

# Statistical release

## P6343.2

# Motor trade sales (Preliminary)

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**Contents**

**Summary of findings: Motor trade sales** ..... **2**

Table A – Key figures for September 2011 ..... 2

Table B – Contribution of each type of activity to the percentage change in motor trade sales ..... 3

**Detailed results** ..... **4**

Table 1 – Total motor trade sales (R million)..... 4

Table 2 – Percentage change in total motor trade sales ..... 4

Table 3 – Seasonally adjusted total motor trade sales (R million) ..... 4

Table 4 – Motor trade sales by type of activity (R million) ..... 5

Table 5 – Year-on-year percentage change in motor trade sales by type of activity ..... 6

Table 6 – Quarterly and annual cumulative estimates and percentage changes ..... 7

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

**Explanatory notes**..... **8**

**Technical note**..... **10**

**Glossary**..... **10**

**General information**..... **11**

**Summary of findings: Motor trade sales**

**Table A – Key figures for September 2011**

Actual estimates	September 2011 (R million)	% change between September 2010 and September 2011	% change between July to September 2010 and July to September 2011	% change between January to September 2010 and January to September 2011
Motor trade sales	37 059	20,4	14,2	14,3

Seasonally adjusted estimates	September 2011 (R million)	% change between August and September 2011	% change between April to June 2011 and July to September 2011
Motor trade sales	37 178	4,6	1,9

**Motor trade sales for the third quarter of 2011 increased by 14,2% compared with the third quarter of 2010. Sales for the corresponding period in 2010 increased by 16,7%.**

The major contributors to the increase of 14,2% were fuel sales (26,1% and contributing 6,4 percentage points) and new vehicle sales (17,7% and contributing 4,8 percentage points) – see Table B.

Motor trade sales rose by 20,4% year-on-year in September 2011. The highest annual growth rate was recorded for new vehicle sales (32,7%), followed by fuel sales (30,2%) and income from the sales of accessories (11,7%) – see Table 5.

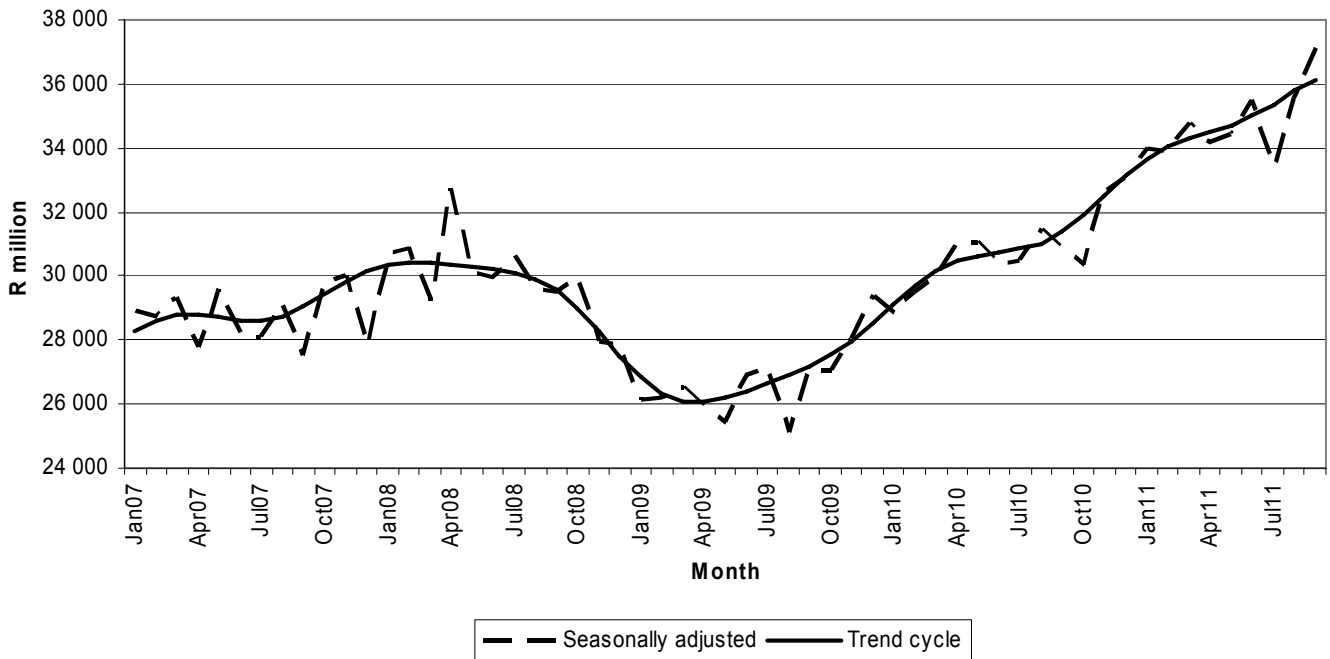
In September 2011 seasonally adjusted motor trade sales increased by 4,6% month-on-month, following month-on-month changes of 6,3% in August 2011 and -5,8% in July 2011. Seasonally adjusted motor trade sales for the third quarter of 2011 increased by 1,9% compared with the second quarter of 2011.

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

Type of activity	July to September 2010 (R million)	Weight 1/	July to September 2011 (R million)	Difference in sales between July to September 2010 and July to September 2011 (R million)	% change between July to September 2010 and July to September 2011	Contribution (% points) to the % change in total sales 2/
New vehicle sales	25 589	26,9	30 121	4 532	17,7	4,8
Used vehicle sales	17 708	18,6	18 733	1 025	5,8	1,1
Workshop income	7 045	7,4	7 413	368	5,2	0,4
Income from the sales of accessories	17 531	18,4	18 932	1 401	8,0	1,5
Income from fuel sales	23 431	24,6	29 543	6 112	26,1	6,4
Income from convenience store sales 3/	3 880	4,1	3 988	108	2,8	0,1
<b>Total 4/</b>	<b>95 184</b>	<b>100,0</b>	<b>108 730</b>	<b>13 546</b>	<b>14,2</b>	<b>14,2</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	2004	2005	2006	2007	2008	2009	2010	2011 <sup>1/</sup>
January	18 362	20 031	23 258	27 620	29 048	24 684	27 160	31 880
February	17 399	20 091	24 192	27 780	29 942	25 454	28 586	32 844
March	17 633	21 017	25 427	29 687	30 099	27 483	31 267	36 334
April	16 475	21 446	23 364	25 604	30 218	23 978	28 757	31 776
May	20 266	22 871	26 102	29 788	30 138	25 250	30 655	33 791
June	19 575	22 613	25 354	27 552	29 247	26 356	29 881	35 025
July	20 783	24 100	28 194	29 579	32 193	28 562	31 883	34 984
August	20 690	24 595	28 268	30 352	30 752	26 050	32 511	36 687
September	21 177	24 391	28 129	27 801	29 569	26 968	30 790	37 059
October	20 856	24 155	27 903	30 656	30 989	27 958	31 417	
November	21 642	25 519	28 452	31 100	28 918	28 862	33 638	
December	21 830	23 785	26 692	27 435	27 664	29 429	33 270	
<b>Total</b>	<b>236 688</b>	<b>274 614</b>	<b>315 335</b>	<b>344 954</b>	<b>358 777</b>	<b>321 034</b>	<b>369 815</b>	

1/ Preliminary.

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

Month	2004	2005	2006	2007	2008	2009	2010	2011
January	14,8	9,1	16,1	18,8	5,2	-15,0	10,0	17,4
February	9,2	15,5	20,4	14,8	7,8	-15,0	12,3	14,9
March	11,9	19,2	21,0	16,8	1,4	-8,7	13,8	16,2
April	9,9	30,2	8,9	9,6	18,0	-20,6	19,9	10,5
May	27,0	12,9	14,1	14,1	1,2	-16,2	21,4	10,2
June	22,0	15,5	12,1	8,7	6,2	-9,9	13,4	17,2
July	16,4	16,0	17,0	4,9	8,8	-11,3	11,6	9,7
August	26,0	18,9	14,9	7,4	1,3	-15,3	24,8	12,8
September	25,0	15,2	15,3	-1,2	6,4	-8,8	14,2	20,4
October	15,9	15,8	15,5	9,9	1,1	-9,8	12,4	
November	17,1	17,9	11,5	9,3	-7,0	-0,2	16,5	
December	21,0	9,0	12,2	2,8	0,8	6,4	13,1	
<b>Total</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>	<b>15,2</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	2004	2005	2006	2007	2008	2009	2010	2011
January	18 760	20 571	24 109	28 938	30 649	26 140	28 868	34 009
February	17 871	20 768	25 048	28 714	30 873	26 216	29 484	33 912
March	17 956	21 301	25 440	29 310	29 279	26 510	29 985	34 761
April	17 762	23 189	25 332	27 769	32 754	25 923	31 012	34 201
May	20 019	22 566	25 826	29 594	30 152	25 428	31 076	34 408
June	19 898	23 099	25 932	28 244	29 947	26 907	30 362	35 504
July	20 041	23 092	26 878	28 101	30 627	27 206	30 450	33 428
August	19 977	23 643	27 120	29 092	29 544	25 101	31 428	35 527
September	20 730	23 860	27 655	27 524	29 523	27 014	30 874	37 178
October	20 350	23 536	27 130	29 748	29 991	27 018	30 326	
November	20 689	24 421	27 328	30 017	27 978	27 997	32 639	
December	22 223	24 288	27 163	27 801	27 803	29 388	33 056	

**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 accessories	Income from fuel sales	Income from convenience store sales 3/	Total 4/
2009	January	5 925	4 545	1 916	5 159	5 936	1 202	24 684
	February	6 262	5 023	2 202	5 142	5 780	1 046	25 454
	March	6 860	5 275	2 239	5 365	6 478	1 267	27 483
	April	4 764	4 469	2 183	4 909	6 407	1 247	23 978
	May	5 131	5 121	2 103	5 249	6 493	1 152	25 250
	June	6 084	5 041	2 158	5 393	6 546	1 134	26 356
	July	6 709	5 418	2 366	5 653	7 187	1 229	28 562
	August	5 994	4 631	2 183	5 182	6 879	1 181	26 050
	September	6 162	5 135	2 204	5 254	7 027	1 186	26 968
	October	6 713	5 412	2 184	5 608	6 763	1 278	27 958
	November	7 153	5 381	2 271	5 662	7 059	1 336	28 862
	December	7 668	5 213	1 974	5 119	8 036	1 418	29 429
	<b>Total</b>	<b>75 425</b>	<b>60 664</b>	<b>25 983</b>	<b>63 695</b>	<b>80 591</b>	<b>14 676</b>	<b>321 034</b>
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
	<b>Total</b>	<b>99 147</b>	<b>66 380</b>	<b>27 815</b>	<b>68 312</b>	<b>92 571</b>	<b>15 589</b>	<b>369 815</b>
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	10 442	6 403	2 507	6 479	9 885	1 342	37 059

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 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 vehicles sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenience store sales	Total
<b>2009</b>	<b>January</b>	-37,2	-11,1	-1,9	17,0	-12,3	-12,1	-15,0
	<b>February</b>	-35,8	-5,8	-1,6	11,7	-11,3	-30,1	-15,0
	<b>March</b>	-27,4	-1,2	9,0	23,5	-9,6	-27,6	-8,7
	<b>April</b>	-48,2	-11,3	-3,8	-6,3	-10,7	-4,2	-20,6
	<b>May</b>	-41,2	-1,7	-7,1	13,8	-17,1	-23,0	-16,2
	<b>June</b>	-25,0	8,1	-3,3	15,2	-20,1	-16,9	-9,9
	<b>July</b>	-25,9	-0,4	-4,3	8,7	-15,3	-20,3	-11,3
	<b>August</b>	-26,4	-15,2	2,5	7,8	-20,9	-22,1	-15,3
	<b>September</b>	-21,4	0,2	-1,7	5,0	-9,7	-25,2	-8,8
	<b>October</b>	-15,4	-6,1	-3,1	-2,6	-12,6	-17,6	-9,8
	<b>November</b>	-0,3	-1,7	13,0	9,7	-7,3	-9,9	-0,2
	<b>December</b>	18,0	-0,2	-1,2	12,4	5,4	-19,5	6,4
	<b>Total</b>	<b>-25,5</b>	<b>-4,0</b>	<b>-0,5</b>	<b>9,1</b>	<b>-12,0</b>	<b>-19,4</b>	<b>-10,5</b>
<b>2010</b>	<b>January</b>	16,3	8,4	9,1	-1,8	17,7	-0,1	10,0
	<b>February</b>	25,0	5,6	1,2	2,5	16,4	16,9	12,3
	<b>March</b>	31,2	4,1	7,6	10,1	10,4	3,6	13,8
	<b>April</b>	58,4	7,3	0,2	7,4	20,9	-2,6	19,9
	<b>May</b>	59,0	3,9	16,9	7,7	20,1	9,5	21,4
	<b>June</b>	29,2	0,7	4,1	5,5	17,4	16,9	13,4
	<b>July</b>	26,2	6,4	1,1	6,0	10,5	8,1	11,6
	<b>August</b>	54,4	29,5	7,2	10,7	14,8	8,8	24,8
	<b>September</b>	27,7	15,9	4,9	10,4	8,1	6,7	14,2
	<b>October</b>	19,2	9,0	11,7	5,7	15,8	3,1	12,4
	<b>November</b>	27,1	15,4	10,3	13,8	14,3	-1,3	16,5
	<b>December</b>	19,7	8,4	11,8	8,5	13,8	8,3	13,1
	<b>Total</b>	<b>31,5</b>	<b>9,4</b>	<b>7,1</b>	<b>7,2</b>	<b>14,9</b>	<b>6,2</b>	<b>15,2</b>
<b>2011</b>	<b>January</b>	24,2	21,1	1,2	9,9	19,3	10,9	17,4
	<b>February</b>	20,9	13,6	-0,8	11,5	19,4	0,8	14,9
	<b>March</b>	18,1	12,9	4,9	9,9	27,1	6,6	16,2
	<b>April</b>	11,9	4,9	-6,2	2,7	22,7	9,6	10,5
	<b>May</b>	10,4	5,4	-6,4	5,4	23,0	4,5	10,2
	<b>June</b>	18,0	19,5	11,0	10,3	24,2	3,5	17,2
	<b>July</b>	11,3	4,2	-0,5	1,9	23,0	-1,7	9,7
	<b>August</b>	10,8	5,5	7,9	10,7	25,2	4,3	12,8
	<b>September</b>	32,7	7,6	8,4	11,7	30,2	6,0	20,4

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 and annual cumulative estimates and percentage changes**

Actual estimates	July to September 2010 (R million)	July to September 2011 (R million)	% change between July to September 2010 and July to September 2011	January to September 2010 (R million)	January to September 2011 (R million)	% change between January to September 2010 and January to September 2011
<b>Motor trade sales</b>	95 184	108 730	14,2	271 490	310 380	14,3

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

Seasonally adjusted estimates	August 2011 (R million)	September 2011 (R million)	% change between August and September 2011	April to June 2011 (R million)	July to September 2011 R million	% change between April to June 2011 and July to September 2011
<b>Motor trade sales</b>	35 527	37 178	4,6	104 113	106 133	1,9



## 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 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).
<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 September 2011 was 80,1%. The improved response rate for the survey on motor trade sales for August 2011 was 83,7%.
<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 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.
	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 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.

<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 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.

## General information

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