# Statistical release 

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# Motor trade sales (Preliminary) 

## March 2012

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## Results for March 2012

Table A - Key figures for motor trade sales

| Actual estimates | March 2012 (R million) | \% change between March 2011 and March 2012 | \% change between January to March 2011 and January to March 2012 |
| :---: | :---: | :---: | :---: |
| Motor trade sales | 39518 | 8,8 |  |


| Seasonally adjusted estimates | March 2012 (R million) | \% change <br> between <br> February and <br> March 2012 | \% change between October to December 2011 and January to March 2012 |
| :---: | :---: | :---: | :---: |
| Motor trade sales | 37572 | -1,3 |  |

Motor trade sales for the first quarter of 2012 increased by 10,9\% compared with the first quarter of 2011. Sales for the corresponding period in 2011 increased by 16,1\%.

The major contributors to the increase of $10,9 \%$ were fuel sales ( $18,4 \%$ and contributing 4,6 percentage points), new vehicle sales ( $13,7 \%$ and contributing 3,9 percentage points) and sales of accessories ( $8,6 \%$ and contributing 1,5 percentage points) - see Table B.

Motor trade sales rose by $8,8 \%$ year-on-year in March 2012. The highest annual growth rate was recorded for fuel sales (17,2\%), followed by new vehicle sales (10,9\%) and convenience store income (6,1\%) - see Table 5.

In March 2012, seasonally adjusted motor trade sales decreased by 1,3\% month-on-month, following month-onmonth changes of $1,3 \%$ in February 2012 and $5,0 \%$ in January 2012. Seasonally adjusted motor trade sales for the first quarter of 2012 increased by 4,0\% compared with the fourth quarter of 2011.

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

| Type of activity | January to March 2011 (R million) | Weight 1/ | January to March 2012 (R million) | Difference in sales between January to <br> March 2011 and January to <br> March 2012 <br> (R million) | $\begin{gathered} \text { \% change } \\ \text { between } \\ \text { January } \\ \text { to } \\ \text { March } 2011 \\ \text { and } \\ \text { January } \\ \text { to } \\ \text { March } 2012 \end{gathered}$ | Contribution <br> (\% points) to the \% change in total sales $2 /$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New vehicle sales | 28652 | 28,4 | 32565 | 3913 | 13,7 | 3,9 |
| Used vehicle sales | 18193 | 18,0 | 18204 | 11 | 0,1 | 0,0 |
| Workshop income | 6855 | 6,8 | 7368 | 513 | 7,5 | 0,5 |
| Income from the sales of accessories | 17936 | 17,7 | 19477 | 1541 | 8,6 | 1,5 |
| Income from fuel sales | 25454 | 25,2 | 30125 | 4671 | 18,4 | 4,6 |
| Income from convenience store sales $3 /$ | 3965 | 3,9 | 4325 | 360 | 9,1 | 0,4 |
| Total 4I | 101058 | 100,0 | 112064 | 11006 | 10,9 | 10,9 |

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 - Total motor trade sales

R million


## PJ Lehohla <br> Statistician-General

## Tables

Table 1 -Total motor trade sales ( R million)

| Month | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | $2011{ }^{1 /}$ | $2012{ }^{1 /}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January | 20031 | 23258 | 27620 | 29048 | 24684 | 27160 | 31880 | 35457 |
| February | 20091 | 24192 | 27780 | 29942 | 25454 | 28586 | 32844 | 37089 |
| March | 21017 | 25427 | 29687 | 30099 | 27483 | 31267 | 36334 | 39518 |
| April | 21446 | 23364 | 25604 | 30218 | 23978 | 28757 | 31776 |  |
| May | 22871 | 26102 | 29788 | 30138 | 25250 | 30655 | 33791 |  |
| June | 22613 | 25354 | 27552 | 29247 | 26356 | 29881 | 35025 |  |
| July | 24100 | 28194 | 29579 | 32193 | 28562 | 31883 | 34984 |  |
| August | 24595 | 28268 | 30352 | 30752 | 26050 | 32511 | 36687 |  |
| September | 24391 | 28129 | 27801 | 29569 | 26968 | 30790 | 37331 |  |
| October | 24155 | 27903 | 30656 | 30989 | 27958 | 31417 | 36172 |  |
| November | 25519 | 28452 | 31100 | 28918 | 28862 | 33638 | 38436 |  |
| December | 23785 | 26692 | 27435 | 27664 | 29429 | 33270 | 35954 |  |
| Total | 274614 | 315335 | 344954 | 358777 | 321034 | 369815 | 421214 |  |

1/ Preliminary.
Table 2 - Percentage change in total motor trade sales $1 /$

| Month | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January | 9,1 | 16,1 | 18,8 | 5,2 | -15,0 | 10,0 | 17,4 | 11,2 |
| February | 15,5 | 20,4 | 14,8 | 7,8 | -15,0 | 12,3 | 14,9 | 12,9 |
| March | 19,2 | 21,0 | 16,8 | 1,4 | -8,7 | 13,8 | 16,2 | 8,8 |
| April | 30,2 | 8,9 | 9,6 | 18,0 | -20,6 | 19,9 | 10,5 |  |
| May | 12,9 | 14,1 | 14,1 | 1,2 | -16,2 | 21,4 | 10,2 |  |
| June | 15,5 | 12,1 | 8,7 | 6,2 | -9,9 | 13,4 | 17,2 |  |
| July | 16,0 | 17,0 | 4,9 | 8,8 | -11,3 | 11,6 | 9,7 |  |
| August | 18,9 | 14,9 | 7,4 | 1,3 | -15,3 | 24,8 | 12,8 |  |
| September | 15,2 | 15,3 | -1,2 | 6,4 | -8,8 | 14,2 | 21,2 |  |
| October | 15,8 | 15,5 | 9,9 | 1,1 | -9,8 | 12,4 | 15,1 |  |
| November | 17,9 | 11,5 | 9,3 | -7,0 | -0,2 | 16,5 | 14,3 |  |
| December | 9,0 | 12,2 | 2,8 | 0,8 | 6,4 | 13,1 | 8,1 |  |
| Total | 16,0 | 14,8 | 9,4 | 4,0 | -10,5 | 15,2 | 13,9 |  |

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 | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| January | 20573 | 24105 | 28929 | 30627 | 26104 | 28766 | 33810 | 37605 |
| February | 20766 | 25042 | 28702 | 30853 | 26172 | 29358 | 33700 | 38080 |
| March | 21303 | 25445 | 29319 | 29284 | 26510 | 29909 | 34626 | 37572 |
| April | 23196 | 25345 | 27780 | 32766 | 25916 | 31023 | 34202 |  |
| May | 22547 | 25790 | 29541 | 30095 | 25390 | 31074 | 34418 |  |
| June | 23090 | 25913 | 28211 | 29907 | 26886 | 30375 | 35524 |  |
| July | 23084 | 26859 | 28066 | 30508 | 27041 | 30195 | 33114 |  |
| August | 23636 | 27109 | 29062 | 29499 | 25073 | 31416 | 35507 |  |
| September | 23869 | 27668 | 27514 | 29469 | 26943 | 30762 | 37275 |  |
| October | 23583 | 27238 | 30005 | 30442 | 27608 | 31204 | 36073 |  |
| November | 24416 | 27319 | 29987 | 27926 | 27870 | 32435 | 37061 |  |
| December | 24282 | 27148 | 27768 | 27830 | 29434 | 33184 | 35817 |  |

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/ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | January | 6889 | 4929 | 2091 | 5064 | 6986 | 1201 | 27160 |
|  | February | 7830 | 5305 | 2229 | 5269 | 6729 | 1223 | 28586 |
|  | March | 8997 | 5489 | 2409 | 5909 | 7150 | 1313 | 31267 |
|  | April | 7544 | 4795 | 2187 | 5274 | 7743 | 1214 | 28757 |
|  | May | 8159 | 5322 | 2458 | 5654 | 7800 | 1261 | 30655 |
|  | June | 7860 | 5075 | 2246 | 5687 | 7686 | 1326 | 29881 |
|  | July | 8465 | 5763 | 2392 | 5991 | 7941 | 1329 | 31883 |
|  | August | 9255 | 5995 | 2341 | 5738 | 7897 | 1285 | 32511 |
|  | September | 7869 | 5950 | 2312 | 5802 | 7593 | 1266 | 30790 |
|  | October | 8003 | 5898 | 2439 | 5928 | 7832 | 1318 | 31417 |
|  | November | 9094 | 6209 | 2505 | 6443 | 8070 | 1318 | 33638 |
|  | December | 9182 | 5650 | 2206 | 5553 | 9144 | 1535 | 33270 |
|  | Total | 99147 | 66380 | 27815 | 68312 | 92571 | 15589 | 369815 |
| 2011 | January | 8559 | 5970 | 2116 | 5567 | 8335 | 1332 | 31880 |
|  | February | 9469 | 6024 | 2212 | 5873 | 8032 | 1233 | 32844 |
|  | March | 10624 | 6199 | 2527 | 6496 | 9087 | 1400 | 36334 |
|  | April | 8445 | 5030 | 2052 | 5419 | 9500 | 1331 | 31776 |
|  | May | 9004 | 5612 | 2300 | 5961 | 9597 | 1318 | 33791 |
|  | June | 9277 | 6064 | 2493 | 6270 | 9549 | 1373 | 35025 |
|  | July | 9422 | 6003 | 2380 | 6103 | 9771 | 1306 | 34984 |
|  | August | 10257 | 6327 | 2526 | 6350 | 9887 | 1340 | 36687 |
|  | September | 10490 | 6397 | 2524 | 6702 | 9883 | 1336 | 37331 |
|  | October | 9903 | 5908 | 2563 | 6382 | 9981 | 1436 | 36172 |
|  | November | 10713 | 6554 | 2680 | 6861 | 10237 | 1391 | 38436 |
|  | December | 9675 | 5557 | 2370 | 5973 | 10789 | 1589 | 35954 |
|  | Total | 115838 | 71645 | 28743 | 73957 | 114648 | 16385 | 421214 |
| 2012 | January | 9909 | 5829 | 2381 | 6033 | 9863 | 1441 | 35457 |
|  | February | 10877 | 6203 | 2420 | 6579 | 9613 | 1398 | 37089 |
|  | March | 11779 | 6172 | 2567 | 6865 | 10649 | 1486 | 39518 |

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/ 2011 and 2012 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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | January | 16,3 | 8,4 | 9,1 | -1,8 | 17,7 | -0,1 | 10,0 |
|  | February | 25,0 | 5,6 | 1,2 | 2,5 | 16,4 | 16,9 | 12,3 |
|  | March | 31,2 | 4,1 | 7,6 | 10,1 | 10,4 | 3,6 | 13,8 |
|  | April | 58,4 | 7,3 | 0,2 | 7,4 | 20,9 | -2,6 | 19,9 |
|  | May | 59,0 | 3,9 | 16,9 | 7,7 | 20,1 | 9,5 | 21,4 |
|  | June | 29,2 | 0,7 | 4,1 | 5,5 | 17,4 | 16,9 | 13,4 |
|  | July | 26,2 | 6,4 | 1,1 | 6,0 | 10,5 | 8,1 | 11,6 |
|  | August | 54,4 | 29,5 | 7,2 | 10,7 | 14,8 | 8,8 | 24,8 |
|  | September | 27,7 | 15,9 | 4,9 | 10,4 | 8,1 | 6,7 | 14,2 |
|  | October | 19,2 | 9,0 | 11,7 | 5,7 | 15,8 | 3,1 | 12,4 |
|  | November | 27,1 | 15,4 | 10,3 | 13,8 | 14,3 | -1,3 | 16,5 |
|  | December | 19,7 | 8,4 | 11,8 | 8,5 | 13,8 | 8,3 | 13,1 |
|  | Total | 31,5 | 9,4 | 7,1 | 7,2 | 14,9 | 6,2 | 15,2 |
| 2011 | January | 24,2 | 21,1 | 1,2 | 9,9 | 19,3 | 10,9 | 17,4 |
|  | February | 20,9 | 13,6 | -0,8 | 11,5 | 19,4 | 0,8 | 14,9 |
|  | March | 18,1 | 12,9 | 4,9 | 9,9 | 27,1 | 6,6 | 16,2 |
|  | April | 11,9 | 4,9 | -6,2 | 2,7 | 22,7 | 9,6 | 10,5 |
|  | May | 10,4 | 5,4 | -6,4 | 5,4 | 23,0 | 4,5 | 10,2 |
|  | June | 18,0 | 19,5 | 11,0 | 10,3 | 24,2 | 3,5 | 17,2 |
|  | July | 11,3 | 4,2 | -0,5 | 1,9 | 23,0 | -1,7 | 9,7 |
|  | August | 10,8 | 5,5 | 7,9 | 10,7 | 25,2 | 4,3 | 12,8 |
|  | September | 33,3 | 7,5 | 9,2 | 15,5 | 30,2 | 5,5 | 21,2 |
|  | October | 23,7 | 0,2 | 5,1 | 7,7 | 27,4 | 9,0 | 15,1 |
|  | November | 17,8 | 5,6 | 7,0 | 6,5 | 26,9 | 5,5 | 14,3 |
|  | December | 5,4 | -1,6 | 7,4 | 7,6 | 18,0 | 3,5 | 8,1 |
|  | Total | 16,8 | 7,9 | 3,3 | 8,3 | 23,8 | 5,1 | 13,9 |
| 2012 | January | 15,8 | -2,4 | 12,5 | 8,4 | 18,3 | 8,2 | 11,2 |
|  | February | 14,9 | 3,0 | 9,4 | 12,0 | 19,7 | 13,4 | 12,9 |
|  | March | 10,9 | -0,4 | 1,6 | 5,7 | 17,2 | 6,1 | 8,8 |

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.

Table 6 - Quarterly estimates and percentage changes

| Actual estimates | January to March 2011 (R million) | January to March 2012 (R million) | \% change between January to March 2011 and January to March 2012 |
| :---: | :---: | :---: | :---: |
| Motor trade sales | 101058 | 112064 |  |

Table 7 - Seasonally adjusted estimates with monthly and quarterly percentage changes

| Seasonally adjusted estimates | $\begin{aligned} & \text { February } \\ & 2012 \\ & \text { (R million) } \end{aligned}$ | $\begin{gathered} \text { March } \\ 2012 \\ \text { (R million) } \end{gathered}$ | \% change between February and March 2012 | October to December 2011 ( R million ) | $\begin{gathered} \text { January } \\ \text { to } \\ \text { March } \\ 2012 \\ \text { (R million) } \end{gathered}$ | \% change between October to December 2011 and January to March 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Motor trade sales | 38080 | 37572 | -1,3 | 108951 | 113257 | 4,0 |

## 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 the 2011 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 3 The results of the monthly motor trade sales survey are used to compile estimates of the survey

Scope of the 4 The survey collects information from a sample of enterprises in South Africa that are survey 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.
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 Standard Industrial Classification of all Economic Activities (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 International Standard Industrial Classification of all Economic Activities (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.

Collection rate 6 The preliminary collection rate for the survey on motor trade sales for March 2012 was $78,7 \%$, accounting for $80,4 \%$ of the total estimate. The improved collection rate for the survey on motor trade sales for February 2012 was $87,5 \%$.

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 8 The survey is conducted monthly. Questionnaires are sent to a sample of about 860 enterprises from a population of about 11000 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 860 enterprises, which was drawn in April 2011 from a population then of about 11000 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.

10 For those strata not completely enumerated, the weights to produce estimates are the

Seasonal
adjustment

Reliability of estimates

## Revised figures

Related
publications

Rounding-off of
figures
Symbols and abbreviations 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 are consistent with international best practice.

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.

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.

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 nonsampling errors.

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.

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.

Users may also wish to refer to the following publications available from Stats SA

- Bulletin of Statistics issued quarterly; and
- SA Statistics issued annually

Where necessary, the figures in the tables have been rounded off to the nearest digit shown.

| 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 |

## 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 $8,0 \%$.

## Class limits

| Enterprise size | Size group | Lower limits | Upper limits |
| :--- | :---: | ---: | ---: |
| Very small | 4 | 0 | 18000000 |
| Small | 3 | 18000001 | 85500000 |
| Medium | 2 | 85500001 | 175500000 |
| Large | 1 | 175500001 |  |

## 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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