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# Statistical release

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### Motor trade sales (Preliminary)

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## Summary of findings: Motor trade sales

Table A – Key figures as at the end of May 2009

Estimates	May 2009 (R million)	% change between May 2008 and May 2009	% change between March to May 2008 and March to May 2009	% change between January to May 2008 and January to May 2009
Motor trade sales	23 953	-16,0	-15,1	-15,0

Seasonally adjusted estimates	May 2009 (R million)	% change between April and May 2009	% change between December 2008 to February 2009 and March to May 2009
Motor trade sales	23 750	-4,3	-2,8

### Key findings as at the end of May 2009

#### Motor trade sales decrease

*Table A indicates that motor trade sales for the three months ended May 2009 decreased by 15,1% compared with the three months ended May 2008, while sales for the corresponding period in 2008 increased by 6,3%.*

The major contributors to the decrease of 15,1% were new vehicle sales (-36,9% and contributing -11,2 percentage points) and fuel sales (-12,6% and contributing -3,2 percentage points).

Motor trade sales for May 2009 decreased by 16,0% compared with May 2008, while sales for the corresponding period in 2008 increased by 1,2%.

Seasonally adjusted motor trade sales for the three months ended May 2009 decreased by 2,8% compared with the three months ended February 2009.

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

Type of activity	March to May 2008 (R million)	Weight 1/	March to May 2009 (R million)	Difference in Sales between March to May 2008 and March to May 2009 (R million)	Percentage change between March to May 2008 and March to May 2009	Contribution (percentage points) to the percentage change in total sales 2/
<b>New vehicle sales</b>	25 940	30,3	16 367	-9 573	-36,9	-11,2
<b>Used vehicle sales</b>	14 099	16,5	13 270	-829	-5,9	-1,0
<b>Workshop income</b>	6 068	7,1	5 967	-101	-1,7	-0,1
<b>Income from the sales of accessories</b>	12 434	14,5	13 878	1 444	11,6	1,7
<b>Income from fuel sales</b>	21 428	25,0	18 718	-2 710	-12,6	-3,2
<b>Income from convenience store sales</b>	5 628	6,6	4 514	-1 114	-19,8	-1,3
<b>Total 3/</b>	<b>85 596</b>	<b>100,0</b>	<b>72 713</b>	<b>-12 883</b>	<b>-15,1</b>	<b>-15,1</b>

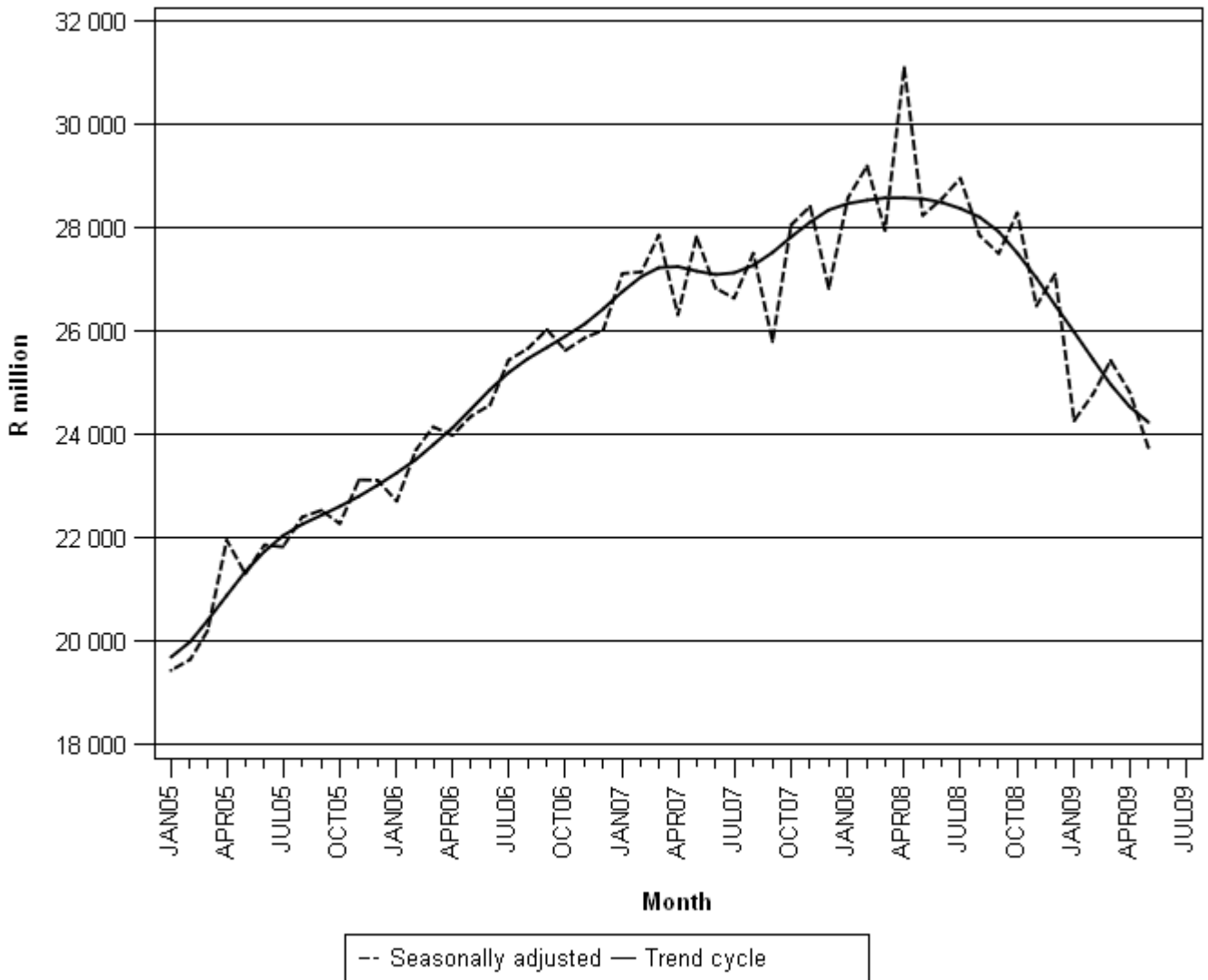
1/ Weight is the percentage contribution of each type of activity to the total motor trade sales for the three months up to the current month of the previous year.

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 2005 and May 2009.

**Figure 1 – Motor trade sales**



**P J Lehohla**  
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### Detailed results

Tables 1 and 2 show motor trade sales and percentage changes over the period January 2002 - May 2009. Table 3 shows seasonally adjusted motor trade sales over the same period.

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

Month	2002	2003	2004	2005	2006	2007	2008 <sup>1/</sup>	2009 <sup>1/</sup>
January	12 583	15 140	17 375	18 956	22 009	26 136	27 487	23 358
February	13 066	15 080	16 465	19 011	22 893	26 288	28 334	24 087
March	12 944	14 912	16 686	19 889	24 061	28 092	28 483	26 007
April	13 331	14 184	15 590	20 294	22 109	24 229	28 595	22 753
May	14 180	15 101	19 177	21 642	24 700	28 189	28 518	23 953
June	13 531	15 181	18 523	21 398	23 992	26 072	27 676	
July	14 452	16 899	19 666	22 806	26 680	27 991	30 464	
August	15 080	15 539	19 579	23 273	26 750	28 722	29 100	
September	14 804	16 030	20 040	23 080	26 618	26 308	27 980	
October	14 981	17 025	19 736	22 858	26 404	29 009	29 324	
November	15 529	17 484	20 479	24 148	26 924	29 430	27 365	
December	14 357	17 075	20 658	22 507	25 258	25 961	26 178	
<b>Total</b>	<b>168 838</b>	<b>189 650</b>	<b>223 974</b>	<b>259 862</b>	<b>298 398</b>	<b>326 427</b>	<b>339 504</b>	

<sup>1/</sup> Preliminary.

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

Month	2002	2003	2004	2005	2006	2007	2008	2009
January	-	20,3	14,8	9,1	16,1	18,8	5,2	-15,0
February	-	15,4	9,2	15,5	20,4	14,8	7,8	-15,0
March	-	15,2	11,9	19,2	21,0	16,8	1,4	-8,7
April	-	6,4	9,9	30,2	8,9	9,6	18,0	-20,4
May	-	6,5	27,0	12,9	14,1	14,1	1,2	-16,0
June	-	12,2	22,0	15,5	12,1	8,7	6,2	
July	-	16,9	16,4	16,0	17,0	4,9	8,8	
August	-	3,0	26,0	18,9	14,9	7,4	1,3	
September	-	8,3	25,0	15,2	15,3	-1,2	6,4	
October	-	13,6	15,9	15,8	15,5	9,9	1,1	
November	-	12,6	17,1	17,9	11,5	9,3	-7,0	
December	-	18,9	21,0	9,0	12,2	2,8	0,8	
<b>Total</b>	-	<b>12,3</b>	<b>18,1</b>	<b>16,0</b>	<b>14,8</b>	<b>9,4</b>	<b>4,0</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	2002	2003	2004	2005	2006	2007	2008	2009
January	12 912	15 458	17 731	19 432	22 709	27 121	28 586	24 269
February	13 080	15 308	16 918	19 643	23 700	27 151	29 206	24 792
March	13 092	15 212	17 016	20 199	24 150	27 866	27 956	25 434
April	14 360	15 284	16 811	21 955	23 987	26 319	31 109	24 821
May	14 044	14 905	18 909	21 302	24 355	27 833	28 244	23 750
June	13 608	15 353	18 837	21 862	24 575	26 835	28 568	
July	14 070	16 359	18 925	21 824	25 444	26 643	28 967	
August	14 682	15 082	18 933	22 401	25 666	27 514	27 858	
September	14 598	15 728	19 598	22 532	26 035	25 803	27 508	
October	14 625	16 634	19 262	22 274	25 631	28 061	28 297	
November	14 961	16 757	19 580	23 123	25 873	28 423	26 494	
December	14 581	17 373	21 090	23 117	26 023	26 830	27 107	

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 types of activities (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	Total 3/
<b>2007</b>	<b>January</b>	9 563	4 533	1 770	3 531	5 220	1 518	26 136
	<b>February</b>	9 205	4 920	1 960	3 654	4 985	1 564	26 288
	<b>March</b>	10 139	5 059	1 925	3 886	5 321	1 762	28 092
	<b>April</b>	7 990	4 035	1 709	3 327	5 458	1 710	24 229
	<b>May</b>	9 341	5 212	2 033	3 841	6 023	1 740	28 189
	<b>June</b>	8 192	4 715	1 910	3 590	5 953	1 712	26 072
	<b>July</b>	9 335	5 030	1 944	3 741	6 122	1 820	27 991
	<b>August</b>	9 722	5 376	1 953	3 794	6 024	1 854	28 722
	<b>September</b>	8 701	4 519	1 742	3 508	5 982	1 856	26 308
	<b>October</b>	9 339	5 197	2 034	4 115	6 257	2 067	29 009
	<b>November</b>	9 419	5 448	2 120	3 970	6 295	2 178	29 430
	<b>December</b>	7 594	4 124	1 811	3 135	7 027	2 269	25 961
	<b>Total</b>	<b>108 540</b>	<b>58 168</b>	<b>22 911</b>	<b>44 092</b>	<b>70 667</b>	<b>22 050</b>	<b>326 427</b>
<b>2008</b>	<b>January</b>	8 949	4 629	1 801	3 866	6 552	1 691	27 487
	<b>February</b>	9 249	4 827	2 062	4 031	6 302	1 863	28 334
	<b>March</b>	8 920	4 813	1 885	3 790	6 901	2 175	28 483
	<b>April</b>	8 757	4 574	2 100	4 607	6 961	1 596	28 595
	<b>May</b>	8 263	4 712	2 083	4 037	7 566	1 857	28 518
	<b>June</b>	7 690	4 219	2 055	4 097	7 922	1 694	27 676
	<b>July</b>	8 582	4 922	2 277	4 554	8 204	1 925	30 464
	<b>August</b>	7 716	4 939	1 960	4 205	8 398	1 881	29 100
	<b>September</b>	7 423	4 630	2 063	4 379	7 513	1 972	27 980
	<b>October</b>	7 536	5 226	2 080	5 053	7 493	1 935	29 324
	<b>November</b>	6 810	4 960	1 853	4 525	7 371	1 846	27 365
	<b>December</b>	6 145	4 713	1 836	3 978	7 351	2 155	26 178
	<b>Total</b>	<b>96 040</b>	<b>57 164</b>	<b>24 055</b>	<b>51 122</b>	<b>88 534</b>	<b>22 590</b>	<b>339 504</b>
<b>2009</b>	<b>January</b>	5 650	4 135	1 776	4 544	5 771	1 483	23 358
	<b>February</b>	5 988	4 584	2 046	4 542	5 636	1 291	24 087
	<b>March</b>	6 543	4 800	2 075	4 725	6 299	1 566	26 007
	<b>April</b>	4 747	3 912	1 957	4 341	6 290	1 506	22 753
	<b>May</b>	5 077	4 558	1 935	4 812	6 129	1 442	23 953

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/ 2008 and 2009 figures are 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 percentage change**

Estimates	March to May 2008 (R million)	March to May 2009 (R million)	% change between March to May 2008 and March to May 2009	January to May 2008 (R million)	January to May 2009 (R million)	% change between January to May 2008 and January to May 2009
<b>Motor trade sales</b>	85 596	72 713	-15,1	141 417	120 158	-15,0

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

Seasonally adjusted estimates	April 2009 (R million)	May 2009 (R million)	% change between April and May 2009	December 2008 to February 2009 (R million)	March to May 2009 (R million)	% change between December 2008 to February 2009 and March to May 2009
<b>Motor trade sales</b>	24 821	23 750	-4,3	76 168	74 005	-2,8



## Explanatory notes

<b>Introduction</b>	<b>1</b>	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 2008 Business Sampling Frame (BSF) that contains businesses registered for value-added tax (VAT).
	<b>2</b>	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).
<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>	<p>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"> <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 May 2009 was 90,6%. The improved response rate for the survey on motor trade sales for April 2009 was 95,5%.
<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 about 900 enterprises from a population of about 12 000 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.
	<b>9</b>	The value of sales is obtained monthly from the sample of 900 enterprises, which was drawn in April 2008 from a population then of about 12 000 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.

<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
GDP	Gross Domestic Product																	
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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 the 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.

$$n_h = \frac{N_h S_h}{\sum N_h S_h}$$

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 strata did not exceed 5,6%.

### 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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