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Motor trade sales (Preliminary)

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Summary of findings: Motor trade sales

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

Estimates	January 2009 (R million)	% change between January 2008 and January 2009	% change between November 2007 to January 2008 and November 2008 to January 2009
Motor trade sales	23 571	-14,2	-7,0

Seasonally adjusted estimates	January 2009 (R million)	% change between December 2008 and January 2009	% change between August to October 2008 and November 2008 to January 2009
Motor trade sales	24 481	-9,7	-6,5

Key findings as at the end of January 2009

Motor trade sales decrease

Table A indicates that motor trade sales for the three months ended January 2009 decreased by 7,0% compared with the three months ended January 2008, while the corresponding growth for the same period in 2008 compared with the three months ended January 2007 was 5,8%.

New vehicle sales for the three months ended January 2009 decreased by 28,7% compared with the three months ended January 2008, and this was the main contributor to the decrease of 7,0% in motor trade sales.

Motor trade sales for January 2009 decreased by 14,2% compared with January 2008, while sales for the corresponding period in 2008 increased by 5,2%. Fuel sales decreased by 12,5% year-on-year, largely reflecting falling petrol prices.

Seasonally adjusted motor trade sales for the three months ended January 2009 decreased by 6,5% compared with the three months ended October 2008.

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

Type of activity	November 2007 to January 2008 (R million)	Weight ^{1/}	November 2008 to January 2009 (R million)	Difference in sales between November 2007 to January 2008 and November 2008 to January 2009 (R million)	Percentage change between November 2007 to January 2008 and November 2008 to January 2009	Contribution (percentage points) to the percentage change in total sales ^{2/}
New vehicle sales	25 962	31,3	18 520	-7 442	-28,7	-9,0
Used vehicle sales	14 201	17,1	14 095	-106	-0,7	-0,1
Workshop income	5 732	6,9	5 406	-326	-5,7	-0,4
Income from the sales of accessories	10 971	13,2	13 048	2 077	18,9	2,5
Income from fuel sales	19 874	24,0	20 456	582	2,9	0,7
Income from convenience store sales	6 138	7,4	5 589	-549	-8,9	-0,7
Total ^{3/}	82 878	100,0	77 114	5 764	-7,0	-7,0

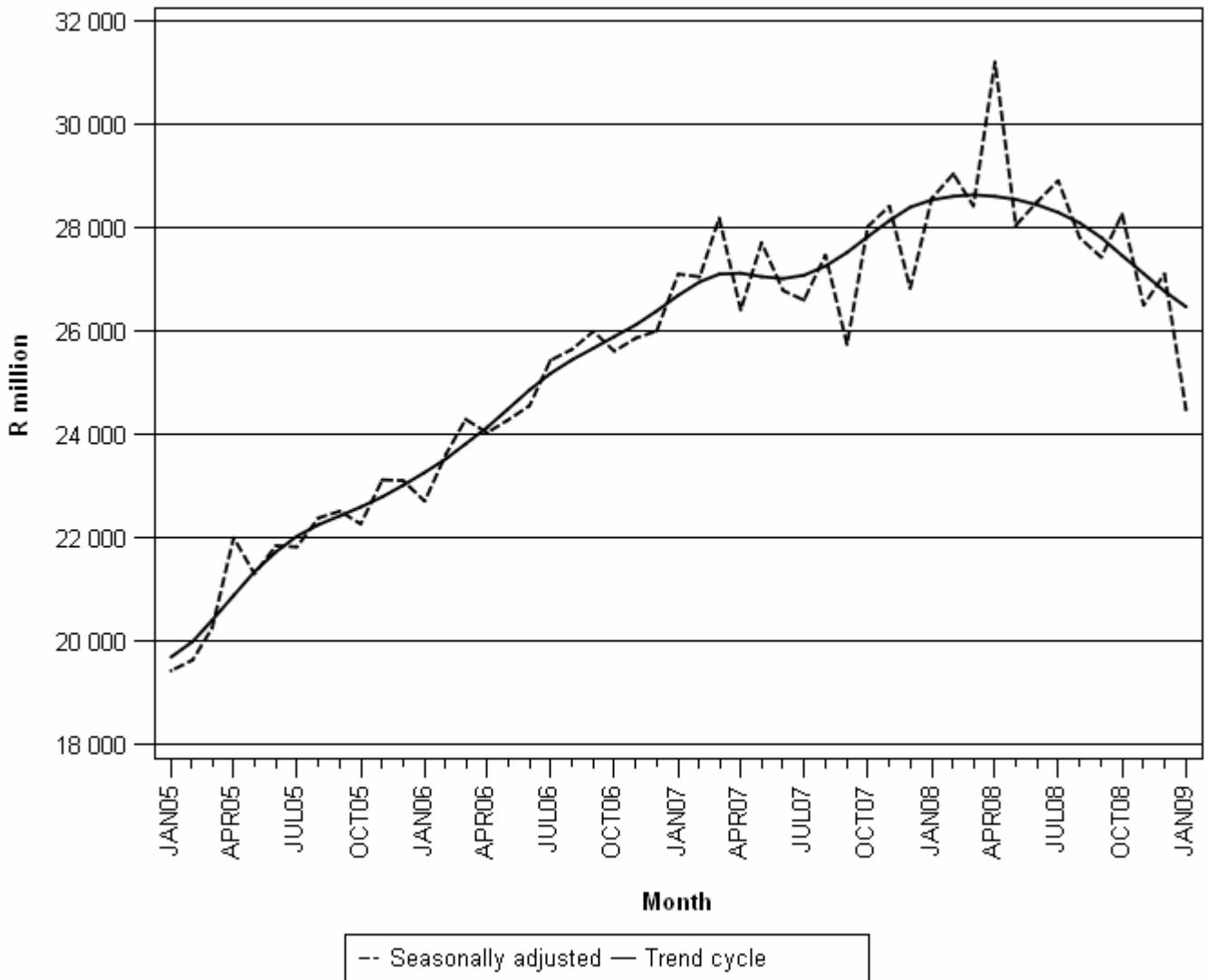
^{1/} Weight is the percentage contribution of each type of activity to the total motor trade sales for the three months up to the current month of the previous year.

^{2/} The contribution to the percentage change is calculated by multiplying the percentage change of each type of activity with the corresponding weight.

^{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 2005 and January 2009.

Figure 1 – Motor trade sales



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Detailed results

Tables 1 and 2 show motor trade sales and percentage changes over the period January 2002 – January 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 ^{1/}	2009 ^{1/}
January	12 583	15 140	17 375	18 956	22 009	26 136	27 487	23 571
February	13 066	15 080	16 465	19 011	22 893	26 288	28 334	
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	
Total	168 838	189 650	223 974	259 862	298 398	326 427	339 504	

^{1/} Preliminary.

Table 2 – Percentage change in total motor sales ^{1/}

Month	2002	2003	2004	2005	2006	2007	2008	2009
January	-	20,3	14,8	9,1	16,1	18,8	5,2	-14,2
February	-	15,4	9,2	15,5	20,4	14,8	7,8	
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	
Total	-	12,3	18,1	16,0	14,8	9,4	4,0	

^{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	2002	2003	2004	2005	2006	2007	2008	2009
January	12 911	15 458	17 727	19 425	22 710	27 110	28 576	24 481
February	13 078	15 306	16 912	19 632	23 626	27 057	29 052	
March	13 090	15 211	17 036	20 250	24 296	28 196	28 427	
April	14 378	15 310	16 842	22 001	24 036	26 414	31 220	
May	14 048	14 911	18 912	21 301	24 283	27 719	28 055	
June	13 607	15 351	18 831	21 849	24 560	26 791	28 512	
July	14 077	16 366	18 933	21 822	25 438	26 605	28 919	
August	14 670	15 070	18 918	22 384	25 651	27 478	27 812	
September	14 595	15 724	19 589	22 516	26 001	25 746	27 437	
October	14 622	16 628	19 255	22 268	25 616	28 034	28 270	
November	14 957	16 750	19 572	23 124	25 870	28 426	26 504	
December	14 576	17 363	21 069	23 108	26 007	26 834	27 116	

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 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 convenience store sales	Total ^{3/}
2007	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
	Total	108 540	58 168	22 911	44 092	70 667	22 050	326 427
2008	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
	Total	96 040	57 164	24 055	51 122	88 534	22 590	339 504
2009	January	5 565	4 422	1 717	4 545	5 734	1 588	23 571

^{1/} The type of activity in motor trade refer to the enterprises classified within the motor trade industry and engaged in the activities mentioned above.

^{2/} 2008 and 2009 figures are 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 estimates and percentages

Estimates	November 2007 to January 2008 (R million)	November 2008 to January 2009 (R million)	% change between November 2007 to January 2008 and November 2008 to January 2009
Motor trade sales	82 878	77 114	-7,0

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

Seasonally adjusted estimates	December 2008 (R million)	January 2009 (R million)	% change between December 2008 and January 2009	August to October 2008 (R million)	November 2008 to January 2009 (R million)	% change between August to October 2008 and November 2008 to January 2009
Motor trade sales	27 116	24 481	-9,7	83 519	78 101	-6,5

Explanatory notes

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 3 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).
	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 becomes available. Motor trade sales estimates exclude value-added tax (VAT).
Purpose of the survey	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.
Scope of the survey	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"> • 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	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 digits) level. Each enterprise is classified to the industry, which reflects its predominant activity.
Response rate	6	The preliminary response rate for the survey on motor trade sales for January 2009 was 90,6%. The final response rate for the survey on motor trade sales for December 2008 was 95,9%.
Statistical unit	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.
Survey methodology and design	8	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.
	9	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.

Weighting methodology	10	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 http://www.statssa.gov.za/publications/publicationsearch.asp .																
Seasonal adjustment	11	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.																
Trend cycle	12	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	13	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.																
	14	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.																
Revised figures	15	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.																
Related publications	16	Users may also wish to refer to the following publications available from Stats SA - <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly. <i>SA Statistics</i> issued annually. 																
Rounding of figures	17	The figures in the tables have, where necessary, been rounded to the nearest digit shown.																
Symbols and abbreviations	18	<table border="0" style="width: 100%;"> <tr> <td style="width: 30%;">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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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.

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