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Motor trade sales (Preliminary)

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Summary of findings: Motor trade sales

Actual estimates	July 2010 (R million)	% change between July 2009 and July 2010	% change between May to July 2009 and May to July 2010	% change between January to July 2009 and January to July 2010
Motor trade sales	29 824	11,4	15,1	14,5

Seasonally adjusted estimates	July 2010 (R million)	% change between June and July 2010	% change between February to April 2010 and May to July 2010
Motor trade sales	28 131	-1,7	0,0

Key findings for July 2010

Actual motor trade sales estimates

Table A indicates that the actual motor trade sales estimates for the three months ended July 2010 increased by 15,1% compared with the three months ended July 2009. Sales for the corresponding period in 2009 decreased by 12,5%.

The major contributors to the increase of 15,1% were 'new vehicle sales' (36,2% and contributing 8,0 percentage points) and 'fuel sales' (16,1% and contributing 4,0 percentage points) – see Table B.

Motor trade sales rose by 11,4% in July 2010 compared with July 2009, the eighth consecutive positive growth rate recorded since December 2009 – see Table 2.

Seasonally adjusted motor trade sales

Seasonally adjusted motor trade sales for the three months ended July 2010 remained constant compared with the three months ended April 2010, while sales between June and July 2010 decreased by 1,7% – see Table A.

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

Type of activity	May to July 2009 (R million)	Weight 1/	May to July 2010 (R million)	Difference in sales between May to July 2009 and May to July 2010 (R million)	Percentage change between May to July 2009 and May to July 2010	Contribution (percentage points) to the percentage change in total sales 2/
New vehicle sales	16 613	22,1	22 630	6 017	36,2	8,0
Used vehicle sales	14 616	19,4	15 105	489	3,3	0,6
Workshop income	6 322	8,4	6 856	534	8,4	0,7
Income from the sales of accessories	14 667	19,5	15 549	882	6,0	1,2
Income from fuel sales	18 581	24,7	21 568	2 987	16,1	4,0
Income from convenience store sales 3/	4 351	5,8	4 792	441	10,1	0,6
Total 4/	75 148	100,0	86 497	11 349	15,1	15,1

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 below shows the seasonally adjusted and trend patterns for motor trade sales between January 2006 and July 2010.

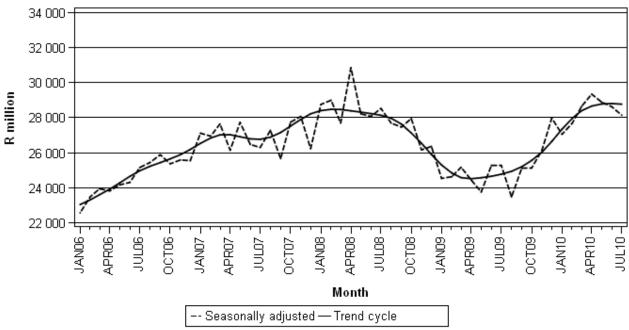


Figure 1 – Total motor trade sales

PJ Lehohla Statistician-General

Article: Changes to the monthly current indicator survey and the impact on the statistical series

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Business register and samples

Today Statistics South Africa (Stats SA) publishes results for the monthly survey of motor trade sales from a new sample drawn in April 2010, which replaces the previous sample that was drawn in April 2009. The sample was drawn from a business register of enterprises with an annual turnover of at least R300 000 000 and that are required to register with the South African Revenue Service (SARS) for value added tax.

Owing to the evolving nature of business, the business register is maintained on a continuous basis. The maintenance process is aimed, amongst other things, at capturing changes related to new businesses, ceased businesses, merged businesses and classification changes. In addition, Stats SA undertakes quality improvement surveys related to the business register, the primary objective of which is to capture up-to-date information about the structures and activities of large and complex businesses. This process enables Stats SA to review classification codes for these businesses. These changes are an essential part of the statistical architecture.

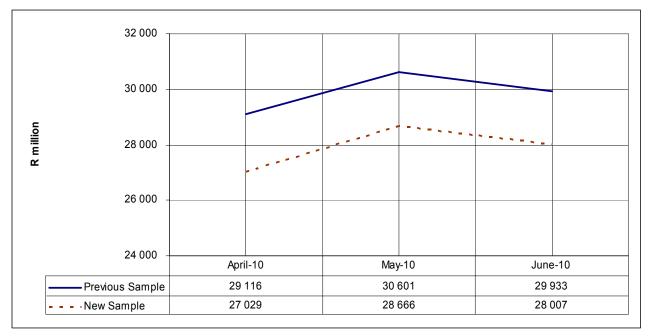
Comparison of total sales between the previous and new samples of the motor trade industry

The reported level of total sales for the monthly survey of the motor trade industry for the months April to June 2010 based on the new sample was 6,6% lower than the level of total sales recorded for the previous sample (see Table C and Figure A). The previous sample was drawn in April 2009 and was operational for the last half of 2009 and the first half of 2010.

Table C – Total sales for previous and new samples for the motor trade sales industry – April to June 2010

Motor trade sales industry	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (percentage)	
	89 650	83 702	-5 948	-6,6	

Figure A – Total value of motor trade sales: monthly levels of previous and new samples for April to June 2010



Comparison of sales between the previous and new samples by type of activity

The differences in sales between the previous and new samples by type of activity are shown in Table D. The largest change in relative (i.e. percentage) terms took place in the income from fuel sales (10,5% lower in the new sample). The largest change in absolute (i.e. rand) terms also took place in the income from fuel sales (R2 508 million lower in the new sample), followed by new vehicle sales (-R1 899 million). Various data quality improvements account for these differences, for example the reclassification of enterprises from one industry to another.

Table D – Motor trade sales for previous and new samples by type of activity: April to June 2010

	Previous sample	New sample	Difference	Difference
Type of activities	R million	R million	R million	(percentage) 1/
New vehicle sales	23 754	21 855	-1 899	-8,0
Used vehicle sales	14 608	14 261	-348	-2,4
Workshop income	7 210	6 578	-633	-8,8
Income from sales of accessories	15 842	14 965	-877	-5,5
Income from fuel sales	23 861	21 354	-2 508	-10,5
Income from convenience store sales	4 374	4 691	317	7,2
Total	89 650	83 702	-5 948	-6,6

1/ The percentage difference is the difference between the April to June 2010 sales as recorded in the new sample divided by the April to June 2010 sales as recorded in the previous sample, expressed as a percentage.

Backcasting

In order to assist users of time series, the levels from the new sample for the survey have been adjusted back to the start of 1998, using the level for April 2010 as the end point for the backcast series.

Detailed results

Tables 1 and 2 show total motor trade sales and percentage changes over the period January 2003 – July 2010. Table 3 shows seasonally adjusted total motor trade sales over the same period.

Table 1 – Tota	l motor t	trade sales	(R million)
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Month	2003	2004	2005	2006	2007	2008	2009 ^{1/}	2010 ^{1/}
January	14 997	17 212	18 778	21 802	25 890	27 229	23 139	25 460
February	14 938	16 310	18 833	22 678	26 041	28 068	23 861	26 796
March	14 772	16 529	19 702	23 835	27 829	28 215	25 762	29 309
April	14 051	15 444	20 103	21 902	24 001	28 326	22 477	27 029
Мау	14 959	18 997	21 439	24 468	27 924	28 251	23 669	28 666
June	15 038	18 349	21 197	23 766	25 827	27 416	24 705	28 007
July	16 740	19 482	22 592	26 429	27 728	30 178	26 774	29 824
August	15 393	19 395	23 055	26 499	28 452	28 827	24 419	
September	15 880	19 851	22 863	26 368	26 061	27 717	25 280	
October	16 865	19 551	22 643	26 156	28 736	29 049	26 208	
November	17 319	20 286	23 921	26 671	29 153	27 108	27 055	
December	16 915	20 464	22 296	25 021	25 718	25 932	27 586	
Total	187 867	221 870	257 422	295 595	323 360	336 316	300 935	

1/ Preliminary.

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

Month	2003	2004	2005	2006	2007	2008	2009	2010
January	20,3	14,8	9,1	16,1	18,8	5,2	-15,0	10,0
February	15,4	9,2	15,5	20,4	14,8	7,8	-15,0	12,3
March	15,2	11,9	19,2	21,0	16,8	1,4	-8,7	13,8
April	6,4	9,9	30,2	8,9	9,6	18,0	-20,6	20,3
Мау	6,5	27,0	12,9	14,1	14,1	1,2	-16,2	21,1
June	12,2	22,0	15,5	12,1	8,7	6,2	-9,9	13,4
July	16,9	16,4	16,0	17,0	4,9	8,8	-11,3	11,4
August	3,0	26,0	18,9	14,9	7,4	1,3	-15,3	
September	8,3	25,0	15,2	15,3	-1,2	6,4	-8,8	
October	13,6	15,9	15,8	15,5	9,9	1,1	-9,8	
November	12,6	17,1	17,9	11,5	9,3	-7,0	-0,2	
December	18,9	21,0	9,0	12,2	2,8	0,8	6,4	
Total	12,3	18,1	16,0	14,8	9,4	4,0	-10,5	

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	2003	2004	2005	2006	2007	2008	2009	2010
January	15 305	17 557	19 248	22 568	27 106	28 745	24 526	27 041
February	15 164	16 760	19 470	23 484	26 936	28 983	24 627	27 670
March	15 070	16 857	20 021	23 939	27 633	27 680	25 164	28 623
April	15 147	16 667	21 777	23 816	26 134	30 842	24 434	29 332
Мау	14 761	18 725	21 099	24 159	27 722	28 212	23 751	28 878
June	15 210	18 660	21 658	24 302	26 463	28 059	25 269	28 612
July	16 204	18 745	21 612	25 151	26 291	28 520	25 271	28 131
August	14 950	18 762	22 185	25 436	27 264	27 679	23 475	
September	15 581	19 432	22 356	25 877	25 657	27 454	25 116	
October	16 478	19 076	22 041	25 360	27 733	27 939	25 119	
November	16 598	19 392	22 881	25 580	28 064	26 153	26 127	
December	17 200	20 847	22 792	25 540	26 218	26 352	27 966	

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

Year a	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 3/	Total 4/
2009	January	5 486	4 258	1 826	4 639	5 446	1 484	23 139
	February	5 807	4 716	2 102	4 632	5 313	1 291	23 861
	March	6 351	4 943	2 133	4 823	5 944	1 568	25 762
	April	4 405	4 182	2 077	4 408	5 872	1 532	22 477
	Мау	4 755	4 803	2 005	4 723	5 963	1 421	23 669
	June	5 640	4 730	2 059	4 856	6 015	1 405	24 705
	July	6 218	5 083	2 258	5 088	6 603	1 525	26 774
	August	5 554	4 343	2 082	4 664	6 318	1 459	24 419
	September	5 713	4 818	2 103	4 730	6 457	1 457	25 280
	October	6 218	5 073	2 083	5 045	6 209	1 580	26 208
	November	6 624	5 044	2 165	5 092	6 480	1 650	27 055
	December	7 101	4 886	1 881	4 604	7 376	1 738	27 586
	Total	69 872	56 879	24 774	57 304	73 996	18 110	300 935
2010	January	6 388	4 625	1 995	4 560	6 420	1 473	25 460
	February	7 258	4 978	2 127	4 743	6 183	1 507	26 796
	March	8 343	5 152	2 299	5 322	6 572	1 622	29 309
	April	7 093	4 538	2 046	4 752	7 061	1 538	27 029
	Мау	7 509	5 011	2 361	5 086	7 163	1 537	28 666
	June	7 253	4 712	2 171	5 127	7 130	1 616	28 007
	July	7 868	5 382	2 324	5 336	7 275	1 639	29 824

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/ 2009 and 2010 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 1/

Year and month		New vehicle sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenience store sales	Total
2009	January	-37,1	-11,0	-1,7	17,1	-12,2	-12,8	-15,0
	February	-35,5	-5,3	-1,1	12,3	-10,9	-31,2	-15,0
	March	-26,9	-0,6	9,7	24,2	-9,0	-28,6	-8,7
	April	-48,3	-11,5	-4,1	-6,6	-10,9	-4,4	-20,6
	Мау	-41,0	-1,4	-6,7	14,2	-16,8	-24,1	-16,2
	June	-24,8	8,3	-3,0	15,6	-19,9	-17,8	-9,9
	July	-25,6	-0,1	-3,9	9,0	-15,0	-21,5	-11,3
	August	-26,2	-15,0	2,9	8,2	-20,6	-23,1	-15,3
	September	-20,9	0,8	-1,1	5,5	-9,2	-26,7	-8,8
	October	-15,1	-5,8	-2,8	-2,3	-12,3	-18,9	-9,8
	November	0,0	-1,4	13,4	10,0	-7,0	-11,2	-0,2
	December	18,7	0,4	-0,6	13,1	6,0	-19,7	6,4
	Total	-25,3	-3,7	-0,2	9,5	-11,7	-20,4	-10,5
2010	January	16,4	8,6	9,3	-1,7	17,9	-0,7	10,0
	February	25,0	5,6	1,2	2,4	16,4	16,7	12,3
	March	31,4	4,2	7,8	10,3	10,6	3,4	13,8
	April	61,0	8,5	-1,5	7,8	20,2	0,4	20,3
	Мау	57,9	4,3	17,8	7,7	20,1	8,2	21,1
	June	28,6	-0,4	5,4	5,6	18,5	15,0	13,4
	July	26,5	5,9	2,9	4,9	10,2	7,5	11,4

1/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.

Estimates and percentage changes in total motor trade sales

Tables 6.1 and 6.2 show the actual and seasonally adjusted estimates and percentage changes of motor trade sales.

Table 6.1 – Three-monthly and annual cumulative estimates and percentage changes

Actual estimates	May to July 2009 (R million)	May to July 2010 (R million)	% change between May to July 2009 and May to July 2010	January to July 2009 (R million)	January to July 2010 (R million)	% change between January to July 2009 and January to July 2010
Motor trade sales	75 148	86 497	15,1	170 387	195 091	14,5

Table 6.2 – Seasonally adjusted estimates with monthly and three-monthly percentage changes

Seasonally adjusted estimates	June 2010 (R million)	July 2010 (R million)	% change between June and July 2010	February to April 2010 (R million)	May to July 2010 (R million)	% change between February to April 2010 and May To July 2010
Motor trade sales	28 612	28 131	-1,7	85 625	85 621	0,0

Explanatory notes						
Introduction	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 2010 Business Sampling Frame (BSF), which contains businesses registered for value added tax (VAT).				
	2	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).				
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: 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</i> <i>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.				
Response rate	6	The preliminary response rate for the survey on motor trade sales for July 2010 was 82,7%.				
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 and service activities.				
Survey methodology and design	8	The survey is conducted monthly. Questionnaires are sent to a sample of about 850 enterprises from a population of about 18 000 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 about 850 enterprises, which was drawn in April 2010 from a population then of about 18 000 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.				

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 group 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 Seasona 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 e made in the collection and processing of the data. Inaccuracies of this kind are ref to as non-sampling errors. Every effort is made to minimise non-sampling error careful design of questionnaires, testing them in pilot studies, editing reported data implementing efficient operating procedures. Fluctuations may occur in consec months as a result of seasonal and economic factors.				
Revised figures	15	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.				
Related publications	16	Users may als	o wish to refer to the following publications available from Stats SA			
publications		 Bulletin of Statistics issued quarterly SA Statistics issued annually 				
Rounding-off of figures	17	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.				
Symbols and abbreviations	18	BSF F GDP G ISIC F SARS S Stats SA S VAT N * F	Business Register Business Sampling Frame Gross domestic product International Standard Industrial Classification Standard Industrial Classification of all Economic Activities South African Revenue Service Statistics South Africa Value added tax Revised Figures not available			

Change in this
publication19The results published today are based on a new sample drawn in April 2010. The
periodic introduction of a new sample is part of Stats SA's strategic approach in
improving the basis from which surveys are conducted.

The new sample was conducted in parallel with the previous sample for April to June 2010. Comparison of estimates from the new and previous samples reflects a level decrease of 6,6%.

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 5,6%.

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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