



**Statistics  
South Africa**

Preferred supplier of quality statistics



# Statistical release

## P6343.2

### Motor trade sales (Preliminary)

February 2009

Embargoed until:  
16 April 2009  
13:00

**Enquiries:**

User Information Services  
(012) 310 8600

**Forthcoming issue:**

March 2009

**Expected release date**

14 May 2009

**Contents**

**Summary of findings: Motor trade sales** ..... **2**  
 Table A – Key figures as at the end of February 2009 ..... 2  
 Table B – Contribution of each type of activity to the percentage change in motor trade sales..... 3  
**Detailed results** ..... **5**  
 Table 1 – Total motor trade sales (R million) ..... 5  
 Table 2 – Percentage change in total motor 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  
 Table 5.1 – Quarterly estimates and percentages ..... 7  
 Table 5.2 – Seasonally adjusted estimates with monthly and quarterly percentage change ..... 7  
**Explanatory notes**..... **8**  
**Technical note**..... **10**  
**Glossary**..... **10**  
**General information**..... **11**

## Summary of findings: Motor trade sales

Table A – Key figures as at the end of February 2009

Estimates	February 2009 (R million)	% change between February 2008 and February 2009	% change between December 2007 to February 2008 and December 2008 to February 2009	% change between January to February 2008 and January to February 2009
Motor trade sales	23 988	-15,3	-10,1	-15,2

Seasonally adjusted estimates	February 2009 (R million)	% change between January and February 2009	% change between September to November 2008 and December 2008 to February 2009
Motor trade sales	24 516	0,3	-7,7

### Key findings as at the end of February 2009

#### Motor trade sales decrease

*Table A indicates that motor trade sales for the three months ended February 2009 decreased by 10,1% compared with the three months ended February 2008, while the corresponding growth for the same period in 2008 was 5,3%.*

New vehicle sales for the three months ended February 2009 decreased by 30,9% compared with the three months ended February 2008. This was the main contributor (-9,7 percentage points) to the total decrease of 10,1% in motor trade sales (see Table B overleaf).

Motor trade sales for February 2009 decreased by 15,3% compared with February 2008, while sales for the corresponding period in 2008 increased by 7,8%.

Seasonally adjusted motor trade sales for the three months ended February 2009 decreased by 7,7% compared with the three months ended November 2008.

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

Type of activity	December 2007 to February 2008 (R million)	Weight <sup>1/</sup>	December 2008 to February 2009 (R million)	Difference in sales between December 2007 to February 2008 and December 2008 to February 2009 (R million)	Percentage change between December 2007 to February 2008 and December 2008 to February 2009	Contribution (percentage points) to the percentage change in total sales <sup>2/</sup>
<b>New vehicle sales</b>	25 792	31,5	17 816	-7 976	-30,9	-9,7
<b>Used vehicle sales</b>	13 580	16,6	13 343	-237	-1,7	-0,3
<b>Workshop income</b>	5 674	6,9	5 586	-88	-1,6	-0,1
<b>Income from the sales of accessories</b>	11 032	13,5	13 092	2 060	18,7	2,5
<b>Income from fuel sales</b>	19 881	24,3	18 733	-1 148	-5,8	-1,4
<b>Income from convenience store sales</b>	5 823	7,1	4 954	-869	-14,9	-1,1
<b>Total <sup>3/</sup></b>	<b>81 782</b>	<b>100,0</b>	<b>73 524</b>	<b>-8 258</b>	<b>-10,1</b>	<b>-10,1</b>

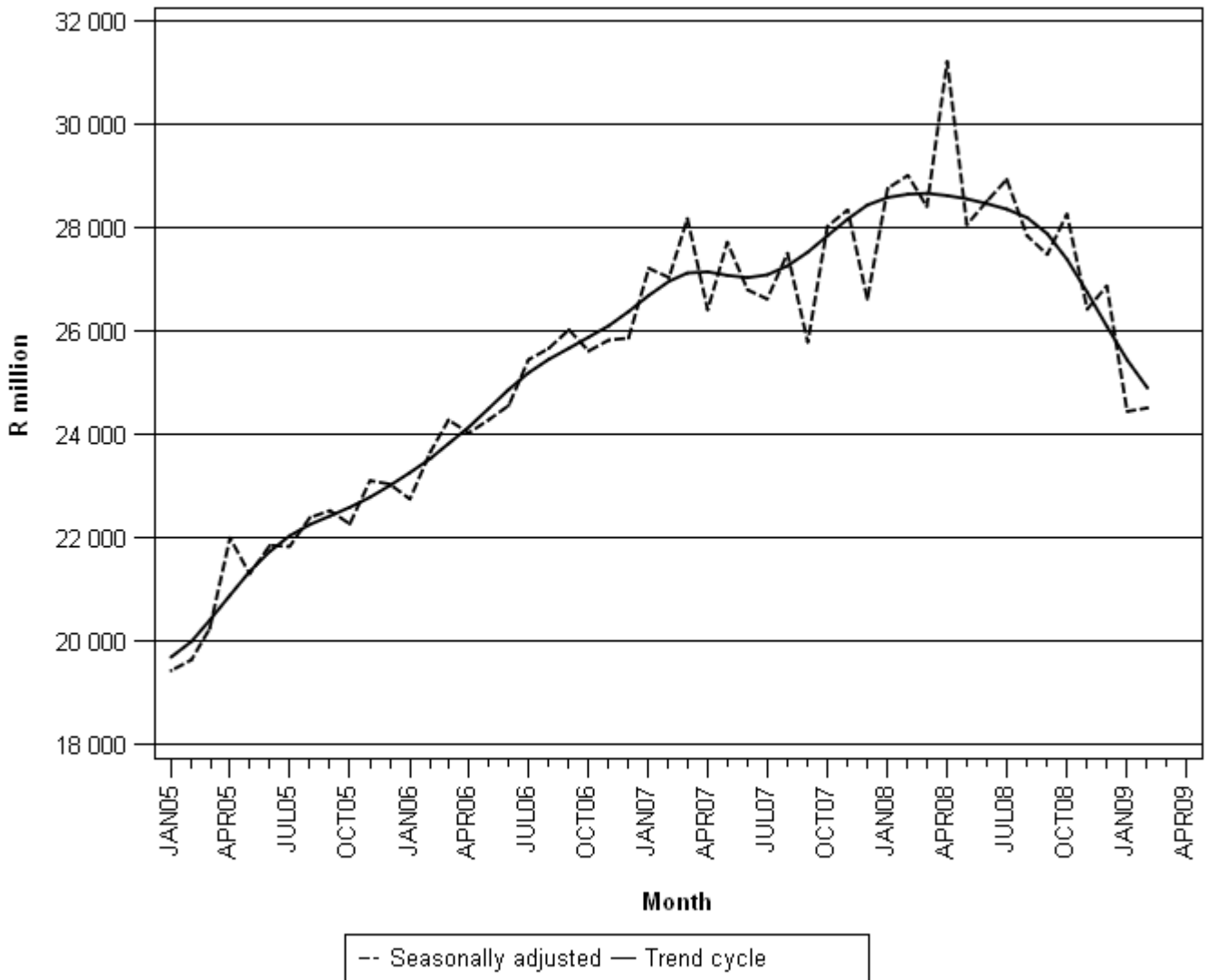
<sup>1/</sup> Weight is the percentage contribution of each type of activity to the total motor trade sales for the three months up to the current month of the previous year.

<sup>2/</sup> The contribution to the percentage change is calculated by multiplying the percentage change of each type of activity with the corresponding weight.

<sup>3/</sup> 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 2005 and February 2009.

**Figure 1 – Motor trade sales**



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

### Detailed results

Tables 1 and 2 show motor trade sales and percentage changes over the period January 2002 - February 2009. Table 3 shows seasonally adjusted motor trade sales over the same period.

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

Month	2002	2003	2004	2005	2006	2007	2008 <sup>1/</sup>	2009 <sup>1/</sup>
January	12 583	15 140	17 375	18 956	22 009	26 136	27 487	23 358
February	13 066	15 080	16 465	19 011	22 893	26 288	28 334	23 988
March	12 944	14 912	16 686	19 889	24 061	28 092	28 483	
April	13 331	14 184	15 590	20 294	22 109	24 229	28 595	
May	14 180	15 101	19 177	21 642	24 700	28 189	28 518	
June	13 531	15 181	18 523	21 398	23 992	26 072	27 676	
July	14 452	16 899	19 666	22 806	26 680	27 991	30 464	
August	15 080	15 539	19 579	23 273	26 750	28 722	29 100	
September	14 804	16 030	20 040	23 080	26 618	26 308	27 980	
October	14 981	17 025	19 736	22 858	26 404	29 009	29 324	
November	15 529	17 484	20 479	24 148	26 924	29 430	27 365	
December	14 357	17 075	20 658	22 507	25 258	25 961	26 178	
<b>Total</b>	<b>168 838</b>	<b>189 650</b>	<b>223 974</b>	<b>259 862</b>	<b>298 398</b>	<b>326 427</b>	<b>339 504</b>	

<sup>1/</sup> Preliminary.

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

Month	2002	2003	2004	2005	2006	2007	2008	2009
January	-	20,3	14,8	9,1	16,1	18,8	5,2	-15,0
February	-	15,4	9,2	15,5	20,4	14,8	7,8	-15,3
March	-	15,2	11,9	19,2	21,0	16,8	1,4	
April	-	6,4	9,9	30,2	8,9	9,6	18,0	
May	-	6,5	27,0	12,9	14,1	14,1	1,2	
June	-	12,2	22,0	15,5	12,1	8,7	6,2	
July	-	16,9	16,4	16,0	17,0	4,9	8,8	
August	-	3,0	26,0	18,9	14,9	7,4	1,3	
September	-	8,3	25,0	15,2	15,3	-1,2	6,4	
October	-	13,6	15,9	15,8	15,5	9,9	1,1	
November	-	12,6	17,1	17,9	11,5	9,3	-7,0	
December	-	18,9	21,0	9,0	12,2	2,8	0,8	
<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>	

<sup>1/</sup> 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	2002	2003	2004	2005	2006	2007	2008	2009
January	12 911	15 458	17 728	19 427	22 750	27 222	28 771	24 449
February	13 078	15 306	16 912	19 634	23 658	27 042	29 022	24 516
March	13 090	15 211	17 033	20 243	24 283	28 186	28 418	
April	14 377	15 308	16 840	21 999	24 032	26 417	31 229	
May	14 047	14 910	18 912	21 301	24 283	27 726	28 066	
June	13 607	15 351	18 832	21 854	24 564	26 804	28 525	
July	14 077	16 367	18 934	21 829	25 449	26 627	28 944	
August	14 671	15 071	18 920	22 392	25 669	27 512	27 853	
September	14 596	15 725	19 593	22 527	26 031	25 788	27 489	
October	14 622	16 629	19 258	22 268	25 619	28 036	28 274	
November	14 957	16 750	19 574	23 108	25 833	28 354	26 429	
December	14 575	17 362	21 054	23 041	25 869	26 626	26 880	

Table 4 shows motor trade sales by type of activity. The main income in the motor trade industry is derived from vehicles sales and fuel sales.

**Table 4 – Motor trade sales by types of activities (R million) <sup>1/</sup>**

Year and month <sup>2/</sup>		New vehicle sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenience store sales	Total <sup>3/</sup>
<b>2007</b>	January	9 563	4 533	1 770	3 531	5 220	1 518	26 136
	February	9 205	4 920	1 960	3 654	4 985	1 564	26 288
	March	10 139	5 059	1 925	3 886	5 321	1 762	28 092
	April	7 990	4 035	1 709	3 327	5 458	1 710	24 229
	May	9 341	5 212	2 033	3 841	6 023	1 740	28 189
	June	8 192	4 715	1 910	3 590	5 953	1 712	26 072
	July	9 335	5 030	1 944	3 741	6 122	1 820	27 991
	August	9 722	5 376	1 953	3 794	6 024	1 854	28 722
	September	8 701	4 519	1 742	3 508	5 982	1 856	26 308
	October	9 339	5 197	2 034	4 115	6 257	2 067	29 009
	November	9 419	5 448	2 120	3 970	6 295	2 178	29 430
	December	7 594	4 124	1 811	3 135	7 027	2 269	25 961
	<b>Total</b>	<b>108 540</b>	<b>58 168</b>	<b>22 911</b>	<b>44 092</b>	<b>70 667</b>	<b>22 050</b>	<b>326 427</b>
<b>2008</b>	January	8 949	4 629	1 801	3 866	6 552	1 691	27 487
	February	9 249	4 827	2 062	4 031	6 302	1 863	28 334
	March	8 920	4 813	1 885	3 790	6 901	2 175	28 483
	April	8 757	4 574	2 100	4 607	6 961	1 596	28 595
	May	8 263	4 712	2 083	4 037	7 566	1 857	28 518
	June	7 690	4 219	2 055	4 097	7 922	1 694	27 676
	July	8 582	4 922	2 277	4 554	8 204	1 925	30 464
	August	7 716	4 939	1 960	4 205	8 398	1 881	29 100
	September	7 423	4 630	2 063	4 379	7 513	1 972	27 980
	October	7 536	5 226	2 080	5 053	7 493	1 935	29 324
	November	6 810	4 960	1 853	4 525	7 371	1 846	27 365
	December	6 145	4 713	1 836	3 978	7 351	2 155	26 178
	<b>Total</b>	<b>96 040</b>	<b>57 164</b>	<b>24 055</b>	<b>51 122</b>	<b>88 534</b>	<b>22 590</b>	<b>339 504</b>
<b>2009</b>	January	5 650	4 135	1 776	4 544	5 771	1 483	23 358
	February	6 021	4 495	1 974	4 570	5 611	1 316	23 988

<sup>1/</sup> The type of activity in motor trade refer to the enterprises classified within the motor trade industry and engaged in the activities mentioned above.

<sup>2/</sup> 2008 and 2009 figures are preliminary.

<sup>3/</sup> 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 2007 to February 2008 (R million)	December 2008 to February 2009 (R million)	% change between December 2007 to February 2008 and December 2008 to February 2009	January to February 2008 (R million)	January to February 2009 (R million)	% change between January to February 2008 and January to February 2009
<b>Motor trade sales</b>	81 782	73 524	-10,1	55 821	47 346	-15,2

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

Seasonally adjusted estimates	January 2009 (R million)	February 2009 (R million)	% change between January and February 2009	September to November 2008 (R million)	December 2008 to February 2009 (R million)	% change between September to November 2008 and December 2008 to February 2009
<b>Motor trade sales</b>	24 449	24 516	0,3	82 192	75 845	-7,7



## 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 the 2008 Business Sampling Frame (BSF) that 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>	<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"> <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. Statistics in this publication are presented at SIC division (two digits) level. Each enterprise is classified to the industry, which reflects its predominant activity.
<b>Response rate</b>	<b>6</b>	The preliminary response rate for the survey on motor trade sales for February 2009 was 91,6%. The final response rate for the survey on motor trade sales for January 2009 was 96,2%.
<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 activities.
<b>Survey methodology and design</b>	<b>8</b>	The survey is conducted monthly. Questionnaires are sent to a sample of about 900 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.
	<b>9</b>	The value of sales is obtained monthly from the sample of 900 enterprises, which was drawn in April 2008 from a population then of about 12 000 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 size groups three and four (small) enterprises. 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 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>18</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
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 the 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.

$$n_h = \frac{N_h S_h}{\sum N_h S_h}$$

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 strata did not exceed 5,6%.

### 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 May 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](http://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](http://www.statssa.gov.za)

### Enquiries

Telephone number: (012) 310 8600/8390/8351/4892/8496/8095 (user information services)  
(012) 310 6977/4837 (technical enquiries)  
(012) 310 8161 (orders)  
(012) 310 4883/4885/8018 (library)

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

Email address: [irenev@statssa.gov.za](mailto:irenev@statssa.gov.za) (technical enquiries)  
[villentm@statssa.gov.za](mailto:villentm@statssa.gov.za) (technical enquiries)  
[info@statssa.gov.za](mailto:info@statssa.gov.za) (user information services)  
[distribution@statssa.gov.za](mailto:distribution@statssa.gov.za) (orders)

Postal address: Private Bag X44, Pretoria, 0001

*Produced by Stats SA*