,8	0,4	-4,9	9,0
Nov	28 344	32 849	37 450	41 452	0,7	3,2	2,1	-3,7
Dec	30 089	33 929	36 850	38 960	6,2	3,3	-1,6	-6,0

Table 4 – Motor trade sales at current prices by type of activity (R million)

Type of activity	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12 1/
New vehicle sales	11 253	11 761	10 719	11 780	12 073	10 419
Used vehicle sales	6 606	6 865	6 259	7 215	7 241	5 909
Workshop income	2 533	2 511	2 306	2 662	2 762	2 268
Income from the sales of accessories	6 472	6 615	6 107	6 882	7 139	5 563
Income from fuel sales	11 472	11 553	11 710	12 497	12 518	12 638
Income from convenience store sales 2/	1 706	1 686	1 769	1 829	1 827	1 998
Total	40 042	40 991	38 869	42 865	43 559	38 796

1/ Preliminary.

2/ Includes 'other' sales and trading income.

Table 5 – Year-on-year percentage change in motor trade sales at current prices by type of activity

Type of activity	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
New vehicle sales	17,8	12,9	1,5	18,3	11,8	6,6
Used vehicle sales	10,4	8,3	-2,8	22,0	9,6	5,6
Workshop income	15,6	6,3	-0,9	15,6	12,1	4,8
Income from the sales of accessories	10,5	7,0	-6,4	10,1	5,5	-4,9
Income from fuel sales	8,2	8,7	10,0	18,2	14,2	9,7
Income from convenience store sales 1/	12,3	6,8	11,6	8,7	10,3	7,0
Total	12,1	9,3	2,1	16,9	11,0	5,5

1/ Includes 'other' sales and trading income.

Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices

Type of activity	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
New vehicle sales	4,8	3,6	0,4	5,0	3,2	1,8
Used vehicle sales	1,7	1,4	-0,5	3,5	1,6	0,9
Workshop income	1,0	0,4	-0,1	1,0	0,8	0,3
Income from the sales of accessories	1,7	1,2	-1,1	1,7	0,9	-0,8
Income from fuel sales	2,4	2,5	2,8	5,2	4,0	3,0
Income from convenience store sales 1/	0,5	0,3	0,5	0,4	0,4	0,4
Total	12,1	9,3	2,1	16,9	11,0	5,5

1/ Includes 'other' sales and trading income.

Annexure A – Comparison between the old and new layouts

Old layout	New layout
Summary tables, graphs and text:	
<p>Table A (sales at current prices)</p> <ul style="list-style-type: none"> • Latest sales values • Variety of growth rates (only the latest shown) 	<p>Table A (sales at current prices)</p> <ul style="list-style-type: none"> • y/y % change • m/m % change (seasonally adjusted) • 3m/3m % change (seasonally adjusted) • Latest 6 months <p><i>Note: For sales values at current prices, see new Table 1 (actual) and new Table 3 (seasonally adjusted).</i></p>
<p>Table B (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown (by type of activity) • 3-month totals (Rm) • 3m y/y% change and %-point contribution 	<p>Table B (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown (by type of activity) • 3-month totals (Rm) • 3m y/y% change and %-point contribution
<p>Figure 1 (sales at current prices)</p> <ul style="list-style-type: none"> • Seasonally adjusted sales, and the trend 	<p>Figure 1 (sales at current prices)</p> <ul style="list-style-type: none"> • Seasonally adjusted sales, and the trend
	<p>Figure 2 (sales at current prices)</p> <ul style="list-style-type: none"> • y/y % change
Detailed tables:	
<p>Table 1 (sales at current prices)</p> <ul style="list-style-type: none"> • Motor trade sales 	<p>Table 1 (sales at current prices)</p> <ul style="list-style-type: none"> • Motor trade sales
<p>Table 2 (sales at current prices)</p> <ul style="list-style-type: none"> • y/y % change 	<p>Table 2 (sales at current prices)</p> <ul style="list-style-type: none"> • y/y % change
<p>Table 3 (sales at current prices)</p> <ul style="list-style-type: none"> • Seasonally adjusted sales 	<p>Table 3 (sales at current prices)</p> <ul style="list-style-type: none"> • Seasonally adjusted sales • m/m % change
<p>Table 4 (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown (by type of activity) • Latest 35 months (Rm) 	<p>Table 4 (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown (by type of activity) • Latest 6 months (Rm)

Old layout	New layout
<p>Table 5 (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown • y/y % change for individual months • Latest 35 months 	<p>Table 5 (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown • y/y % change for individual months • Latest 6 months
<p>Table 6 (sales at current prices)</p> <ul style="list-style-type: none"> • Sales values for latest 3 months and cumulative (year-to-date), and corresponding sales values a year ago • y/y % change <p><i>Note: For annual % changes, see new Tables B and 2.</i></p>	<p>Table 6 (sales at current prices)</p> <ul style="list-style-type: none"> • Breakdown • %-point contribution to y/y % change • Latest 6 months <p><i>Note: New table.</i></p>
<p>Table 7 (seasonally adjusted sales at current prices)</p> <ul style="list-style-type: none"> • Latest 2 months – totals (Rm) • m/m % change • 3-month totals (Rm) • 3m/3m % change <p><i>Note: For % changes see new Table A.</i></p>	

Survey information

Introduction	<p>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 Stats SA's 2012 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.</p> <p>2 In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.</p>
Purpose of the survey	<p>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.</p>
Scope of the survey	<p>4 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	<p>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.</p>
Collection rate	<p>6 The preliminary collection rate for the survey on motor trade sales for December 2012 was 76,5%, accounting for 85,7% of the total estimate for motor trade sales. The improved collection rate for November 2012 was 79,6%.</p>
Statistical unit	<p>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.</p>
Revised figures	<p>8 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.</p>
Related publications	<p>9 Users may also refer to the following publications available from Stats SA:</p> <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly; and • <i>SA Statistics</i> issued annually.

- Rounding-off of figures** 10 Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
- Historical data** 11 Historical motor trade data are available on the Stats SA webpage. To access the data electronically, use the following link:
<http://www.statssa.gov.za/timeseriesdata/timeseriesdata.asp>
- Past publications** 12 Past motor trade releases are available on the Stats SA webpage. To access the releases electronically, use the following link:
<http://www.statssa.gov.za/publications/statspastfuture.asp?PPN=P6343.2&SCH=>

Technical notes

- Survey methodology and design** 1 The survey is conducted monthly. Questionnaires are sent to a sample of about 870 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. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn in April 2012 from Stats SA’s business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises (see point 3 below).

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 3,5%.

- Class limits** 3 Each motor trade classification group (SIC at four digit level) is divided into four size groups. All large and medium enterprises (size group one and two) are completely enumerated. Simple random sampling is applied to small enterprises (size group three and four). The total value of sales of the large and medium enterprises (size group one and two) per classification group is added to the weighted totals of size group three and four to reflect the total value of sales.

Measure of size classes (Rand)

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	

- Sample weighting** 4 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 classification group estimates. These procedures are consistent with international best practice.

- Seasonal adjustment** **5** 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 recognised more clearly. 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** **6** 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** **7** 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.
- 8** 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.
- Month-on-month percentage change** **9** The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
- Year-on-year percentage change** **10** The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.
- Contribution (percentage points)** **11** The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.

Glossary

Enterprise An 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)*.

Symbols and abbreviations

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
IT	Income tax
Rm	Rand million
SIC	Standard Industrial Classification of all Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value added tax

Technical enquiries

Peter Makota Telephone number: (012) 310 4837
Email: petermak@statssa.gov.za

Keshnee Govender Telephone number: (012) 310 8423
Email: keshneeg@statssa.gov.za

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User information services	Telephone number: (012) 310 8600 Email address: info@statssa.gov.za
Orders/subscription services	Telephone number: (012) 310 8358 Email address: magdaj@statssa.gov.za
Postal address	Private Bag X44, Pretoria, 0001

Produced by Stats SA