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# Statistical release

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### Motor trade sales (Preliminary)

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**Summary findings: Motor trade sales**

**Table A – Key figures as at the end of February 2007**

Estimates	February 2007 ( R million)	% change between February 2006 and February 2007	% change between December 2005 to February 2006 and December 2006 to February 2007	% change between January to February 2006 and January to February 2007
Motor trade sales	25 776	+14,0	+15,0	+16,3

Seasonally adjusted estimates	February 2007 (R million)	% change between January 2007 and February 2007	% change between September to November 2006 and December 2006 to February 2007
Motor trade sales	26 977	+0,8	+3,9

**Key findings as at the end of February 2007**

**Motor trade sales increase**

*Table A indicates that motor trade sales for the three months up to February 2007 increased by 15,0% compared with the three months up to February 2006. Similarly motor trade sales for the three months ended February 2006 compared with the three months ended February 2005 increased by 15,0%.*

Seasonally adjusted motor trade sales for the three months up to February 2007 increased by 3,9% compared with the three months ended November 2006.

Motor trade sales for February 2007 increased by 14,0% compared with motor trade sales for February 2006.

As indicated in table B below, the major contributors to the 15,0% increase in motor trade sales for the three months up to February 2007 compared with the three months up to February 2006 were new vehicle sales (contributing 4,5 percentage points), used vehicles (contributing 2,9 percentage points), income from sales of accessories (contributing 2,6 percentage points) and income from fuel sales (contributing 2,3 percentage points).

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

Type of activity	December 2005 to February 2006 (R million)	Weight 1/	December 2006 to February 2007 (R million)	Difference in sales between December 2005 to February 2006 and December 2006 to February 2007 (R million)	Percentage change between December 2005 to February 2006 and December 2006 to February 2007	Contribution (percentage points) to the percentage change in total sales 2/
<b>New vehicle sales</b>	24 373	36,6	27 399	3 026	12,4	4,5
<b>Used vehicle sales</b>	11 893	17,9	13 837	1 944	16,3	2,9
<b>Workshop income</b>	5 501	8,3	6 468	967	17,6	1,5
<b>Income from the sales of accessories</b>	8 751	13,1	10 503	1 752	20,0	2,6
<b>Income from fuel sales</b>	12 483	18,7	14 022	1 539	12,3	2,3
<b>Income from convenient store sales</b>	3 567	5,4	4 305	738	20,7	1,1
<b>Total 3/</b>	<b>66 576</b>	<b>100,0</b>	<b>76 534</b>	<b>9 957</b>	<b>15,0</b>	<b>15,0</b>

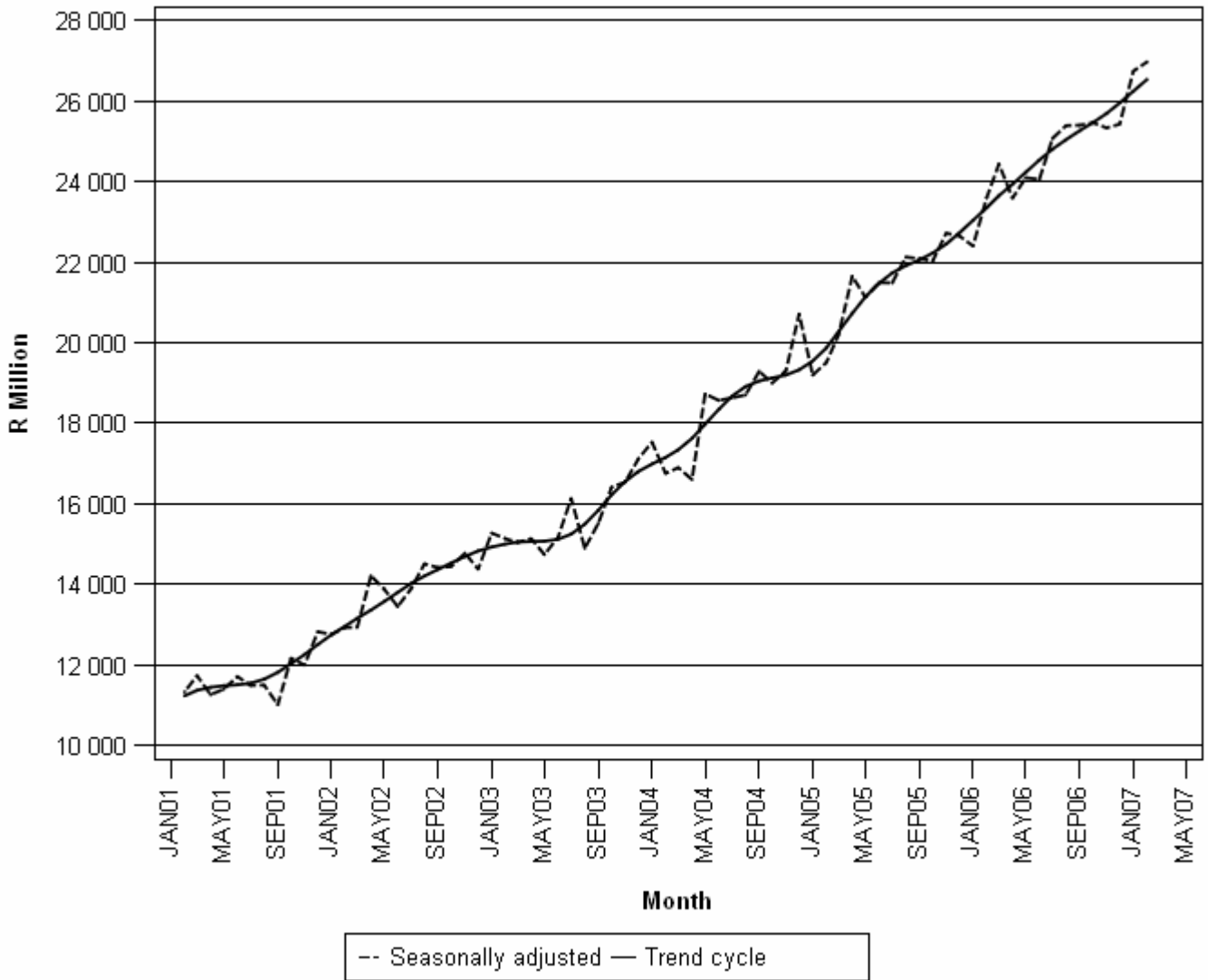
1/ Weight is the percentage contribution of each type of activity to the total motor trade sales of December 2005 to February 2006.

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 2001 and February 2007. The series follows an upward trend throughout the period.

**Figure 1-Motor trade**



**P J Lehohla**  
**Statistician-General**

### Detailed results

Tables 1 and 2 show motor trade sales and percentage changes over the period January 2000 to February 2007. Table 3 shows seasonally adjusted motor trade sales over the same period.

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

Month	2000	2001	2002	2003	2004	2005	2006 1/	2007 1/
January	8 217	10 676	12 427	14 952	17 159	18 720	21 737	25 813
February	9 492	11 437	12 904	14 893	16 261	18 776	22 610	25 776
March	9 416	11 702	12 783	14 727	16 479	19 642	23 763	
April	8 787	10 452	13 166	14 008	15 397	20 043	21 834	
May	10 019	11 467	14 004	14 914	18 939	21 373	24 395	
June	10 296	11 681	13 364	14 992	18 293	21 133	23 696	
July	10 432	11 763	14 272	16 689	19 422	22 524	26 350	
August	10 890	11 806	14 893	15 347	19 337	22 985	26 419	
September	10 621	11 107	14 620	15 832	19 792	22 794	26 289	
October	10 635	12 442	14 796	16 814	19 492	22 575	26 078	
November	11 145	12 374	15 337	17 268	20 226	23 850	26 591	
December	10 453	12 597	14 179	16 863	20 401	22 228	24 945	
<b>Total</b>	<b>120 407</b>	<b>139 509</b>	<b>166 750</b>	<b>187 305</b>	<b>221 203</b>	<b>256 649</b>	<b>294 709</b>	

1/ Preliminary.

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

Month	2000	2001	2002	2003	2004	2005	2006	2007
January	11,5	29,9	16,4	20,3	14,8	9,1	16,1	18,8
February	20,9	20,5	12,8	15,4	9,2	15,5	20,4	14,0
March	18,3	24,3	9,2	15,2	11,9	19,2	21,0	
April	16,9	18,9	26,0	6,4	9,9	30,2	8,9	
May	28,1	14,5	22,1	6,5	27,0	12,9	14,1	
June	36,2	13,4	14,4	12,2	22,0	15,5	12,1	
July	24,0	12,8	21,3	16,9	16,4	16,0	17,0	
August	27,1	8,4	26,1	3,0	26,0	18,9	14,9	
September	23,1	4,6	31,6	8,3	25,0	15,2	15,3	
October	21,7	17,0	18,9	13,6	15,9	15,8	15,5	
November	28,1	11,0	23,9	12,6	17,1	17,9	11,5	
December	23,6	20,5	12,6	18,9	21,0	9,0	12,2	
<b>Total</b>	<b>23,4</b>	<b>15,9</b>	<b>19,5</b>	<b>12,3</b>	<b>18,1</b>	<b>16,0</b>	<b>14,8</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	2000	2001	2002	2003	2004	2005	2006	2007
January	8 616	11 077	12 750	15 270	17 529	19 196	22 405	26 750
February	9 338	11 325	12 920	15 130	16 752	19 507	23 601	26 977
March	9 340	11 726	12 930	15 036	16 896	20 201	24 442	
April	9 413	11 254	14 205	15 131	16 600	21 650	23 593	
May	9 993	11 389	13 879	14 735	18 727	21 129	24 101	
June	10 265	11 703	13 442	15 162	18 567	21 494	24 061	
July	10 198	11 483	13 879	16 131	18 630	21 487	25 078	
August	10 594	11 491	14 505	14 893	18 702	22 129	25 397	
September	10 559	11 002	14 411	15 515	19 288	22 090	25 406	
October	10 391	12 160	14 438	16 408	18 998	22 029	25 466	
November	10 862	11 990	14 772	16 538	19 301	22 723	25 340	
December	10 644	12 818	14 375	17 114	20 713	22 653	25 432	

Table 4 shows motor trade sales by type of activity. The main activities in the motor trade industry are sales of new vehicles and sales of used vehicles.

**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 convenient store sales	Total 3/
2005	September	8 181	4 341	1 951	2 891	4 276	1 152	22 794
	October	7 655	4 313	1 951	3 160	4 497	996	22 575
	November	8 480	4 507	1 952	3 279	4 380	1 250	23 850
	December	7 686	4 013	1 758	2 895	4 578	1 297	22 228
2006	January	8 099	3 816	1 790	2 807	4 055	1 166	21 737
	February	8 588	4 064	1 953	3 049	3 850	1 104	22 610
	March	8 941	4 323	2 062	2 976	4 079	1 380	23 763
	April	7 893	4 042	1 929	2 774	3 929	1 265	21 834
	May	8 995	4 444	2 202	3 140	4 324	1 287	24 395
	June	8 231	4 623	2 084	3 044	4 480	1 235	23 696
	July	10 032	4 857	2 175	3 102	4 713	1 471	26 350
	August	9 791	4 821	2 330	3 158	5 008	1 311	26 419
	September	9 629	4 963	2 437	3 118	4 669	1 472	26 289
	October	9 129	4 969	2 487	3 538	4 476	1 479	26 078
	November	9 437	5 280	2 502	3 625	4 348	1 400	26 591
	December	8 609	4 300	2 032	3 238	5 250	1 515	24 945
	<b>Total</b>	<b>107 374</b>	<b>54 502</b>	<b>25 983</b>	<b>37 569</b>	<b>53 181</b>	<b>16 085</b>	<b>294 707</b>
2007	January	9 531	4 649	2 129	3 564	4 557	1 383	25 813
	February	9 259	4 888	2 307	3 701	4 215	1 407	25 776

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 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 percentages**

Estimates	December 2005 to February 2006 (R million)	December 2006 to February 2007 (R million)	% change between December 2005 to February 2006 and December 2006 to February 2007	January to February 2006 (R million)	January to February 2007 (R million)	% change between January to February 2006 and January to February 2007
Motor trade sales	66 576	76 534	+15,0	44 347	51 589	+16,3

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

Seasonally adjusted estimates	January 2007 (R million)	February 2007 (R million)	% change between January and February 2007	September to November 2006 (R million)	December 2006 to February 2007 (R million)	% change between September to November 2006 and December 2006 to February 2007
Motor trade sales	26 750	26 977	+0,8	76 214	79 160	+3,9



**Explanatory notes**

<b>Introduction</b>	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises of the motor trade industry (see 3 below). This survey is based on a sample drawn from the 2006 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 become available. Motor trade sales estimates exclude value-added tax (VAT).
<b>Purpose of the survey</b>	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.
<b>Scope of the survey</b>	4	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>	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. Statistics in this publication are presented at SIC division (two digit) level. Each enterprise is classified to the industry, which reflects its predominant activity.
<b>Response rate</b>	6	The preliminary response rate for the survey on motor trade sales for February 2007 was 80,4%.
<b>Statistical unit</b>	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 activities.
<b>Survey methodology and design</b>	8	The survey is conducted monthly. Questionnaires are sent to a sample of 669 enterprises from a population of about 13 000 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 669 enterprises, which was drawn in April 2006 from a population then of about 13 000 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 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) classification group is added to the weighted totals of size groups two, 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>16</b>	<table border="0"> <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>	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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*	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	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 February 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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Telephone number: (012) 310 8600/8390/8351/4892/8496/8095 (user information services)  
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(012) 310 4883/4885/8018 (library)

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

Email address: PhaswaneM@statssa.gov.za (technical enquiries)  
Rikie-louiseb@statssa.gov.za (technical enquiries)  
Info@statssa.gov.za (user information services)  
distribution@statssa.gov.za (orders)

Postal address: Private Bag X44, Pretoria, 0001

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