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# Statistical release

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# Motor trade sales (Preliminary)

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**Sales at current prices: results for February 2015**

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

	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
Year-on-year % change, unadjusted	8,1	4,9	0,9	5,9	-1,8	0,6
Month-on-month % change, seasonally adjusted	1,0	0,6	-2,9	-0,1	-1,9	1,2
3-month % change, seasonally adjusted 1/	2,5	1,9	0,4	-0,9	-2,9	-2,7

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 0,6% year-on-year in February 2015. Positive annual growth rates were recorded for used vehicle sales (16,7%), sales of accessories (8,6%), convenience store sales (5,7%) and new vehicle sales (1,8%) – see Table 5.

Seasonally adjusted motor trade sales increased by 1,2% in February 2015 compared with January 2015. This followed month-on-month changes of -1,9% in January 2015 and -0,1% in December 2014.

Seasonally adjusted motor trade sales decreased by 2,7% in the three months ended February 2015 compared with the previous three months.

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

Type of activity	Dec 2013 – Feb 2014 (R million)	Weight	Dec 2014 – Feb 2015 (R million)	% change between Dec 2013 – Feb 2014 and Dec 2014 – Feb 2015	Contribution (% points) to the total % change
New vehicle sales	37 234	28,3	38 949	4,6	1,3
Used vehicle sales	21 622	16,5	23 488	8,6	1,4
Workshop income	8 182	6,2	8 222	0,5	0,0
Income from the sales of accessories	21 769	16,6	23 421	7,6	1,3
Income from fuel sales	37 531	28,6	33 871	-9,8	-2,8
Income from convenience store sales 1/	5 077	3,9	5 417	6,7	0,3
<b>Total</b>	<b>131 417</b>	<b>100,0</b>	<b>133 369</b>	<b>1,5</b>	<b>1,5</b>

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 1,5% in the three months ended February 2015 compared with the three months ended February 2014. The main contributors to this increase were:

- used vehicle sales (8,6% and contributing 1,4 percentage points);
- sales of accessories (7,6% and contributing 1,3 percentage points); and
- new vehicle sales (4,6% and contributing 1,3 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

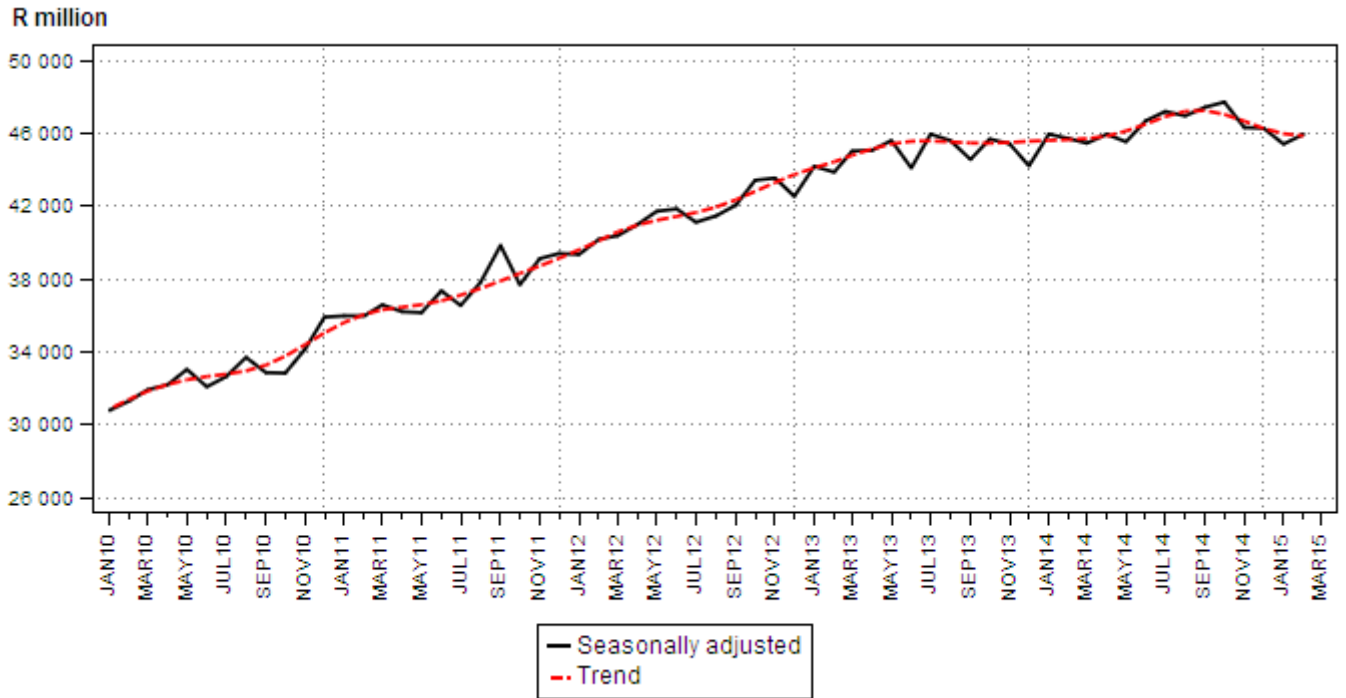
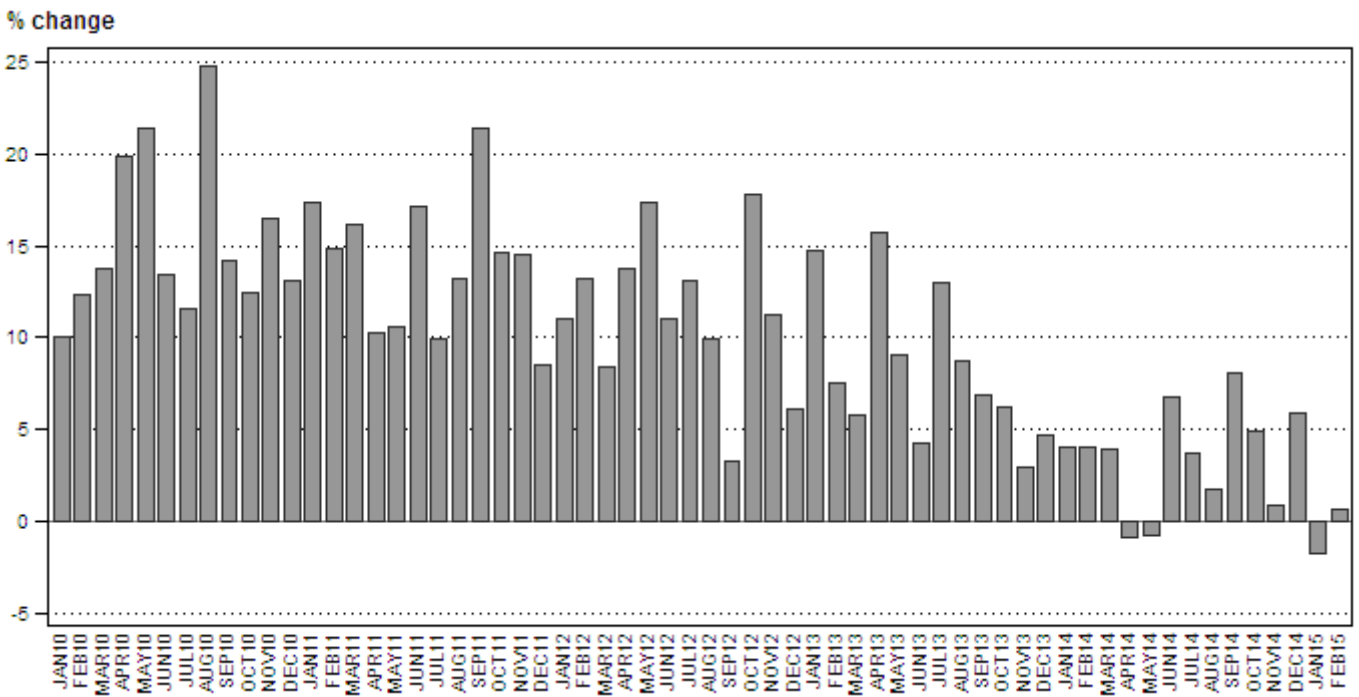


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



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 Statistician-General

**Tables**

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

Month	2009	2010	2011	2012	2013	2014	2015 1/
Jan	26 191	28 819	33 826	37 539	43 041	44 770	43 953
Feb	27 009	30 332	34 851	39 437	42 414	44 117	44 385
Mar	29 162	33 176	38 553	41 804	44 249	45 965	
Apr	25 442	30 514	33 647	38 288	44 312	43 929	
May	26 792	32 528	35 974	42 217	46 059	45 702	
Jun	27 966	31 707	37 117	41 199	42 943	45 870	
Jul	30 306	33 829	37 188	42 073	47 544	49 325	
Aug	27 640	34 497	39 063	42 912	46 647	47 424	
Sep	28 615	32 671	39 658	40 967	43 812	47 357	
Oct	29 666	33 336	38 201	44 982	47 756	50 092	
Nov	30 624	35 692	40 879	45 466	46 803	47 234	
Dec	31 226	35 302	38 291	40 619	42 530	45 031	
<b>Total</b>	<b>340 639</b>	<b>392 403</b>	<b>447 248</b>	<b>497 503</b>	<b>538 110</b>	<b>556 816</b>	

1/ Figures for latest month are preliminary.

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

Month	2010	2011	2012	2013	2014	2015	2015 year-to-date
Jan	10,0	17,4	11,0	14,7	4,0	-1,8	-1,8
Feb	12,3	14,9	13,2	7,5	4,0	0,6	-0,6
Mar	13,8	16,2	8,4	5,8	3,9		
Apr	19,9	10,3	13,8	15,7	-0,9		
May	21,4	10,6	17,4	9,1	-0,8		
Jun	13,4	17,1	11,0	4,2	6,8		
Jul	11,6	9,9	13,1	13,0	3,7		
Aug	24,8	13,2	9,9	8,7	1,7		
Sep	14,2	21,4	3,3	6,9	8,1		
Oct	12,4	14,6	17,8	6,2	4,9		
Nov	16,5	14,5	11,2	2,9	0,9		
Dec	13,1	8,5	6,1	4,7	5,9		
<b>Total</b>	<b>15,2</b>	<b>14,0</b>	<b>11,2</b>	<b>8,2</b>	<b>3,5</b>		

**Table 3 – Seasonally adjusted motor trade sales at current prices**

Month	R million				Month-on-month % change			
	2012	2013	2014	2015	2012	2013	2014	2015
Jan	39 346	44 181	45 946	45 403	-0,1	3,9	3,9	-1,9
Feb	40 179	43 862	45 703	45 938	2,1	-0,7	-0,5	1,2
Mar	40 373	45 020	45 451		0,5	2,6	-0,6	
Apr	40 985	45 061	45 940		1,5	0,1	1,1	
May	41 715	45 597	45 527		1,8	1,2	-0,9	
Jun	41 844	44 090	46 683		0,3	-3,3	2,5	
Jul	41 115	45 947	47 193		-1,7	4,2	1,1	
Aug	41 457	45 593	46 952		0,8	-0,8	-0,5	
Sep	42 049	44 559	47 423		1,4	-2,3	1,0	
Oct	43 415	45 677	47 708		3,2	2,5	0,6	
Nov	43 538	45 416	46 313		0,3	-0,6	-2,9	
Dec	42 535	44 207	46 275		-2,3	-2,7	-0,1	

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

Type of activity	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15 1/
New vehicle sales	13 431	14 015	12 828	13 062	12 910	12 977
Used vehicle sales	8 222	8 735	8 292	7 416	7 813	8 259
Workshop income	3 154	3 212	3 026	2 625	2 703	2 894
Income from the sales of accessories	8 075	8 686	8 103	7 078	7 899	8 444
Income from fuel sales	12 796	13 592	13 212	12 839	10 883	10 149
Income from convenience store sales 2/	1 678	1 852	1 773	2 011	1 746	1 660
<b>Total</b>	<b>47 357</b>	<b>50 092</b>	<b>47 234</b>	<b>45 031</b>	<b>43 953</b>	<b>44 385</b>

1/ Figures are 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	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
New vehicle sales	8,6	4,2	-2,7	12,5	0,3	1,8
Used vehicle sales	9,5	-0,8	0,5	5,7	3,8	16,7
Workshop income	18,7	6,2	1,4	5,9	-2,0	-1,7
Income from the sales of accessories	14,8	7,3	2,5	11,1	3,6	8,6
Income from fuel sales	0,8	6,5	3,4	-2,8	-11,7	-15,4
Income from convenience store sales 1/	8,9	14,0	4,5	8,9	5,1	5,7
<b>Total</b>	<b>8,1</b>	<b>4,9</b>	<b>0,9</b>	<b>5,9</b>	<b>-1,8</b>	<b>0,6</b>

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	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
New vehicle sales	2,4	1,2	-0,8	3,4	0,1	0,5
Used vehicle sales	1,6	-0,1	0,1	0,9	0,6	2,7
Workshop income	1,1	0,4	0,1	0,3	-0,1	-0,1
Income from the sales of accessories	2,4	1,2	0,4	1,7	0,6	1,5
Income from fuel sales	0,2	1,7	0,9	-0,9	-3,2	-4,2
Income from convenience store sales 1/	0,3	0,5	0,2	0,4	0,2	0,2
<b>Total</b>	<b>8,1</b>	<b>4,9</b>	<b>0,9</b>	<b>5,9</b>	<b>-1,8</b>	<b>0,6</b>

1/ Includes 'other' sales and trading income.

## Survey information

<b>Introduction</b>	<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 2014 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>
<b>Purpose of the survey</b>	<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>
<b>Scope of the survey</b>	<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"> <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>	<p>5 The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (SIC), 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</i> (ISIC) 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>	<p>6 The preliminary collection rate for the survey on motor trade sales for February 2015 was 79,8%. The improved collection rate for January 2015 was 86,4%.</p>
<b>Statistical unit</b>	<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>
<b>Revised figures</b>	<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>
<b>Related publications</b>	<p>9 Users may also refer to the following publications available from Stats SA:</p> <ul style="list-style-type: none"> <li>• <i>Bulletin of Statistics</i> issued quarterly;</li> <li>• <i>Stats in Brief</i> issued annually; and</li> <li>• <i>South African Statistics</i> issued annually.</li> </ul>

- 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 website. To access the data electronically, use the following link:  
[http://beta2.statssa.gov.za/?page\\_id=1849](http://beta2.statssa.gov.za/?page_id=1849)
- Past publications**     12    Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link:  
[http://beta2.statssa.gov.za/?page\\_id=1866&PPN=P6343.2&SCH=5722](http://beta2.statssa.gov.za/?page_id=1866&PPN=P6343.2&SCH=5722)

**Technical notes**

- Survey methodology and design**    1    The survey is conducted monthly. Questionnaires are sent to a sample of 853 enterprises from a population of 10 583 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 2014 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.

$$n_h = n * ( N_h * S_h ) / [ \sum ( N_i * S_i ) ].$$

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 was 4,0%.

- Class limits**         3    Each motor trade classification group (SIC at four digit level) is divided into four size groups. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to medium and small enterprises (size groups two, three and four). The total value of sales of the large enterprises (size group one) per classification group is added to the weighted totals of size groups two, 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	1 626 197	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.



<b>Seasonal adjustment</b>	<b>5</b>	<p>Seasonally adjusted estimates are generated each month using the X-12-ARIMA 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. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:</p> <p><a href="#">Click to Download Seasonal adjustment Motor Trade Sales June 2014</a></p>
<b>Trend cycle</b>	<b>6</b>	<p>The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.</p>
<b>Reliability of estimates</b>	<b>7</b>	<p>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.</p>
	<b>8</b>	<p>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.</p>
<b>Month-on-month percentage change</b>	<b>9</b>	<p>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.</p>
<b>Year-on-year percentage change</b>	<b>10</b>	<p>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.</p>
<b>Contribution (percentage points)</b>	<b>11</b>	<p>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.</p>

## 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 (SIC)*, Fifth Edition, Report No. 09-90-02 of January 1993.

### 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

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