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# Statistical release

## P6343.2

# Motor trade sales (Preliminary)

## February 2012

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**Results for February 2012**

**Table A – Key figures for motor trade sales**

Actual estimates	February 2012 (R million)	% change between February 2011 and February 2012	% change between December 2010 to February 2011 and December 2011 to February 2012	% change between January to February 2011 and January to February 2012
<b>Motor trade sales</b>	37 018	12,7	10,6	12,0

Seasonally adjusted estimates	February 2012 (R million)	% change between January and February 2012	% change between September to November 2011 and December 2011 to February 2012
<b>Motor trade sales</b>	37 974	1,1	0,8

**Motor trade sales for the three months ended February 2012 increased by 10,6% compared with the three months ended February 2011. Sales for the corresponding period in 2011 increased by 15,1%.**

The major contributors to the increase of 10,6% were fuel sales (18,7% and contributing 4,9 percentage points), new vehicle sales (11,9% and contributing 3,3 percentage points) and sales of accessories (9,5% and contributing 1,6 percentage points) – see Table B.

Motor trade sales rose by 12,7% year-on-year in February 2012. The highest annual growth rate was recorded for fuel sales (19,9%), followed by new vehicle sales (14,8%) and convenience store income (13,5%) – see Table 5.

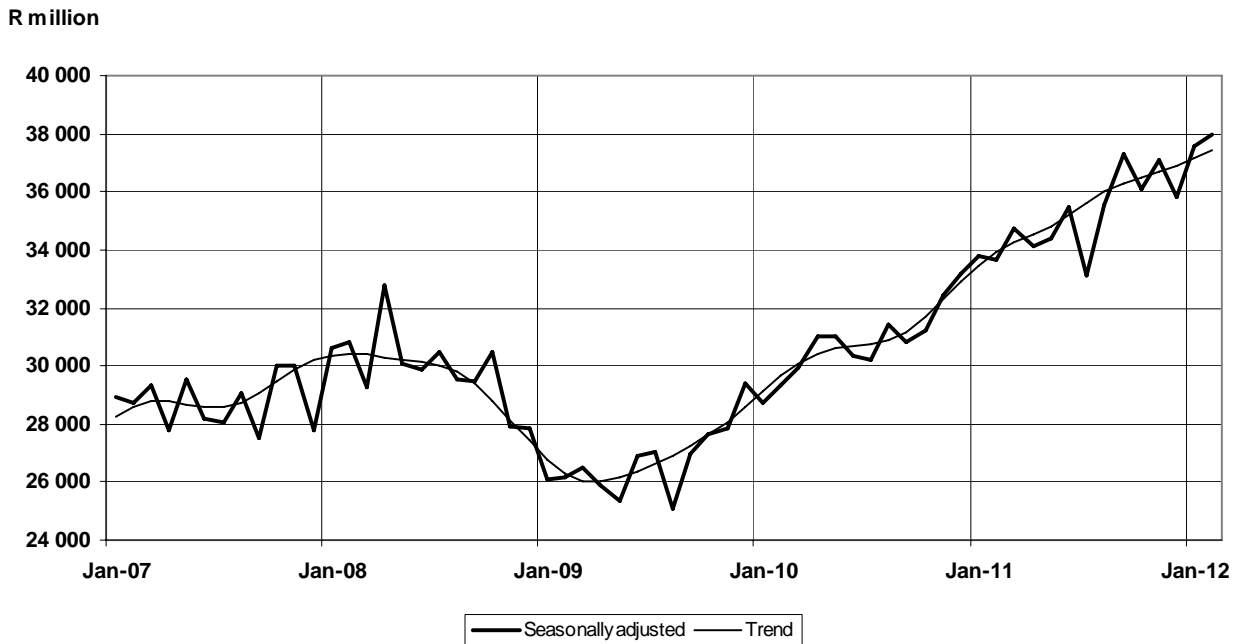
In February 2012 seasonally adjusted motor trade sales increased by 1,1% month-on-month, following month-on-month changes of 5,0% in January 2012 and -3,5% in December 2011. Seasonally adjusted motor trade sales for the three months ended February 2012 increased by 0,8% compared with the three months ended November 2011.

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

Type of activity	December 2010 to February 2011 (R million)	Weight <sup>1/</sup>	December 2011 to February 2012 (R million)	Difference in sales between December 2010 to February 2011 and December 2011 to February 2012 (R million)	% change between December 2010 to February 2011 and December 2011 to February 2012	Contribution (% points) to the % change in total sales <sup>2/</sup>
New vehicle sales	27 210	27,8	30 452	3 242	11,9	3,3
Used vehicle sales	17 644	18,0	17 501	-143	-0,8	-0,1
Workshop income	6 534	6,7	7 156	622	9,5	0,6
Income from the sales of accessories	16 993	17,3	18 605	1 612	9,5	1,6
Income from fuel sales	25 511	26,0	30 283	4 772	18,7	4,9
Income from convenience store sales <sup>3/</sup>	4 100	4,2	4 430	330	8,0	0,3
<b>Total <sup>4/</sup></b>	<b>97 994</b>	<b>100,0</b>	<b>108 429</b>	<b>10 435</b>	<b>10,6</b>	<b>10,6</b>

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**



**PJ Lehohla**  
**Statistician-General**

## Tables

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

Month	2005	2006	2007	2008	2009	2010	2011 <sup>1/</sup>	2012 <sup>1/</sup>
January	20 031	23 258	27 620	29 048	24 684	27 160	31 880	35 457
February	20 091	24 192	27 780	29 942	25 454	28 586	32 844	37 018
March	21 017	25 427	29 687	30 099	27 483	31 267	36 334	
April	21 446	23 364	25 604	30 218	23 978	28 757	31 776	
May	22 871	26 102	29 788	30 138	25 250	30 655	33 791	
June	22 613	25 354	27 552	29 247	26 356	29 881	35 025	
July	24 100	28 194	29 579	32 193	28 562	31 883	34 984	
August	24 595	28 268	30 352	30 752	26 050	32 511	36 687	
September	24 391	28 129	27 801	29 569	26 968	30 790	37 331	
October	24 155	27 903	30 656	30 989	27 958	31 417	36 172	
November	25 519	28 452	31 100	28 918	28 862	33 638	38 436	
December	23 785	26 692	27 435	27 664	29 429	33 270	35 954	
<b>Total</b>	<b>274 614</b>	<b>315 335</b>	<b>344 954</b>	<b>358 777</b>	<b>321 034</b>	<b>369 815</b>	<b>421 214</b>	

1/ Preliminary.

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

Month	2005	2006	2007	2008	2009	2010	2011	2012
January	9,1	16,1	18,8	5,2	-15,0	10,0	17,4	11,2
February	15,5	20,4	14,8	7,8	-15,0	12,3	14,9	12,7
March	19,2	21,0	16,8	1,4	-8,7	13,8	16,2	
April	30,2	8,9	9,6	18,0	-20,6	19,9	10,5	
May	12,9	14,1	14,1	1,2	-16,2	21,4	10,2	
June	15,5	12,1	8,7	6,2	-9,9	13,4	17,2	
July	16,0	17,0	4,9	8,8	-11,3	11,6	9,7	
August	18,9	14,9	7,4	1,3	-15,3	24,8	12,8	
September	15,2	15,3	-1,2	6,4	-8,8	14,2	21,2	
October	15,8	15,5	9,9	1,1	-9,8	12,4	15,1	
November	17,9	11,5	9,3	-7,0	-0,2	16,5	14,3	
December	9,0	12,2	2,8	0,8	6,4	13,1	8,1	
<b>Total</b>	<b>16,0</b>	<b>14,8</b>	<b>9,4</b>	<b>4,0</b>	<b>-10,5</b>	<b>15,2</b>	<b>13,9</b>	

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	2005	2006	2007	2008	2009	2010	2011	2012
January	20 573	24 106	28 929	30 624	26 098	28 745	33 776	37 562
February	20 767	25 042	28 701	30 848	26 165	29 339	33 673	37 974
March	21 302	25 442	29 312	29 271	26 483	29 963	34 724	
April	23 193	25 340	27 770	32 749	25 898	30 988	34 157	
May	22 546	25 789	29 537	30 087	25 379	31 047	34 382	
June	23 090	25 913	28 209	29 905	26 884	30 364	35 507	
July	23 084	26 860	28 067	30 511	27 046	30 193	33 109	
August	23 636	27 110	29 068	29 513	25 094	31 441	35 537	
September	23 871	27 672	27 523	29 488	26 964	30 788	37 308	
October	23 586	27 246	30 022	30 467	27 629	31 228	36 101	
November	24 416	27 320	29 990	27 933	27 871	32 437	37 064	
December	24 281	27 145	27 763	27 823	29 415	33 155	35 783	

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

Year and month <sup>2/</sup>		New vehicle sales	Used vehicle sales	Workshop income	Income from accessories	Income from fuel sales	Income from convenience store sales <sup>3/</sup>	Total <sup>4/</sup>
<b>2010</b>	<b>January</b>	6 889	4 929	2 091	5 064	6 986	1 201	27 160
	<b>February</b>	7 830	5 305	2 229	5 269	6 729	1 223	28 586
	<b>March</b>	8 997	5 489	2 409	5 909	7 150	1 313	31 267
	<b>April</b>	7 544	4 795	2 187	5 274	7 743	1 214	28 757
	<b>May</b>	8 159	5 322	2 458	5 654	7 800	1 261	30 655
	<b>June</b>	7 860	5 075	2 246	5 687	7 686	1 326	29 881
	<b>July</b>	8 465	5 763	2 392	5 991	7 941	1 329	31 883
	<b>August</b>	9 255	5 995	2 341	5 738	7 897	1 285	32 511
	<b>September</b>	7 869	5 950	2 312	5 802	7 593	1 266	30 790
	<b>October</b>	8 003	5 898	2 439	5 928	7 832	1 318	31 417
	<b>November</b>	9 094	6 209	2 505	6 443	8 070	1 318	33 638
	<b>December</b>	9 182	5 650	2 206	5 553	9 144	1 535	33 270
	<b>Total</b>	<b>99 147</b>	<b>66 380</b>	<b>27 815</b>	<b>68 312</b>	<b>92 571</b>	<b>15 589</b>	<b>369 815</b>
<b>2011</b>	<b>January</b>	8 559	5 970	2 116	5 567	8 335	1 332	31 880
	<b>February</b>	9 469	6 024	2 212	5 873	8 032	1 233	32 844
	<b>March</b>	10 624	6 199	2 527	6 496	9 087	1 400	36 334
	<b>April</b>	8 445	5 030	2 052	5 419	9 500	1 331	31 776
	<b>May</b>	9 004	5 612	2 300	5 961	9 597	1 318	33 791
	<b>June</b>	9 277	6 064	2 493	6 270	9 549	1 373	35 025
	<b>July</b>	9 422	6 003	2 380	6 103	9 771	1 306	34 984
	<b>August</b>	10 257	6 327	2 526	6 350	9 887	1 340	36 687
	<b>September</b>	10 490	6 397	2 524	6 702	9 883	1 336	37 331
	<b>October</b>	9 903	5 908	2 563	6 382	9 981	1 436	36 172
	<b>November</b>	10 713	6 554	2 680	6 861	10 237	1 391	38 436
	<b>December</b>	9 675	5 557	2 370	5 973	10 789	1 589	35 954
	<b>Total</b>	<b>115 838</b>	<b>71 645</b>	<b>28 743</b>	<b>73 957</b>	<b>114 648</b>	<b>16 385</b>	<b>421 214</b>
<b>2012</b>	<b>January</b>	9 909	5 829	2 381	6 033	9 863	1 441	35 457
	<b>February</b>	10 868	6 115	2 405	6 599	9 631	1 400	37 018

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/ 2011 and 2012 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 <sup>1/</sup>**

Year and month		New vehicle sales	Used vehicle sales	Workshop income	Income from accessories	Income from fuel sales	Income from convenience store sales	Total
<b>2010</b>	January	16,3	8,4	9,1	-1,8	17,7	-0,1	10,0
	February	25,0	5,6	1,2	2,5	16,4	16,9	12,3
	March	31,2	4,1	7,6	10,1	10,4	3,6	13,8
	April	58,4	7,3	0,2	7,4	20,9	-2,6	19,9
	May	59,0	3,9	16,9	7,7	20,1	9,5	21,4
	June	29,2	0,7	4,1	5,5	17,4	16,9	13,4
	July	26,2	6,4	1,1	6,0	10,5	8,1	11,6
	August	54,4	29,5	7,2	10,7	14,8	8,8	24,8
	September	27,7	15,9	4,9	10,4	8,1	6,7	14,2
	October	19,2	9,0	11,7	5,7	15,8	3,1	12,4
	November	27,1	15,4	10,3	13,8	14,3	-1,3	16,5
	December	19,7	8,4	11,8	8,5	13,8	8,3	13,1
	<b>Total</b>	<b>31,5</b>	<b>9,4</b>	<b>7,1</b>	<b>7,2</b>	<b>14,9</b>	<b>6,2</b>	<b>15,2</b>
<b>2011</b>	January	24,2	21,1	1,2	9,9	19,3	10,9	17,4
	February	20,9	13,6	-0,8	11,5	19,4	0,8	14,9
	March	18,1	12,9	4,9	9,9	27,1	6,6	16,2
	April	11,9	4,9	-6,2	2,7	22,7	9,6	10,5
	May	10,4	5,4	-6,4	5,4	23,0	4,5	10,2
	June	18,0	19,5	11,0	10,3	24,2	3,5	17,2
	July	11,3	4,2	-0,5	1,9	23,0	-1,7	9,7
	August	10,8	5,5	7,9	10,7	25,2	4,3	12,8
	September	33,3	7,5	9,2	15,5	30,2	5,5	21,2
	October	23,7	0,2	5,1	7,7	27,4	9,0	15,1
	November	17,8	5,6	7,0	6,5	26,9	5,5	14,3
	December	5,4	-1,6	7,4	7,6	18,0	3,5	8,1
	<b>Total</b>	<b>16,8</b>	<b>7,9</b>	<b>3,3</b>	<b>8,3</b>	<b>23,8</b>	<b>5,1</b>	<b>13,9</b>
<b>2012</b>	January	15,8	-2,4	12,5	8,4	18,3	8,2	11,2
	February	14,8	1,5	8,7	12,4	19,9	13,5	12,7

<sup>1/</sup> 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 – Three-monthly and annual cumulative estimates and percentage changes**

Actual estimates	December 2010 to February 2011 (R million)	December 2011 to February 2012 (R million)	% change between December 2010 to February 2011 and December 2011 to February 2012	January to February 2011 (R million)	January to February 2012 (R million)	% change between January to February 2011 and January to February 2012
<b>Motor trade sales</b>	97 994	108 429	10,6	64 724	72 475	12,0

**Table 7 – Seasonally adjusted estimates with monthly and three-monthly percentage changes**

Seasonally adjusted estimates	January 2012 (R million)	February 2012 (R million)	% change between January and February 2012	September to November 2011 (R million)	December 2011 to February 2012 (R million)	% change between September to November 2011 and December 2011 to February 2012
<b>Motor trade sales</b>	37 562	37 974	1,1	110 473	111 319	0,8



## Explanatory notes

<b>Introduction</b>	1	<p>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 2011 business sampling frame (BSF), which contains businesses registered for value added tax (VAT).</p>
	2	<p>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).</p>
<b>Purpose of the survey</b>	3	<p>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>
<b>Scope of the survey</b>	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"> <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	<p>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>
<b>Collection rate</b>	6	<p>The preliminary collection rate for the survey on motor trade sales for February 2012 was 81,7%. The improved collection rate for the survey on motor trade sales for January 2012 was 87,8%.</p>
<b>Statistical unit</b>	7	<p>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>
<b>Survey methodology and design</b>	8	<p>The survey is conducted monthly. Questionnaires are sent to a sample of about 860 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. Fax and telephone reminders are used to follow up non-responses.</p>
	9	<p>The value of sales is obtained monthly from the sample of about 860 enterprises, which was drawn in April 2011 from a population then of about 11 000 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.</p>

<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 group estimates. These procedures are consistent with international best practice.																				
<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>	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.																				
<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-off of figures</b>	<b>17</b>	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.																				
<b>Symbols and abbreviations</b>	<b>18</b>	<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
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																					

**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 8,0%.

**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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