

# Statistical release

P6343.2

# Motor trade sales (Preliminary)

March 2012

Embargoed until: 17 May 2012 11:30

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Forthcoming issue: Expected release date:
April 2012 14 June 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	39 518	8,8	10,9

Seasonally adjusted estimates	March 2012 (R million)	% change between February and March 2012	% change between October to December 2011 and January to March 2012
Motor trade sales	37 572	-1,3	4,0

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.

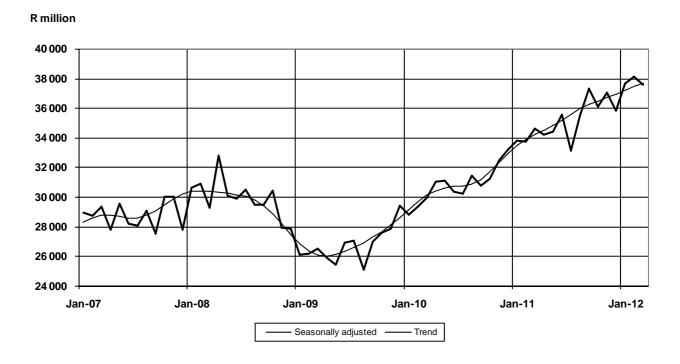
In March 2012, seasonally adjusted motor trade sales decreased by 1,3% month-on-month, following month-on-month changes of 1,3% in February 2012 and 5,0% in January 2012. Seasonally adjusted motor trade sales for the first guarter of 2012 increased by 4,0% compared with the fourth guarter of 2011.

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 March 2011 and January to March 2012 (R million)	% change between January to March 2011 and January to March 2012	Contribution (% points) to the % change in total sales 2/
New vehicle sales	28 652	28,4	32 565	3 913	13,7	3,9
Used vehicle sales	18 193	18,0	18 204	11	0,1	0,0
Workshop income	6 855	6,8	7 368	513	7,5	0,5
Income from the sales of accessories	17 936	17,7	19 477	1 541	8,6	1,5
Income from fuel sales	25 454	25,2	30 125	4 671	18,4	4,6
Income from convenience store sales 3/	3 965	3,9	4 325	360	9,1	0,4
Total 4/	101 058	100,0	112 064	11 006	10,9	10,9

<sup>1/</sup> 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.

Figure 1 – Total motor trade sales



PJ Lehohla Statistician-General

<sup>2/</sup> 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.

<sup>3/</sup> 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.

#### **Tables**

Table 1 -Total motor trade sales (R million)

Month	2005	2006	2007	2008	2009	2010	2011 <sup>1/</sup>	2012 <sup>1/</sup>
January	20 031	23 258	27 620	29 048	24 684	27 160	31 880	35 457
February	20 091	24 192	27 780	29 942	25 454	28 586	32 844	37 089
March	21 017	25 427	29 687	30 099	27 483	31 267	36 334	39 518
April	21 446	23 364	25 604	30 218	23 978	28 757	31 776	
Мау	22 871	26 102	29 788	30 138	25 250	30 655	33 791	
June	22 613	25 354	27 552	29 247	26 356	29 881	35 025	
July	24 100	28 194	29 579	32 193	28 562	31 883	34 984	
August	24 595	28 268	30 352	30 752	26 050	32 511	36 687	
September	24 391	28 129	27 801	29 569	26 968	30 790	37 331	
October	24 155	27 903	30 656	30 989	27 958	31 417	36 172	
November	25 519	28 452	31 100	28 918	28 862	33 638	38 436	
December	23 785	26 692	27 435	27 664	29 429	33 270	35 954	
Total	274 614	315 335	344 954	358 777	321 034	369 815	421 214	

<sup>1/</sup> 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	

<sup>1/</sup> 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	2005	2006	2007	2008	2009	2010	2011	2012
January	20 573	24 105	28 929	30 627	26 104	28 766	33 810	37 605
February	20 766	25 042	28 702	30 853	26 172	29 358	33 700	38 080
March	21 303	25 445	29 319	29 284	26 510	29 909	34 626	37 572
April	23 196	25 345	27 780	32 766	25 916	31 023	34 202	
May	22 547	25 790	29 541	30 095	25 390	31 074	34 418	
June	23 090	25 913	28 211	29 907	26 886	30 375	35 524	
July	23 084	26 859	28 066	30 508	27 041	30 195	33 114	
August	23 636	27 109	29 062	29 499	25 073	31 416	35 507	
September	23 869	27 668	27 514	29 469	26 943	30 762	37 275	
October	23 583	27 238	30 005	30 442	27 608	31 204	36 073	
November	24 416	27 319	29 987	27 926	27 870	32 435	37 061	-
December	24 282	27 148	27 768	27 830	29 434	33 184	35 817	

Table 4 - Motor trade sales by type of activity (R million) 1/

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/
2010	January	6 889	4 929	2 091	5 064	6 986	1 201	27 160
	February	7 830	5 305	2 229	5 269	6 729	1 223	28 586
	March	8 997	5 489	2 409	5 909	7 150	1 313	31 267
	April	7 544	4 795	2 187	5 274	7 743	1 214	28 757
	May	8 159	5 322	2 458	5 654	7 800	1 261	30 655
	June	7 860	5 075	2 246	5 687	7 686	1 326	29 881
	July	8 465	5 763	2 392	5 991	7 941	1 329	31 883
	August	9 255	5 995	2 341	5 738	7 897	1 285	32 511
	September	7 869	5 950	2 312	5 802	7 593	1 266	30 790
	October	8 003	5 898	2 439	5 928	7 832	1 318	31 417
	November	9 094	6 209	2 505	6 443	8 070	1 318	33 638
	December	9 182	5 650	2 206	5 553	9 144	1 535	33 270
	Total	99 147	66 380	27 815	68 312	92 571	15 589	369 815
2011	January	8 559	5 970	2 116	5 567	8 335	1 332	31 880
	February	9 469	6 024	2 212	5 873	8 032	1 233	32 844
	March	10 624	6 199	2 527	6 496	9 087	1 400	36 334
	April	8 445	5 030	2 052	5 419	9 500	1 331	31 776
	May	9 004	5 612	2 300	5 961	9 597	1 318	33 791
	June	9 277	6 064	2 493	6 270	9 549	1 373	35 025
	July	9 422	6 003	2 380	6 103	9 771	1 306	34 984
	August	10 257	6 327	2 526	6 350	9 887	1 340	36 687
	September	10 490	6 397	2 524	6 702	9 883	1 336	37 331
	October	9 903	5 908	2 563	6 382	9 981	1 436	36 172
	November	10 713	6 554	2 680	6 861	10 237	1 391	38 436
	December	9 675	5 557	2 370	5 973	10 789	1 589	35 954
	Total	115 838	71 645	28 743	73 957	114 648	16 385	421 214
2012	January	9 909	5 829	2 381	6 033	9 863	1 441	35 457
	February	10 877	6 203	2 420	6 579	9 613	1 398	37 089
	March	11 779	6 172	2 567	6 865	10 649	1 486	39 518

<sup>1/</sup> 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

<sup>1/</sup> 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	101 058	112 064	10,9

### Table 7 – Seasonally adjusted estimates with monthly and quarterly percentage changes

Seasonally adjusted estimates	February 2012 (R million)	March 2012 (R million)	% change between February and March 2012	October to December 2011 (R million)	January to March 2012 (R million)	% change between October to December 2011 and January to March 2012
Motor trade sales	38 080	37 572	-1,3	108 951	113 257	4,0

### **Explanatory notes**

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#### Introduction

- 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).
- 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 survey

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

- 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

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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**

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

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

- The survey is conducted monthly. Questionnaires are sent to a sample of about 860 enterprises from a population of about 11 000 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.
- 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 11 000 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.

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# Weighting methodology

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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 are consistent with international best practice.

### Seasonal adjustment

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**

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

- 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**

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

# Rounding-off of figures

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

### Symbols and abbreviations

18 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	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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