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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 for November 2010**

Actual estimates	November 2010 (R million)	% change between November 2009 and November 2010	% change between September to November 2009 and September to November 2010	% change between January to November 2009 and January to November 2010
Motor trade sales	31 944	18,1	15,7	15,8

Seasonally adjusted estimates	November 2010 (R million)	% change between October and November 2010	% change between June to August 2010 and September to November 2010
Motor trade sales	30 595	6,1	2,7

### Key findings for November 2010

#### Actual motor trade sales estimates

**Table A indicates that the actual motor trade sales estimates for the three months ended November 2010 increased by 15,7% compared with the three months ended November 2009. Sales for the corresponding period in 2009 decreased by 6,4%.**

The major contributors to the increase of 15,7% were new vehicle sales (30,0% and contributing 7,1 percentage points), fuel sales (13,8% and contributing 3,4 percentage points) and used vehicle sales (15,9% and contributing 3,0 percentage points) – see Table B.

Motor trade sales rose by 18,1% year-on-year in November 2010, the twelfth consecutive positive growth rate recorded since December 2009 – see Table 2.

#### Seasonally adjusted motor trade sales

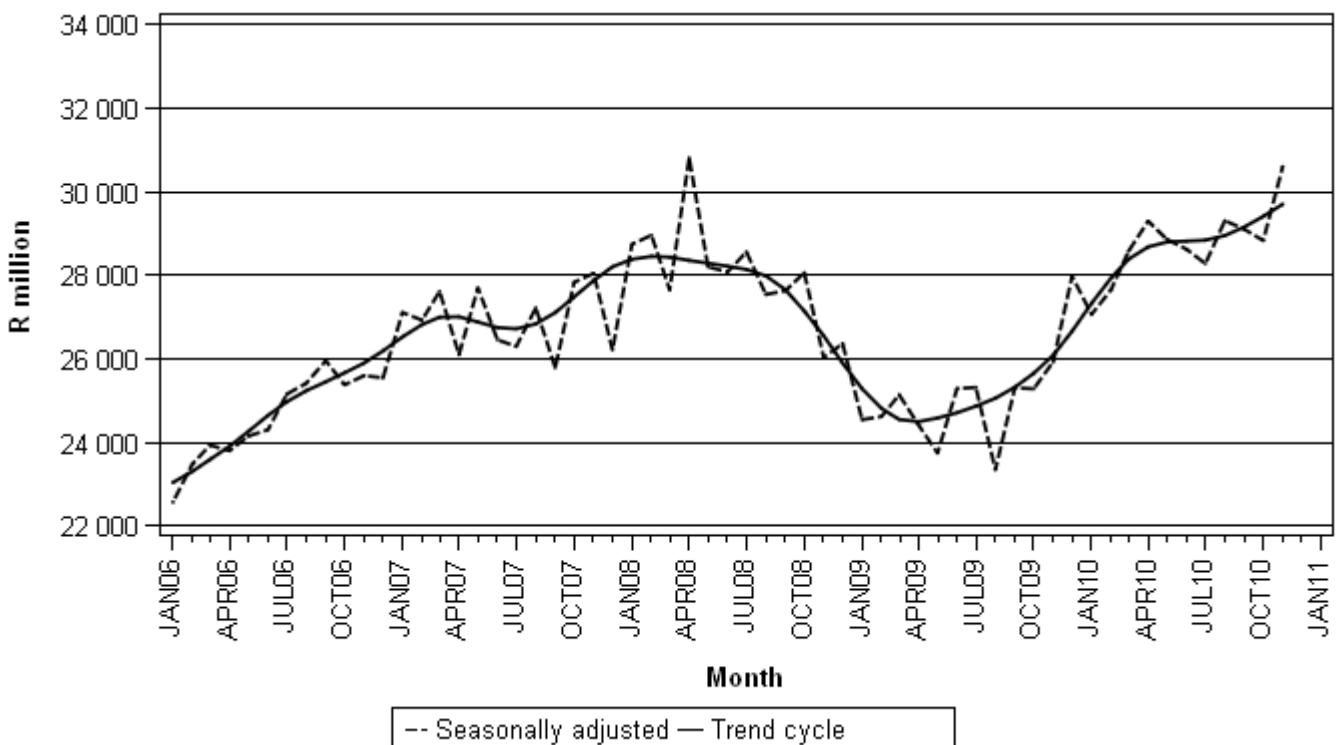
Seasonally adjusted motor trade sales for the three months ended November 2010 increased by 2,7% compared with the three months ended August 2010, while sales between October and November 2010 increased by 6,1% – see Table A.

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

Type of activity	September to November 2009 (R million)	Weight 1/	September to November 2010 (R million)	Difference in sales between September to November 2009 and September to November 2010 (R million)	% change between September to November 2009 and September to November 2010	Contribution (percentage points) to the % change in total sales 2/
New vehicle sales	18 555	23,6	24 121	5 566	30,0	7,1
Used vehicle sales	14 935	19,0	17 310	2 375	15,9	3,0
Workshop income	6 351	8,1	7 113	762	12,0	1,0
Income from the sales of accessories	14 867	18,9	15 851	984	6,6	1,2
Income from fuel sales	19 146	24,4	21 783	2 637	13,8	3,4
Income from convenience store sales	4 687	6,0	4 672	-15	-0,3	0,0
<b>Total 3/</b>	<b>78 543</b>	<b>100,0</b>	<b>90 852</b>	<b>12 309</b>	<b>15,7</b>	<b>15,7</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, 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**



**PJ Lehohla**  
**Statistician-General**

## Detailed results

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

Month	2003	2004	2005	2006	2007	2008	2009 <sup>1/</sup>	2010 <sup>1/</sup>
January	14 997	17 212	18 778	21 802	25 890	27 229	23 139	25 460
February	14 938	16 310	18 833	22 678	26 041	28 068	23 861	26 796
March	14 772	16 529	19 702	23 835	27 829	28 215	25 762	29 309
April	14 051	15 444	20 103	21 902	24 001	28 326	22 477	27 029
May	14 959	18 997	21 439	24 468	27 924	28 251	23 669	28 666
June	15 038	18 349	21 197	23 766	25 827	27 416	24 705	28 007
July	16 740	19 482	22 592	26 429	27 728	30 178	26 774	29 934
August	15 393	19 395	23 055	26 499	28 452	28 827	24 419	30 615
September	15 880	19 851	22 863	26 368	26 061	27 717	25 280	29 003
October	16 865	19 551	22 643	26 156	28 736	29 049	26 208	29 905
November	17 319	20 286	23 921	26 671	29 153	27 108	27 055	31 944
December	16 915	20 464	22 296	25 021	25 718	25 932	27 586	
<b>Total</b>	<b>187 867</b>	<b>221 870</b>	<b>257 422</b>	<b>295 595</b>	<b>323 360</b>	<b>336 316</b>	<b>300 935</b>	

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	20,3
May	6,5	27,0	12,9	14,1	14,1	1,2	-16,2	21,1
June	12,2	22,0	15,5	12,1	8,7	6,2	-9,9	13,4
July	16,9	16,4	16,0	17,0	4,9	8,8	-11,3	11,8
August	3,0	26,0	18,9	14,9	7,4	1,3	-15,3	25,4
September	8,3	25,0	15,2	15,3	-1,2	6,4	-8,8	14,7
October	13,6	15,9	15,8	15,5	9,9	1,1	-9,8	14,1
November	12,6	17,1	17,9	11,5	9,3	-7,0	-0,2	18,1
December	18,9	21,0	9,0	12,2	2,8	0,8	6,4	
<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>	<b>-10,5</b>	

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	15 306	17 558	19 248	22 567	27 104	28 736	24 539	27 058
February	15 165	16 761	19 470	23 479	26 921	28 955	24 614	27 650
March	15 071	16 857	20 019	23 929	27 607	27 645	25 134	28 577
April	15 136	16 653	21 759	23 795	26 098	30 805	24 409	29 292
May	14 760	18 723	21 093	24 147	27 695	28 197	23 739	28 852
June	15 210	18 660	21 654	24 296	26 451	28 072	25 284	28 619
July	16 206	18 745	21 610	25 150	26 292	28 554	25 311	28 273
August	14 952	18 762	22 183	25 412	27 212	27 536	23 341	29 302
September	15 583	19 448	22 394	25 950	25 786	27 624	25 303	29 097
October	16 479	19 076	22 043	25 373	27 825	28 055	25 277	28 826
November	16 599	19 393	22 885	25 594	28 042	26 027	25 925	30 595
December	17 202	20 849	22 794	25 540	26 209	26 359	27 973	

**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	8 719	4 784	1 858	3 960	6 205	1 702	27 229
	February	8 999	4 982	2 126	4 124	5 961	1 876	28 068
	March	8 688	4 972	1 945	3 882	6 534	2 195	28 215
	April	8 527	4 725	2 166	4 717	6 589	1 602	28 326
	May	8 053	4 871	2 150	4 137	7 167	1 872	28 251
	June	7 502	4 366	2 123	4 202	7 513	1 709	27 416
	July	8 362	5 087	2 350	4 666	7 771	1 942	30 178
	August	7 524	5 109	2 024	4 312	7 961	1 897	28 827
	September	7 227	4 782	2 127	4 483	7 111	1 988	27 717
	October	7 325	5 388	2 142	5 165	7 081	1 948	29 049
	November	6 624	5 118	1 910	4 628	6 970	1 859	27 108
	December	5 981	4 866	1 893	4 071	6 956	2 165	25 932
	<b>Total</b>	<b>93 531</b>	<b>59 050</b>	<b>24 814</b>	<b>52 347</b>	<b>83 819</b>	<b>22 755</b>	<b>336 316</b>
2009	January	5 486	4 258	1 826	4 639	5 446	1 484	23 139
	February	5 807	4 716	2 102	4 632	5 313	1 291	23 861
	March	6 351	4 943	2 133	4 823	5 944	1 568	25 762
	April	4 405	4 182	2 077	4 408	5 872	1 532	22 477
	May	4 755	4 803	2 005	4 723	5 963	1 421	23 669
	June	5 640	4 730	2 059	4 856	6 015	1 405	24 705
	July	6 218	5 083	2 258	5 088	6 603	1 525	26 774
	August	5 554	4 343	2 082	4 664	6 318	1 459	24 419
	September	5 713	4 818	2 103	4 730	6 457	1 457	25 280
	October	6 218	5 073	2 083	5 045	6 209	1 580	26 208
	November	6 624	5 044	2 165	5 092	6 480	1 650	27 055
	December	7 101	4 886	1 881	4 604	7 376	1 738	27 586
	<b>Total</b>	<b>69 872</b>	<b>56 879</b>	<b>24 774</b>	<b>57 304</b>	<b>73 996</b>	<b>18 110</b>	<b>300 935</b>
2010	January	6 388	4 625	1 995	4 560	6 420	1 473	25 460
	February	7 258	4 978	2 127	4 743	6 183	1 507	26 796
	March	8 343	5 152	2 299	5 322	6 572	1 622	29 309
	April	7 093	4 538	2 046	4 752	7 061	1 538	27 029
	May	7 509	5 011	2 361	5 086	7 163	1 537	28 666
	June	7 253	4 712	2 171	5 127	7 130	1 616	28 007
	July	8 068	5 450	2 381	5 379	7 130	1 526	29 934
	August	8 904	5 742	2 250	5 116	7 146	1 458	30 615
	September	7 618	5 654	2 261	5 146	6 900	1 423	29 003
	October	7 749	5 674	2 396	5 169	7 299	1 617	29 905
	November	8 754	5 982	2 456	5 536	7 584	1 632	31 944

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.

**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
2008	January	-6,3	2,2	1,8	9,6	25,6	11,6	5,2
	February	0,6	-1,7	5,4	10,5	26,6	19,5	7,8
	March	-11,9	-4,7	-1,9	-2,3	29,9	24,1	1,4
	April	9,6	13,4	22,9	38,5	27,5	-6,9	18,0
	May	-11,3	-9,4	2,7	5,3	25,9	7,0	1,2
	June	-5,9	-10,3	7,9	14,4	33,4	-0,8	6,2
	July	-7,9	-2,0	17,3	21,9	34,2	6,0	8,8
	August	-20,4	-7,9	0,6	11,1	39,8	1,7	1,3
	September	-14,7	2,4	18,4	24,8	25,6	6,3	6,4
	October	-19,3	0,5	2,3	22,8	19,7	-6,4	1,1
	November	-27,7	-8,9	-12,5	14,0	17,2	-15,2	-7,0
	December	-19,3	14,0	1,1	26,6	4,4	-5,4	0,8
	<b>Total</b>	<b>-11,4</b>	<b>-1,6</b>	<b>5,1</b>	<b>16,1</b>	<b>25,4</b>	<b>2,6</b>	<b>4,0</b>
2009	January	-37,1	-11,0	-1,7	17,1	-12,2	-12,8	-15,0
	February	-35,5	-5,3	-1,1	12,3	-10,9	-31,2	-15,0
	March	-26,9	-0,6	9,7	24,2	-9,0	-28,6	-8,7
	April	-48,3	-11,5	-4,1	-6,6	-10,9	-4,4	-20,6
	May	-41,0	-1,4	-6,7	14,2	-16,8	-24,1	-16,2
	June	-24,8	8,3	-3,0	15,6	-19,9	-17,8	-9,9
	July	-25,6	-0,1	-3,9	9,0	-15,0	-21,5	-11,3
	August	-26,2	-15,0	2,9	8,2	-20,6	-23,1	-15,3
	September	-20,9	0,8	-1,1	5,5	-9,2	-26,7	-8,8
	October	-15,1	-5,8	-2,8	-2,3	-12,3	-18,9	-9,8
	November	0,0	-1,4	13,4	10,0	-7,0	-11,2	-0,2
	December	18,7	0,4	-0,6	13,1	6,0	-19,7	6,4
	<b>Total</b>	<b>-25,3</b>	<b>-3,7</b>	<b>-0,2</b>	<b>9,5</b>	<b>-11,7</b>	<b>-20,4</b>	<b>-10,5</b>
2010	January	16,4	8,6	9,3	-1,7	17,9	-0,7	10,0
	February	25,0	5,6	1,2	2,4	16,4	16,7	12,3
	March	31,4	4,2	7,8	10,3	10,6	3,4	13,8
	April	61,0	8,5	-1,5	7,8	20,2	0,4	20,3
	May	57,9	4,3	17,8	7,7	20,1	8,2	21,1
	June	28,6	-0,4	5,4	5,6	18,5	15,0	13,4
	July	29,8	7,2	5,4	5,7	8,0	0,1	11,8
	August	60,3	32,2	8,1	9,7	13,1	-0,1	25,4
	September	33,3	17,4	7,5	8,8	6,9	-2,3	14,7
	October	24,6	11,8	15,0	2,5	17,6	2,3	14,1
	November	32,2	18,6	13,4	8,7	17,0	-1,1	18,1

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 – Three-monthly and annual cumulative estimates and percentage changes**

Actual estimates	September to November 2009 (R million)	September to November 2010 (R million)	% change between September to November 2009 and September to November 2010	January to November 2009 (R million)	January to November 2010 (R million)	% change between January to November 2009 and January to November 2010
Motor trade sales	78 543	90 852	15,7	273 349	316 668	15,8

**Table 7 – Seasonally adjusted estimates with monthly and three-monthly percentage changes**

Seasonally adjusted estimates	October 2010 (R million)	November 2010 (R million)	% change between October and November 2010	June to August 2010 (R million)	September to November 2010 (R million)	% change between June to August 2010 and September to November 2010
Motor trade sales	28 826	30 595	6,1	86 194	88 518	2,7



## Explanatory notes

<b>Introduction</b>	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 2010 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).
<b>Purpose of the survey</b>	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.
<b>Scope of the survey</b>	4	<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>	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.
<b>Response rate</b>	6	The preliminary response rate for the survey on motor trade sales for November 2010 was 77,6%. The improved response rate for the survey on motor trade sales for October 2010 was 89,6%.
<b>Statistical unit</b>	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.
<b>Survey methodology and design</b>	8	The survey is conducted monthly. Questionnaires are sent to a sample of about 850 enterprises from a population of about 18 000 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 850 enterprises, which was drawn in April 2010 from a population then of about 18 000 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 group 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>	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.																				
<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-off of figures</b>	<b>17</b>	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.																				
<b>Symbols and abbreviations</b>	<b>18</b>	<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
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 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.

## General information

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