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# Statistical release

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### Motor trade sales (Preliminary)

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**Summary findings: Motor trade sales**

**Table A – Key figures as at the end of June 2008**

Estimates	June 2008 (R million)	% change between June 2007 and June 2008	% change between April to June 2007 and April to June 2008	% change between January to June 2007 and January to June 2008
Motor trade sales	27 841	6,0	7,7	6,2

Seasonally adjusted estimates	June 2008 (R million)	% change between May and June 2008	% change between January to March 2008 and April to June 2008
Motor trade sales	28 685	1,4	1,8

**Key findings as at the end of June 2008**

**Motor trade sales increase**

*Table A indicates that motor trade sales for the second quarter of 2008 increased by 7,7% compared with the second quarter of 2007 while the corresponding growth for 2007 was 10,9%. Vehicle sales for the first six months of 2008 remained weak as a result of increasing petrol prices and rising interest rates, with fuel sales being the main driver of the growth in the motor trade sales – see Table B next page.*

Motor trade sales for June 2008 increased by 6,0% compared with June 2007, while sales for the corresponding period of 2007 increased by 8,7%.

Seasonally adjusted motor trade sales for the second quarter of 2008 increased by 1,8% compared with the first quarter of 2008.

As indicated in table B below, the major contributors to the 7,7% increase in motor trade sales for the second quarter of 2008 compared with the second quarter of 2007 were income from fuel sales (6,3 percentage points) and income from the sales of accessories (2,2 percentage points). New vehicle sales contributed negatively (-1,3 percentage points) to the 7,7% increase in motor trade sales.

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

Type of activity	April to June 2007 (R million)	Weight 1/	April to June 2008 (R million)	Difference in sales between April to June 2007 and April to June 2008 (R million)	Percentage change between April to June 2007 and April to June 2008	Contribution (percentage points) to the percentage change in total sales 2/
<b>New vehicle sales</b>	25 671	32,5	24 677	-994	-3,9	-1,3
<b>Used vehicle sales</b>	14 594	18,5	14 206	-388	-2,7	-0,5
<b>Workshop income</b>	6 924	8,8	7 200	276	4,0	0,4
<b>Income from the sales of accessories</b>	11 204	14,2	12 968	1 764	15,7	2,2
<b>Income from fuel sales</b>	16 569	21,0	21 574	5 005	30,2	6,3
<b>Income from convenience store sales</b>	4 078	5,2	4 511	433	10,6	0,6
<b>Total 3/</b>	<b>79 038</b>	<b>100,0</b>	<b>85 135</b>	<b>6 097</b>	<b>7,7</b>	<b>7,7</b>

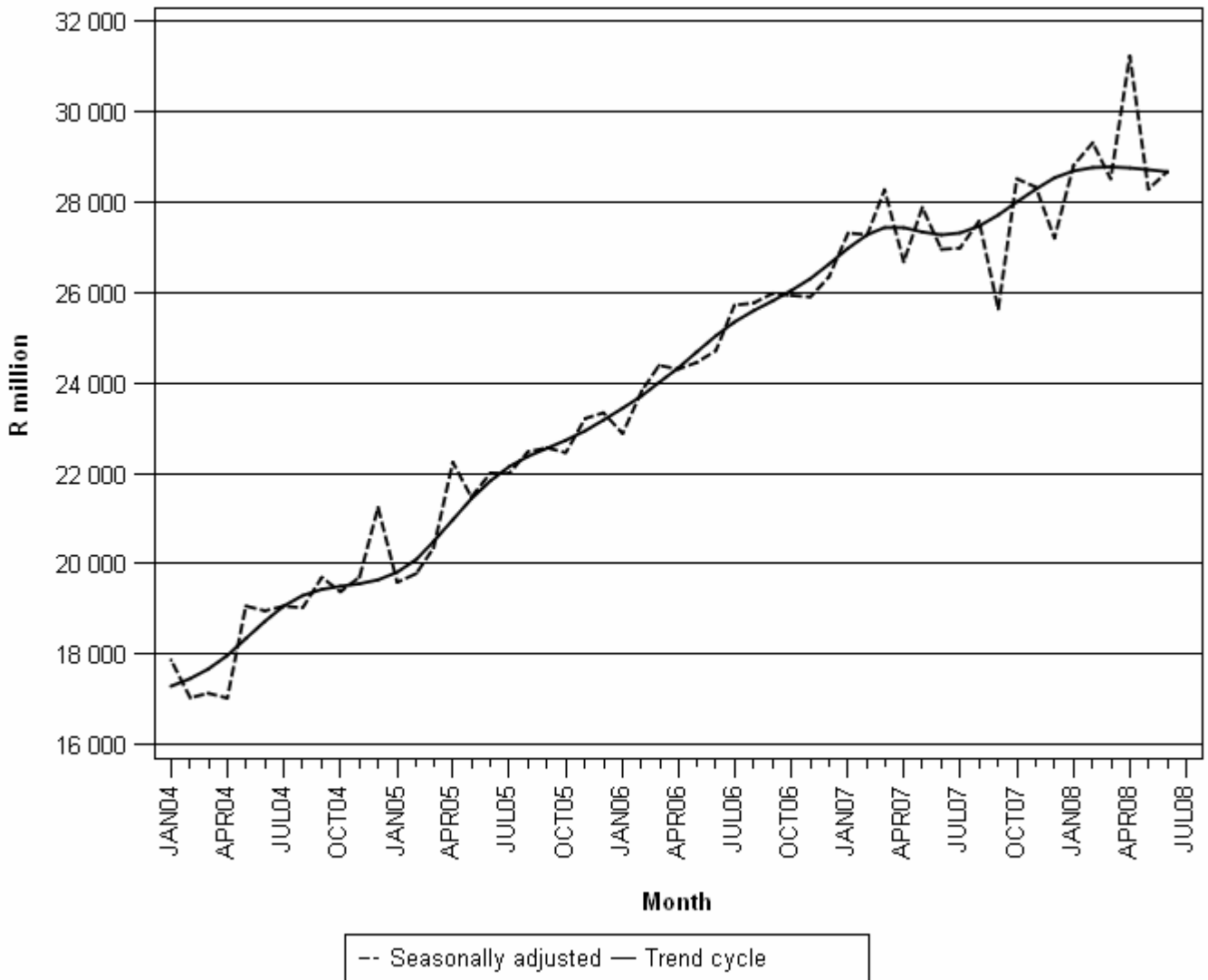
1/ Weight is the percentage contribution of each type of activity to the total motor trade sales for the three months up to the current month of the previous year.

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

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 2004 and June 2008.

**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 2001 – June 2008. Table 3 shows seasonally adjusted motor trade sales over the same period.

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

Month	2001	2002	2003	2004	2005	2006	2007 1/	2008 1/
January	10 886	12 671	15 246	17 496	19 088	22 163	26 319	27 679
February	11 662	13 157	15 185	16 580	19 144	23 053	26 472	28 532
March	11 932	13 034	15 016	16 803	20 028	24 229	28 288	28 682
April	10 657	13 424	14 283	15 699	20 436	22 263	24 398	28 520
May	11 692	14 279	15 207	19 311	21 793	24 873	28 386	28 774
June	11 910	13 626	15 287	18 652	21 548	24 160	26 254	27 841
July	11 994	14 553	17 017	19 803	22 965	26 866	28 187	
August	12 038	15 185	15 648	19 716	23 436	26 937	28 923	
September	11 325	14 907	16 142	20 180	23 241	26 804	26 492	
October	12 686	15 086	17 144	19 874	23 018	26 589	29 212	
November	12 617	15 638	17 606	20 622	24 317	27 112	29 636	
December	12 844	14 457	17 194	20 802	22 664	25 434	26 142	
<b>Total</b>	<b>142 243</b>	<b>170 017</b>	<b>190 975</b>	<b>225 538</b>	<b>261 678</b>	<b>300 483</b>	<b>328 709</b>	

1/ Preliminary.

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

Month	2001	2002	2003	2004	2005	2006	2007	2008
January	-	16,4	20,3	14,8	9,1	16,1	18,8	5,2
February	-	12,8	15,4	9,2	15,5	20,4	14,8	7,8
March	-	9,2	15,2	11,9	19,2	21,0	16,8	1,4
April	-	26,0	6,4	9,9	30,2	8,9	9,6	16,9
May	-	22,1	6,5	27,0	12,9	14,1	14,1	1,4
June	-	14,4	12,2	22,0	15,5	12,1	8,7	6,0
July	-	21,3	16,9	16,4	16,0	17,0	4,9	
August	-	26,1	3,0	26,0	18,9	14,9	7,4	
September	-	31,6	8,3	25,0	15,2	15,3	-1,2	
October	-	18,9	13,6	15,9	15,8	15,5	9,9	
November	-	23,9	12,6	17,1	17,9	11,5	9,3	
December	-	12,6	18,9	21,0	9,0	12,2	2,8	
<b>Total</b>	-	<b>19,5</b>	<b>12,3</b>	<b>18,1</b>	<b>16,0</b>	<b>14,8</b>	<b>9,4</b>	

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	2001	2002	2003	2004	2005	2006	2007	2008
January	11 300	13 005	15 573	17 864	19 586	22 879	27 321	28 819
February	11 547	13 167	15 406	17 028	19 781	23 829	27 283	29 320
March	11 955	13 177	15 309	17 130	20 350	24 390	28 281	28 516
April	11 477	14 500	15 455	17 022	22 246	24 305	26 683	31 242
May	11 616	14 154	15 027	19 061	21 473	24 455	27 886	28 290
June	11 931	13 701	15 453	18 955	22 005	24 717	26 958	28 685
July	11 722	14 176	16 477	19 058	21 995	25 724	26 987	
August	11 700	14 759	15 158	19 022	22 481	25 769	27 585	
September	11 217	14 694	15 827	19 697	22 564	25 985	25 641	
October	12 396	14 721	16 738	19 376	22 455	25 937	28 523	
November	12 222	15 057	16 861	19 701	23 211	25 906	28 334	
December	13 078	14 675	17 486	21 243	23 341	26 350	27 205	

Table 4 shows motor trade sales by type of activity. The main income in the motor trade industry is derived from the sales of vehicles and income from 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 convenient store sales	Total 3/
2006	January	8 149	3 878	1 819	2 888	4 402	1 027	22 163
	February	8 640	4 129	1 984	3 138	4 178	984	23 053
	March	9 018	4 404	2 100	3 070	4 439	1 198	24 229
	April	7 948	4 111	1 962	2 857	4 269	1 116	22 263
	May	9 059	4 521	2 240	3 234	4 699	1 122	24 873
	June	8 278	4 696	2 116	3 131	4 861	1 079	24 160
	July	10 116	4 946	2 214	3 199	5 127	1 263	26 866
	August	9 851	4 899	2 367	3 249	5 436	1 135	26 937
	September	9 710	5 055	2 481	3 215	5 080	1 263	26 804
	October	9 199	5 057	2 531	3 646	4 866	1 289	26 589
	November	9 520	5 379	2 548	3 740	4 732	1 192	27 112
	December	8 649	4 363	2 061	3 327	5 690	1 344	25 434
	<b>Total</b>	<b>108 137</b>	<b>55 438</b>	<b>26 423</b>	<b>38 694</b>	<b>57 779</b>	<b>14 012</b>	<b>300 483</b>
2007	January	9 595	4 727	2 164	3 669	4 949	1 214	26 319
	February	9 217	5 119	2 391	3 789	4 716	1 239	26 472
	March	10 172	5 274	2 353	4 037	5 044	1 409	28 288
	April	8 048	4 224	2 097	3 470	5 195	1 365	24 398
	May	9 383	5 441	2 487	3 995	5 716	1 365	28 386
	June	8 240	4 929	2 340	3 739	5 658	1 348	26 254
	July	9 399	5 263	2 385	3 901	5 824	1 415	28 187
	August	9 784	5 622	2 394	3 954	5 728	1 442	28 923
	September	8 782	4 740	2 142	3 667	5 705	1 456	26 492
	October	9 415	5 444	2 498	4 296	5 960	1 600	29 212
	November	9 495	5 708	2 603	4 145	5 996	1 687	29 636
	December	7 710	4 351	2 240	3 296	6 741	1 805	26 142
	<b>Total</b>	<b>109 240</b>	<b>60 842</b>	<b>28 094</b>	<b>45 958</b>	<b>67 232</b>	<b>17 345</b>	<b>328 709</b>
2008	January	9 013	4 845	2 209	4 032	6 235	1 346	27 679
	February	9 310	5 049	2 529	4 202	5 994	1 448	28 532
	March	9 032	5 065	2 325	3 974	6 602	1 684	28 682
	April	8 540	4 821	2 406	4 288	6 768	1 696	28 520
	May	8 387	4 863	2 557	4 303	7 216	1 449	28 774
	June	7 750	4 522	2 237	4 377	7 590	1 366	27 841

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/ 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 and cumulative estimates and percentages**

Estimates	April to June 2007 (R million)	April to June 2008 (R million)	% change between April to June 2007 and April to June 2008	January to June 2007 (R million)	January to June 2008 (R million)	% change between January to June 2007 and January to June 2008
Motor trade sales	79 038	85 135	+7,7	160 117	170 028	+6,2

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

Seasonally adjusted estimates	May 2008 (R million)	June 2008 (R million)	% change between May and June 2008	January to March 2008 (R million)	April to June 2008 (R million)	% change between January to March 2008 and April to June 2008
Motor trade sales	28 290	28 685	+1,4	86 655	88 217	+1,8



## Explanatory notes

<b>Introduction</b>	<b>1</b>	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises of the motor trade industry (see 3 below). This survey is based on a sample drawn from the 2007 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).
	<b>2</b>	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).
<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>	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"> <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 June 2008 was 81,3%.
<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 856 enterprises from a population of about 10 900 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 856 enterprises, which was drawn in May 2007 from a population then of about 10 900 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)

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
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Stats SA	Statistics South Africa																	
VAT	Value-added tax																	
*	Revised																	
-	Figures not available																	

- Change in the next publication**     **19**     The results published in the next publication (July 2008) will be based on a new sample drawn in April 2008. The periodic introduction of a new sample is a part of Stats SA’s strategic approach in improving the basis from which surveys are conducted.

**Technical note**

**Neyman Optimal allocation**

Before drawing in each of the surveys the population of enterprises on the Business Sampling Frame (BSF) was stratified. 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 surveys did not exceed 6,4%.

**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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