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Motor trade sales (Preliminary)

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Sales at current prices: results for March 2013

Table A – Key growth rates in motor trade sales at current prices

	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
Year-on-year % change, unadjusted	16,9	11,0	5,7	15,0	7,7	5,1
Month-on-month % change, seasonally adjusted	9,3	-3,2	-6,8	11,7	-4,3	-2,8
3-month % change, seasonally adjusted 1/	2,1	4,5	4,4	1,4	-0,3	1,4

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), motor trade sales increased by 5,1% year-on-year in March 2013. The highest annual growth rates were recorded for workshop income (10,1%), fuel sales (9,5%) and new vehicle sales (6,6%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 2,8% in March 2013 compared with February 2013. This followed month-on-month changes of -4,3% in February 2013 and 11,7% in January 2013.

Seasonally adjusted motor trade sales increased by 1,4% in the first quarter of 2013 compared with the previous quarter.

Table B – Motor trade sales at current prices for the latest three months by type of activity

Type of activity	Jan – Mar 2012 (R million)	Weight	Jan – Mar 2013 (R million)	% change between Jan – Mar 2012 and Jan – Mar 2013	Contribution (% points) to the total % change
New vehicle sales	32 717	28,7	36 806	12,5	3,6
Used vehicle sales	18 101	15,9	19 629	8,4	1,3
Workshop income	6 880	6,0	7 688	11,7	0,7
Income from the sales of accessories	18 964	16,6	19 608	3,4	0,6
Income from fuel sales	32 310	28,3	35 440	9,7	2,7
Income from convenience store sales 1/	5 085	4,5	5 237	3,0	0,1
Total	114 056	100,0	124 407	9,1	9,1

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 9,1% in the first quarter of 2013 compared with the first quarter of 2012. The major contributors to this increase were:

- new vehicle sales (12,5% and contributing 3,6 percentage points);
- fuel sales (9,7% and contributing 2,7 percentage points); and
- used vehicle sales (8,4% and contributing 1,3 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

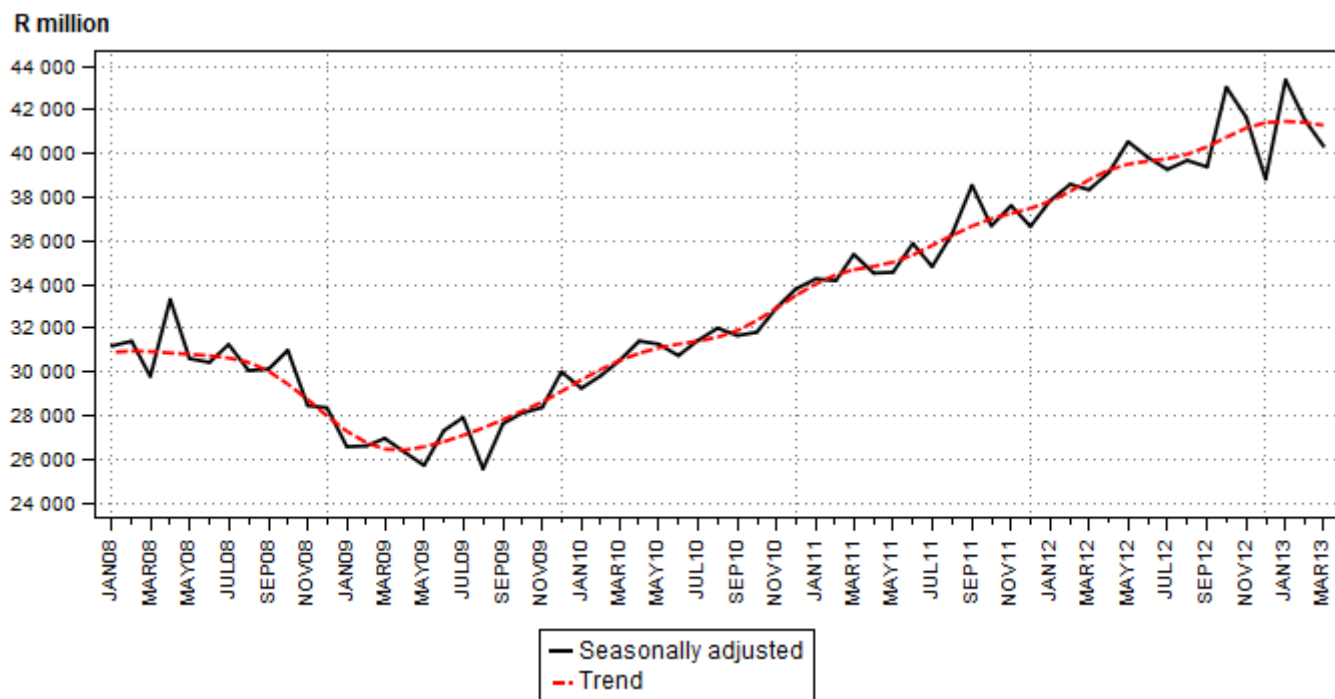
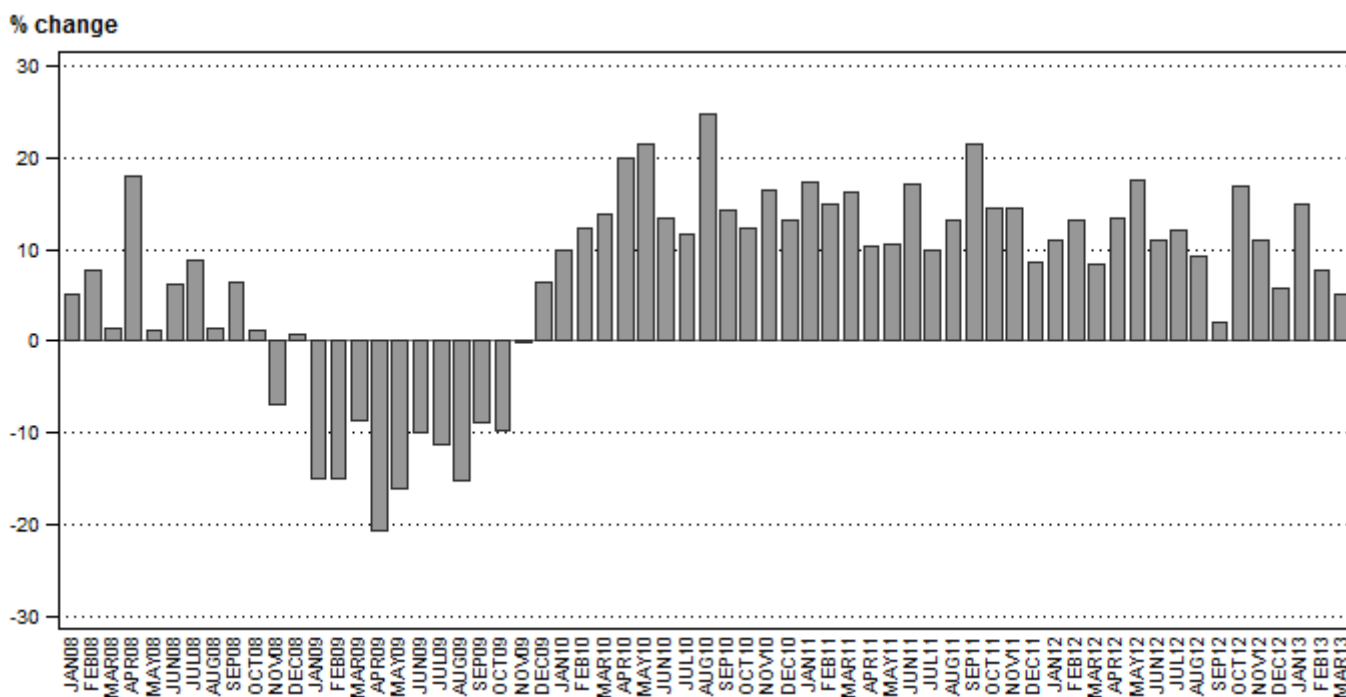


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



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Tables

Table 1 – Motor trade sales at current prices (R million)

Month	2007	2008	2009	2010	2011	2012	2013 1/
Jan	28 142	29 596	25 150	27 674	32 482	36 046	41 442
Feb	28 305	30 508	25 936	29 126	33 465	37 869	40 771
Mar	30 247	30 667	28 002	31 857	37 020	40 141	42 194
Apr	26 088	30 789	24 431	29 300	32 309	36 662	
May	30 351	30 707	25 727	31 234	34 543	40 596	
Jun	28 072	29 800	26 854	30 446	35 641	39 607	
Jul	30 138	32 801	29 102	32 485	35 708	40 042	
Aug	30 925	31 333	26 542	33 125	37 510	40 991	
Sep	28 326	30 127	27 477	31 372	38 082	38 869	
Oct	31 235	31 575	28 486	32 010	36 682	42 865	
Nov	31 688	29 464	29 407	34 273	39 254	43 559	
Dec	27 953	28 186	29 984	33 898	36 769	38 878	
Total	351 470	365 553	327 098	376 800	429 465	476 125	

1/ Latest month is preliminary.

Table 2 – Year-on-year percentage change in motor trade sales at current prices

Month	2008	2009	2010	2011	2012	2013	2013 year-to-date
Jan	5,2	-15,0	10,0	17,4	11,0	15,0	15,0
Feb	7,8	-15,0	12,3	14,9	13,2	7,7	11,2
Mar	1,4	-8,7	13,8	16,2	8,4	5,1	9,1
Apr	18,0	-20,7	19,9	10,3	13,5		
May	1,2	-16,2	21,4	10,6	17,5		
Jun	6,2	-9,9	13,4	17,1	11,1		
Jul	8,8	-11,3	11,6	9,9	12,1		
Aug	1,3	-15,3	24,8	13,2	9,3		
Sep	6,4	-8,8	14,2	21,4	2,1		
Oct	1,1	-9,8	12,4	14,6	16,9		
Nov	-7,0	-0,2	16,5	14,5	11,0		
Dec	0,8	6,4	13,1	8,5	5,7		
Total	4,0	-10,5	15,2	14,0	10,9		

Table 3 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2010	2011	2012	2013	2010	2011	2012	2013
Jan	29 252	34 261	37 853	43 372	-2,5	1,4	3,2	11,7
Feb	29 842	34 174	38 593	41 494	2,0	-0,3	2,0	-4,3
Mar	30 507	35 383	38 340	40 346	2,2	3,5	-0,7	-2,8
Apr	31 415	34 524	39 131		3,0	-2,4	2,1	
May	31 274	34 563	40 541		-0,4	0,1	3,6	
Jun	30 747	35 880	39 822		-1,7	3,8	-1,8	
Jul	31 431	34 823	39 271		2,2	-2,9	-1,4	
Aug	32 004	36 323	39 685		1,8	4,3	1,1	
Sep	31 666	38 540	39 390		-1,1	6,1	-0,7	
Oct	31 818	36 688	43 034		0,5	-4,8	9,3	
Nov	32 940	37 615	41 653		3,5	2,5	-3,2	
Dec	33 802	36 663	38 827		2,6	-2,5	-6,8	

Table 4 – Motor trade sales at current prices by type of activity (R million)

Type of activity	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13 1/
New vehicle sales	11 780	12 073	10 287	11 958	12 194	12 654
Used vehicle sales	7 215	7 241	5 861	6 851	6 450	6 328
Workshop income	2 662	2 762	2 217	2 512	2 573	2 603
Income from the sales of accessories	6 882	7 139	5 525	6 652	6 567	6 389
Income from fuel sales	12 497	12 518	12 979	11 696	11 330	12 414
Income from convenience store sales 2/	1 829	1 827	2 010	1 773	1 657	1 807
Total	42 865	43 559	38 878	41 442	40 771	42 194

1/ Preliminary.

2/ Includes 'other' sales and trading income.

Table 5 – Year-on-year percentage change in motor trade sales at current prices by type of activity

Type of activity	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
New vehicle sales	18,3	11,8	5,3	20,5	11,6	6,6
Used vehicle sales	22,0	9,6	4,7	17,9	4,3	3,7
Workshop income	15,6	12,1	2,4	15,7	9,8	10,1
Income from the sales of accessories	10,1	5,5	-5,6	14,0	2,6	-5,0
Income from fuel sales	18,2	14,2	12,7	10,4	9,2	9,5
Income from convenience store sales 1/	8,7	10,3	7,6	4,0	0,9	4,0
Total	16,9	11,0	5,7	15,0	7,7	5,1

1/ Includes 'other' sales and trading income.

Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices

Type of activity	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
New vehicle sales	5,0	3,2	1,4	5,6	3,3	2,0
Used vehicle sales	3,5	1,6	0,7	2,9	0,7	0,6
Workshop income	1,0	0,8	0,1	0,9	0,6	0,6
Income from the sales of accessories	1,7	0,9	-0,9	2,3	0,4	-0,8
Income from fuel sales	5,2	4,0	4,0	3,1	2,5	2,7
Income from convenience store sales 1/	0,4	0,4	0,4	0,2	0,0	0,2
Total	16,9	11,0	5,7	15,0	7,7	5,1

1/ Includes 'other' sales and trading income.

Survey information

Introduction	<p>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 Stats SA's 2012 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.</p> <p>2 In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.</p>
Purpose of the survey	<p>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.</p>
Scope of the survey	<p>4 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:</p> <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	<p>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.</p>
Collection rate	<p>6 The preliminary collection rate for the survey on motor trade sales for March 2013 was 78,8%, accounting for 82,6% of the total estimate for motor trade sales. The improved collection rate for February 2013 was 83,4%.</p>
Statistical unit	<p>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.</p>
Revised figures	<p>8 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.</p>
Related publications	<p>9 Users may also refer to the following publications available from Stats SA:</p> <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly; and • <i>SA Statistics</i> issued annually.

- Rounding-off of figures** 10 Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
- Historical data** 11 Historical motor trade data are available on the Stats SA webpage. To access the data electronically, use the following link:
<http://www.statssa.gov.za/timeseriesdata/timeseriesdata.asp>
- Past publications** 12 Past motor trade releases are available on the Stats SA webpage. To access the releases electronically, use the following link:
<http://www.statssa.gov.za/publications/statspastfuture.asp?PPN=P6343.2&SCH=>

Technical notes

- Survey methodology and design** 1 The survey is conducted monthly. Questionnaires are sent to a sample of about 870 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. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn in April 2012 from Stats SA’s business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises (see point 3 below).

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 3,5%.

- Class limits** 3 Each motor trade classification group (SIC at four digit level) is divided into four size groups. All large and medium enterprises (size group one) are completely enumerated. Simple random sampling is applied to medium and small enterprises (size group two, three and four). The total value of sales of the large enterprises (size group one) per classification group is added to the weighted totals of size group two, three and four to reflect the total value of sales.

Measure of size classes (Rand)

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	

- Sample weighting** 4 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 classification group estimates. These procedures are consistent with international best practice.

Seasonal adjustment	5	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 recognised more clearly. 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	6	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	7	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.
	8	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.
Month-on-month percentage change	9	The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
Year-on-year percentage change	10	The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.
Contribution (percentage points)	11	The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.

Glossary

Enterprise

An 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)*.

Symbols and abbreviations

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
IT	Income tax
Rm	Rand million
SIC	Standard Industrial Classification of all Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value added tax

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