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Motor trade sales (Preliminary)

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Summary of findings: Motor trade sales

Table A – Key figures for June 2010

Actual estimates	June 2010 (R million)	% change between June 2009 and June 2010	% change between April to June 2009 and April to June 2010	% change between January to June 2009 and January to June 2010
Motor trade sales	29 608	11,9	17,7	14,9

Seasonally adjusted estimates	June 2010 (R million)	% change between May and June 2010	% change between January to March 2010 and April to June 2010
Motor trade sales	30 524	-1,2	4,3

Key findings for June 2010

Actual motor trade sales estimates

Table A indicates that the actual motor trade sales estimates for the second quarter of 2010 increased by 17,7% compared with the second quarter of 2009. Sales for the corresponding period in 2009 decreased by 15,6%.

The major contributors to the increase of 17,7% were ‘new vehicle sales’ (48,7% and contributing 10,4 percentage points) and ‘fuel sales’ (16,9% and contributing 4,5 percentage points) – see Table B.

Motor trade sales rose by 11,9% in June 2010 compared with June 2009, the seventh consecutive positive growth rate recorded since December 2009. In June 2010 the highest year-on-year growth rate was recorded for ‘new vehicle sales’ (30,3% or R1 863 million) – see Tables 2 and 4.

Seasonally adjusted motor trade sales

Seasonally adjusted motor trade sales for the second quarter of 2010 increased by 4,3% compared with the first quarter of 2010, while sales between May and June 2010 decreased by 1,2% – see Table A.

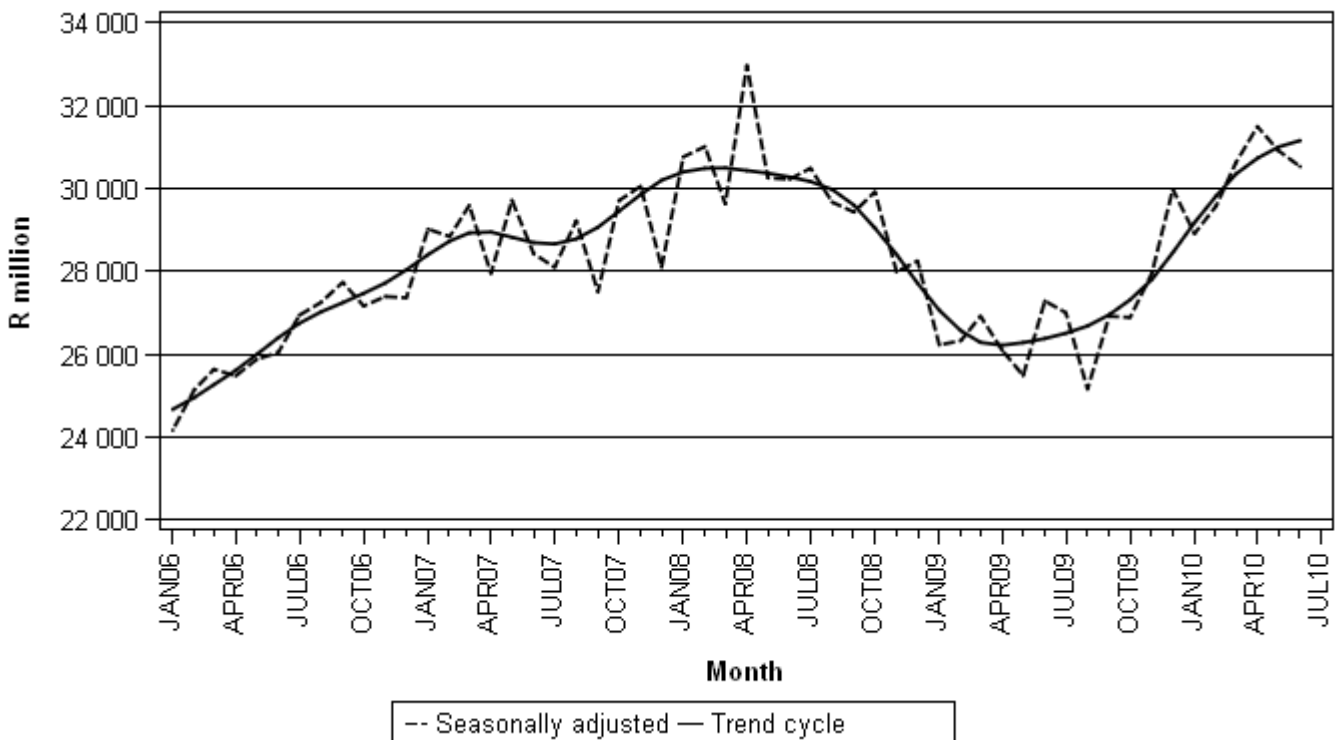
Table B – Contribution of each type of activity to the percentage change in motor trade sales

Type of activity	April to June 2009 (R million)	Weight 1/	April to June 2010 (R million)	Difference in sales between April to June 2009 and April to June 2010 (R million)	Percentage change between April to June 2009 and April to June 2010	Contribution (percentage points) to the percentage change in total sales 2/
New vehicle sales	16 130	21,3	23 993	7 863	48,7	10,4
Used vehicle sales	14 088	18,6	14 531	443	3,1	0,6
Workshop income	6 751	8,9	7 325	574	8,5	0,8
Income from the sales of accessories	14 847	19,6	15 635	788	5,3	1,0
Income from fuel sales	20 001	26,4	23 388	3 387	16,9	4,5
Income from convenience store sales 3/	4 070	5,4	4 459	389	9,6	0,5
Total 4/	75 886	100,0	89 330	13 444	17,7	17,7

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 June 2010.

Figure 1 – Total motor trade sales



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Detailed results

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

Table 1 – Total motor trade sales (R million)

Month	2003	2004	2005	2006	2007	2008	2009 ^{1/}	2010 ^{1/}
January	16 063	18 435	20 112	23 351	27 730	29 164	24 783	27 269
February	16 000	17 469	20 171	24 289	27 891	30 062	25 556	28 700
March	15 822	17 704	21 102	25 529	29 806	30 220	27 593	31 392
April	15 049	16 541	21 532	23 458	25 707	30 339	24 074	29 106
May	16 022	20 347	22 962	26 207	29 908	30 258	25 351	30 616
June	16 107	19 653	22 703	25 455	27 662	29 364	26 461	29 608
July	17 930	20 866	24 197	28 307	29 698	32 322	28 677	
August	16 487	20 773	24 693	28 382	30 474	30 875	26 154	
September	17 008	21 262	24 488	28 242	27 913	29 687	27 076	
October	18 063	20 940	24 252	28 015	30 778	31 113	28 070	
November	18 550	21 728	25 621	28 566	31 225	29 034	28 977	
December	18 117	21 918	23 880	26 799	27 545	27 775	29 546	
Total	201 218	237 636	275 713	316 600	346 337	360 213	322 318	

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	20,9
May	6,5	27,0	12,9	14,1	14,1	1,2	-16,2	20,8
June	12,2	22,0	15,5	12,1	8,7	6,2	-9,9	11,9
July	16,9	16,4	16,0	17,0	4,9	8,8	-11,3	
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	16 393	18 805	20 615	24 170	29 018	30 756	26 224	28 906
February	16 242	17 951	20 854	25 150	28 837	31 007	26 329	29 575
March	16 141	18 055	21 444	25 637	29 588	29 623	26 918	30 614
April	16 219	17 843	23 309	25 480	27 948	32 962	26 097	31 488
May	15 809	20 056	22 599	25 876	29 711	30 250	25 487	30 908
June	16 291	19 987	23 198	26 046	28 426	30 218	27 284	30 524
July	17 357	20 077	23 150	26 940	28 097	30 483	27 002	
August	16 013	20 095	23 763	27 251	29 219	29 666	25 158	
September	16 689	20 818	23 956	27 735	27 503	29 427	26 918	
October	17 649	20 432	23 608	27 163	29 703	29 914	26 887	
November	17 778	20 771	24 508	27 392	30 049	27 988	27 951	
December	18 423	22 330	24 411	27 361	28 098	28 248	29 978	

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.

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 3/	Total 4/
2008	January	9 496	4 910	2 041	4 201	6 948	1 567	29 164
	February	9 819	5 123	2 339	4 383	6 687	1 711	30 062
	March	9 492	5 120	2 143	4 131	7 339	1 996	30 220
	April	9 269	4 840	2 374	4 994	7 363	1 499	30 339
	May	8 771	5 000	2 362	4 389	8 026	1 709	30 258
	June	8 156	4 474	2 328	4 450	8 397	1 558	29 364
	July	9 107	5 222	2 581	4 950	8 701	1 761	32 322
	August	8 193	5 243	2 223	4 573	8 912	1 732	30 875
	September	7 883	4 916	2 340	4 763	7 974	1 810	29 687
	October	7 997	5 544	2 358	5 492	7 947	1 774	31 113
	November	7 230	5 265	2 102	4 920	7 821	1 697	29 034
	December	6 530	5 007	2 084	4 329	7 807	2 018	27 775
	Total	101 943	60 664	27 275	55 575	93 922	20 832	360 213
2009	January	5 981	4 376	2 008	4 926	6 105	1 386	24 783
	February	6 328	4 843	2 310	4 916	5 952	1 208	25 556
	March	6 925	5 079	2 346	5 122	6 663	1 458	27 593
	April	4 801	4 296	2 283	4 679	6 579	1 435	24 074
	May	5 184	4 935	2 205	5 015	6 684	1 329	25 351
	June	6 145	4 857	2 263	5 153	6 738	1 306	26 461
	July	6 773	5 218	2 480	5 398	7 394	1 414	28 677
	August	6 044	4 454	2 285	4 943	7 068	1 360	26 154
	September	6 218	4 943	2 309	5 015	7 226	1 367	27 076
	October	6 779	5 213	2 290	5 357	6 959	1 473	28 070
	November	7 218	5 180	2 379	5 404	7 259	1 539	28 977
	December	7 721	5 007	2 063	4 876	8 245	1 633	29 546
	Total	76 117	58 401	27 221	60 804	82 872	16 908	322 318
2010	January	6 947	4 741	2 188	4 830	7 178	1 385	27 269
	February	7 900	5 107	2 335	5 029	6 919	1 410	28 700
	March	9 079	5 284	2 523	5 641	7 352	1 514	31 392
	April	7 723	4 642	2 309	4 950	8 003	1 480	29 106
	May	8 262	5 167	2 629	5 296	7 852	1 409	30 616
	June	8 008	4 722	2 387	5 389	7 533	1 570	29 608

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.

Estimates and percentage changes in total motor trade sales

Tables 5.1 and 5.2 show the actual and seasonally adjusted estimates and percentage changes of motor trade sales.

Table 5.1 – Quarterly and annual cumulative estimates and percentage changes

Actual estimates	April to June 2009 (R million)	April to June 2010 (R million)	% change between April to June 2009 and April to June 2010	January to June 2009 (R million)	January to June 2010 (R million)	% change between January to June 2009 and January to June 2010
Motor trade sales	75 886	89 330	17,7	153 818	176 691	14,9

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

Seasonally adjusted estimates	May 2010 (R million)	June 2010 (R million)	% change between May and June 2010	January to March 2010 (R million)	April to June 2010 (R million)	% change between January to March 2010 and April to June 2010
Motor trade sales	30 908	30 524	-1,2	89 095	92 920	4,3

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 2009 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 <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. 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 June 2010 was 84,3%. The improved response rate for the survey on motor trade sales for May 2010 was 89,6%.
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 900 enterprises from a population of about 19 000 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 900 enterprises, which was drawn in April 2009 from a population then of about 19 000 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 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	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 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-off of figures	17	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.																				
Symbols and abbreviations	18	<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
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*	Revised																					
-	Figures not available																					

Change in the next publication

19 The results published in the next publication (July 2010) will be based on a new sample drawn in April 2010. The periodic introduction of a new sample is a part of Stats SA strategic approach in improving the basis from which surveys are conducted.

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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