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Motor trade sales (Preliminary)

September 2012

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Results for September 2012

Table A – Key figures for motor trade sales

Actual estimates	September 2012 (R million)	% change between September 2011 and September 2012	% change between July to September 2011 and July to September 2012	% change between January to September 2011 and January to September 2012
Motor trade sales	38 801	1,9	7,7	10,7

Seasonally adjusted estimates	September 2012 (R million)	% change between August and September 2012	% change between April to June 2012 and July to September 2012
Motor trade sales	38 902	-1,5	-1,8

Motor trade sales increased by 7,7% in the third quarter of 2012 compared with the third quarter of 2011. Sales for the corresponding period in 2011 increased by 14,8%.

The major contributors to the increase of 7,7% were:

- new vehicle sales (10,3% and contributing 2,8 percentage points); and
- fuel sales (9,1% and contributing 2,6 percentage points) – see Table B.

Motor trade sales rose by 1,9% year-on-year in September 2012. The highest annual growth rates were recorded for convenience store sales (10,9%) and fuel sales (10,5%) – see Table 5.

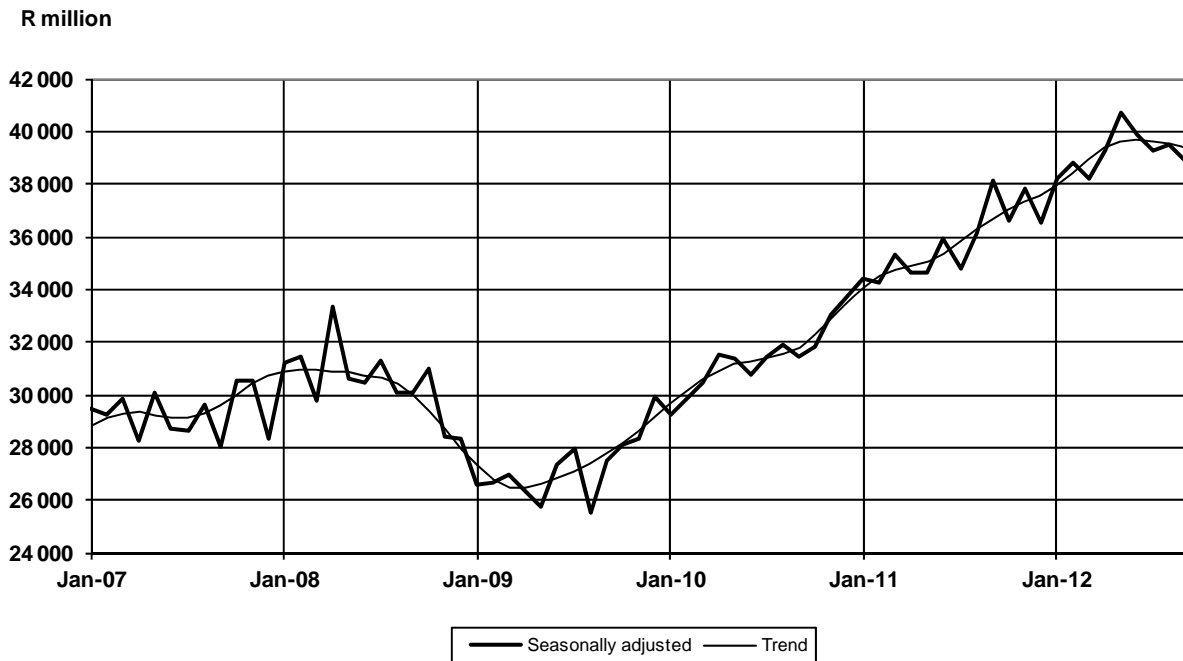
Seasonally adjusted motor trade sales decreased by 1,5% month-on-month in September 2012, following month-on-month changes of 0,6% in August 2012 and -1,6% in July 2012. Seasonally adjusted motor trade sales decreased by 1,8% in the third quarter of 2012 compared with the previous quarter.

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

Type of activity	July to September 2011 (R million)	Weight 1/	July to September 2012 (R million)	Difference in sales between July to September 2011 and July to September 2012 (R million)	% change between July to September 2011 and July to September 2012	Contribution (% points) to the % change in total sales 2/
New vehicle sales	30 528	27,4	33 681	3 153	10,3	2,8
Used vehicle sales	18 766	16,9	19 692	926	4,9	0,8
Workshop income	6 883	6,2	7 338	455	6,6	0,4
Income from the sales of accessories	18 568	16,7	19 191	623	3,4	0,6
Income from fuel sales	31 873	28,6	34 784	2 911	9,1	2,6
Income from convenience store sales 3/	4 683	4,2	5 149	466	10,0	0,4
Total 4/	111 300	100,0	119 834	8 534	7,7	7,7

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

Tables

Table 1 – Total motor trade sales (R million)

Month	2005	2006	2007	2008	2009	2010	2011 ^{1/}	2012 ^{1/}
January	20 409	23 698	28 142	29 596	25 150	27 674	32 482	36 046
February	20 470	24 649	28 305	30 508	25 936	29 126	33 465	37 869
March	21 415	25 907	30 247	30 667	28 002	31 857	37 020	40 141
April	21 851	23 805	26 088	30 789	24 431	29 300	32 309	36 662
May	23 303	26 595	30 351	30 707	25 727	31 234	34 543	40 596
June	23 040	25 832	28 072	29 800	26 854	30 446	35 641	39 607
July	24 555	28 727	30 138	32 801	29 102	32 485	35 708	40 042
August	25 059	28 803	30 925	31 333	26 542	33 125	37 510	40 991
September	24 851	28 661	28 326	30 127	27 477	31 372	38 082	38 801
October	24 611	28 431	31 235	31 575	28 486	32 010	36 682	
November	26 001	28 989	31 688	29 464	29 407	34 273	39 254	
December	24 234	27 196	27 953	28 186	29 984	33 898	36 769	
Total	279 799	321 293	351 470	365 553	327 098	376 800	429 465	

1/ 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	11,0
February	15,5	20,4	14,8	7,8	-15,0	12,3	14,9	13,2
March	19,2	21,0	16,8	1,4	-8,7	13,8	16,2	8,4
April	30,2	8,9	9,6	18,0	-20,7	19,9	10,3	13,5
May	12,9	14,1	14,1	1,2	-16,2	21,4	10,6	17,5
June	15,5	12,1	8,7	6,2	-9,9	13,4	17,1	11,1
July	16,0	17,0	4,9	8,8	-11,3	11,6	9,9	12,1
August	18,9	14,9	7,4	1,3	-15,3	24,8	13,2	9,3
September	15,2	15,3	-1,2	6,4	-8,8	14,2	21,4	1,9
October	15,8	15,5	9,9	1,1	-9,8	12,4	14,6	
November	17,9	11,5	9,3	-7,0	-0,2	16,5	14,5	
December	9,0	12,2	2,8	0,8	6,4	13,1	8,5	
Total	16,0	14,8	9,4	4,0	-10,5	15,2	14,0	

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	2005	2006	2007	2008	2009	2010	2011	2012
January	20 959	24 558	29 468	31 189	26 569	29 278	34 412	38 166
February	21 157	25 510	29 232	31 409	26 623	29 865	34 280	38 792
March	21 699	25 907	29 836	29 783	26 964	30 476	35 336	38 226
April	23 631	25 812	28 284	33 339	26 365	31 506	34 624	39 254
May	22 976	26 283	30 106	30 642	25 767	31 361	34 658	40 677
June	23 526	26 400	28 742	30 451	27 348	30 797	35 935	39 905
July	23 521	27 389	28 647	31 285	27 940	31 450	34 818	39 274
August	24 083	27 622	29 619	30 044	25 526	31 907	36 158	39 511
September	24 327	28 204	28 053	30 046	27 514	31 422	38 154	38 902
October	24 026	27 749	30 568	31 016	28 121	31 815	36 612	
November	24 878	27 835	30 555	28 442	28 365	33 016	37 798	
December	24 751	27 673	28 300	28 338	29 942	33 737	36 511	

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/
2010	January	7 052	4 930	1 921	4 839	7 535	1 396	27 674
	February	8 028	5 314	2 052	5 043	7 270	1 419	29 126
	March	9 229	5 500	2 219	5 658	7 728	1 523	31 857
	April	7 715	4 790	2 008	5 034	8 344	1 410	29 300
	May	8 359	5 327	2 261	5 407	8 420	1 461	31 234
	June	8 049	5 076	2 065	5 436	8 293	1 526	30 446
	July	8 673	5 768	2 201	5 731	8 574	1 537	32 485
	August	9 479	5 998	2 153	5 486	8 523	1 486	33 125
	September	8 066	5 959	2 128	5 553	8 203	1 463	31 372
	October	8 203	5 905	2 245	5 672	8 459	1 526	32 010
	November	9 328	6 222	2 307	6 169	8 723	1 525	34 273
	December	9 363	5 628	2 020	5 287	9 826	1 773	33 898
	Total		101 544	66 417	25 580	65 315	99 898	18 045
2011	January	8 749	5 961	1 942	5 312	8 978	1 539	32 482
	February	9 696	6 026	2 034	5 614	8 667	1 428	33 465
	March	10 873	6 198	2 323	6 206	9 800	1 620	37 020
	April	8 487	5 009	1 884	5 180	10 215	1 534	32 309
	May	9 319	5 583	2 116	5 659	10 344	1 522	34 543
	June	9 475	6 069	2 275	5 982	10 255	1 584	35 641
	July	9 552	5 983	2 192	5 857	10 606	1 519	35 708
	August	10 419	6 341	2 363	6 184	10 624	1 579	37 510
	September	10 557	6 442	2 328	6 527	10 643	1 585	38 082
	October	9 958	5 915	2 302	6 252	10 573	1 682	36 682
	November	10 801	6 604	2 463	6 768	10 962	1 656	39 254
	December	9 771	5 597	2 164	5 852	11 516	1 868	36 769
	Total		117 657	71 728	26 386	71 393	123 183	19 116
2012	January	9 920	5 813	2 172	5 837	10 598	1 705	36 046
	February	10 925	6 185	2 343	6 401	10 374	1 642	37 869
	March	11 872	6 103	2 365	6 726	11 338	1 738	40 141
	April	10 122	5 521	2 149	5 803	11 392	1 676	36 662
	May	11 439	6 366	2 586	6 891	11 661	1 653	40 596
	June	11 837	6 153	2 353	6 314	11 271	1 679	39 607
	July	11 253	6 606	2 533	6 472	11 472	1 706	40 042
	August	11 761	6 865	2 511	6 615	11 553	1 686	40 991
	September	10 667	6 221	2 294	6 104	11 759	1 757	38 801

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 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 2/	Total
2010	January	16,0	8,2	8,8	-2,0	17,4	0,1	10,0
	February	24,7	5,3	0,9	2,1	16,1	16,6	12,3
	March	31,1	4,0	7,5	10,1	10,3	4,0	13,8
	April	58,0	7,0	0,0	7,2	20,6	-2,4	19,9
	May	58,7	3,7	16,7	7,5	19,9	9,4	21,4
	June	28,9	0,4	3,8	5,2	17,1	16,3	13,4
	July	26,0	6,2	1,0	5,8	10,3	8,5	11,6
	August	54,3	29,4	7,2	10,6	14,7	8,8	24,8
	September	27,7	15,9	4,9	10,5	8,1	6,2	14,2
	October	19,1	8,9	11,6	5,6	15,7	3,1	12,4
	November	27,2	15,4	10,4	13,8	14,4	-1,3	16,5
	December	19,7	8,3	11,7	8,4	13,7	7,9	13,1
	Total	31,3	9,3	6,9	7,1	14,7	6,2	15,2
2011	January	24,1	20,9	1,1	9,8	19,2	10,2	17,4
	February	20,8	13,4	-0,9	11,3	19,2	0,6	14,9
	March	17,8	12,7	4,7	9,7	26,8	6,4	16,2
	April	10,0	4,6	-6,2	2,9	22,4	8,8	10,3
	May	11,5	4,8	-6,4	4,7	22,9	4,2	10,6
	June	17,7	19,6	10,2	10,0	23,7	3,8	17,1
	July	10,1	3,7	-0,4	2,2	23,7	-1,2	9,9
	August	9,9	5,7	9,8	12,7	24,7	6,3	13,2
	September	30,9	8,1	9,4	17,5	29,7	8,3	21,4
	October	21,4	0,2	2,5	10,2	25,0	10,2	14,6
	November	15,8	6,1	6,8	9,7	25,7	8,6	14,5
	December	4,4	-0,6	7,1	10,7	17,2	5,4	8,5
	Total	15,9	8,0	3,2	9,3	23,3	5,9	14,0
2012	January	13,4	-2,5	11,8	9,9	18,0	10,8	11,0
	February	12,7	2,6	15,2	14,0	19,7	15,0	13,2
	March	9,2	-1,5	1,8	8,4	15,7	7,3	8,4
	April	19,3	10,2	14,1	12,0	11,5	9,3	13,5
	May	22,7	14,0	22,2	21,8	12,7	8,6	17,5
	June	24,9	1,4	3,4	5,5	9,9	6,0	11,1
	July	17,8	10,4	15,6	10,5	8,2	12,3	12,1
	August	12,9	8,3	6,3	7,0	8,7	6,8	9,3
	September	1,0	-3,4	-1,5	-6,5	10,5	10,9	1,9

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.

2/ Includes other sales and trading income.

Table 6 – Quarterly and annual cumulative estimates and percentage changes

Actual estimates	July to September 2011 (R million)	July to September 2012 (R million)	% change between July to September 2011 and July to September 2012	January to September 2011 (R million)	January to September 2012 (R million)	% change between January to September 2011 and January to September 2012
Motor trade sales	111 300	119 834	7,7	316 760	350 755	10,7

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

Seasonally adjusted estimates	August 2012 (R million)	September 2012 (R million)	% change between August and September 2012	April to June 2012 (R million)	July to September 2012 (R million)	% change between April to June 2012 and July to September 2012
Motor trade sales	39 511	38 902	-1,5	119 836	117 687	-1,8

Explanatory notes

Introduction	1	<p>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 2012 business sampling frame (BSF), which contains businesses registered for value added tax (VAT).</p> <p>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).</p>
Purpose of the survey	3	<p>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	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"> • 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	5	<p>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	6	<p>The preliminary collection rate for the survey on motor trade sales for September 2012 was 80,0%. The improved collection rate for August 2012 was 81,7%.</p>
Statistical unit	7	<p>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>
Survey methodology and design	8	<p>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. Fax and telephone reminders are used to follow up non-responses.</p>
	9	<p>The value of sales is obtained monthly from the sample of about 870 enterprises, which was drawn in April 2012 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 four-digit SIC level. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to medium and small enterprises (size groups 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 groups two, three and four to reflect the total value of sales.</p>

Weighting methodology	10	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	11	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.																				
Trend cycle	12	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	13	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	15	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 <ul style="list-style-type: none"> • <i>Bulletin of Statistics</i> issued quarterly; and • <i>SA Statistics</i> issued annually. 																				
Rounding-off of figures	17	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.																				
Symbols and abbreviations	18	<table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">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																					
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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 3,5%.

Class limits (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	

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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