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# Statistical release

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# Motor trade sales (Preliminary)

## March 2015

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**Sales at current prices: results for March 2015**

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

	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
Year-on-year % change, unadjusted	4,9	0,9	5,9	-1,8	0,2	5,9
Month-on-month % change, seasonally adjusted	0,6	-2,7	0,5	-2,2	0,6	3,9
3-month % change, seasonally adjusted 1/	2,1	0,6	-0,5	-2,4	-2,4	-1,1

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 5,9% year-on-year in March 2015. The highest annual growth rates were recorded for sales of accessories (20,8%) and used vehicle sales (18,6%) – see Table 5.

Seasonally adjusted motor trade sales increased by 3,9% in March 2015 compared with February 2015. This followed month-on-month changes of 0,6% in February 2015 and -2,2% in January 2015.

Seasonally adjusted motor trade sales decreased by 1,1% in the first quarter of 2015 compared with the previous quarter.

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

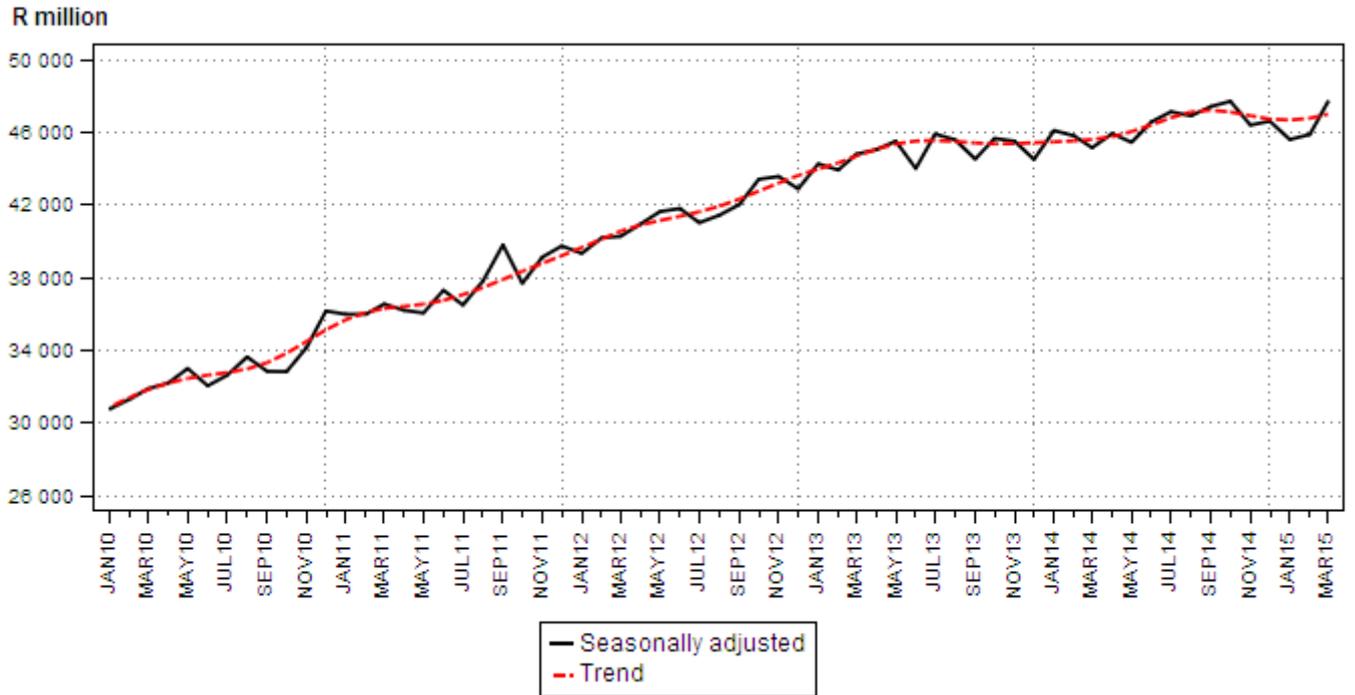
Type of activity	Jan – Mar 2014 (R million)	Weight	Jan – Mar 2015 (R million)	% change between Jan – Mar 2014 and Jan – Mar 2015	Contribution (% points) to the total % change
New vehicle sales	39 298	29,1	40 556	3,2	0,9
Used vehicle sales	22 072	16,4	24 890	12,8	2,1
Workshop income	8 617	6,4	8 887	3,1	0,2
Income from the sales of accessories	22 912	17,0	25 270	10,3	1,8
Income from fuel sales	37 067	27,5	32 134	-13,3	-3,7
Income from convenience store sales 1/	4 885	3,6	5 103	4,5	0,2
<b>Total</b>	<b>134 852</b>	<b>100,0</b>	<b>136 837</b>	<b>1,5</b>	<b>1,5</b>

1/ Includes 'other' sales and trading income.

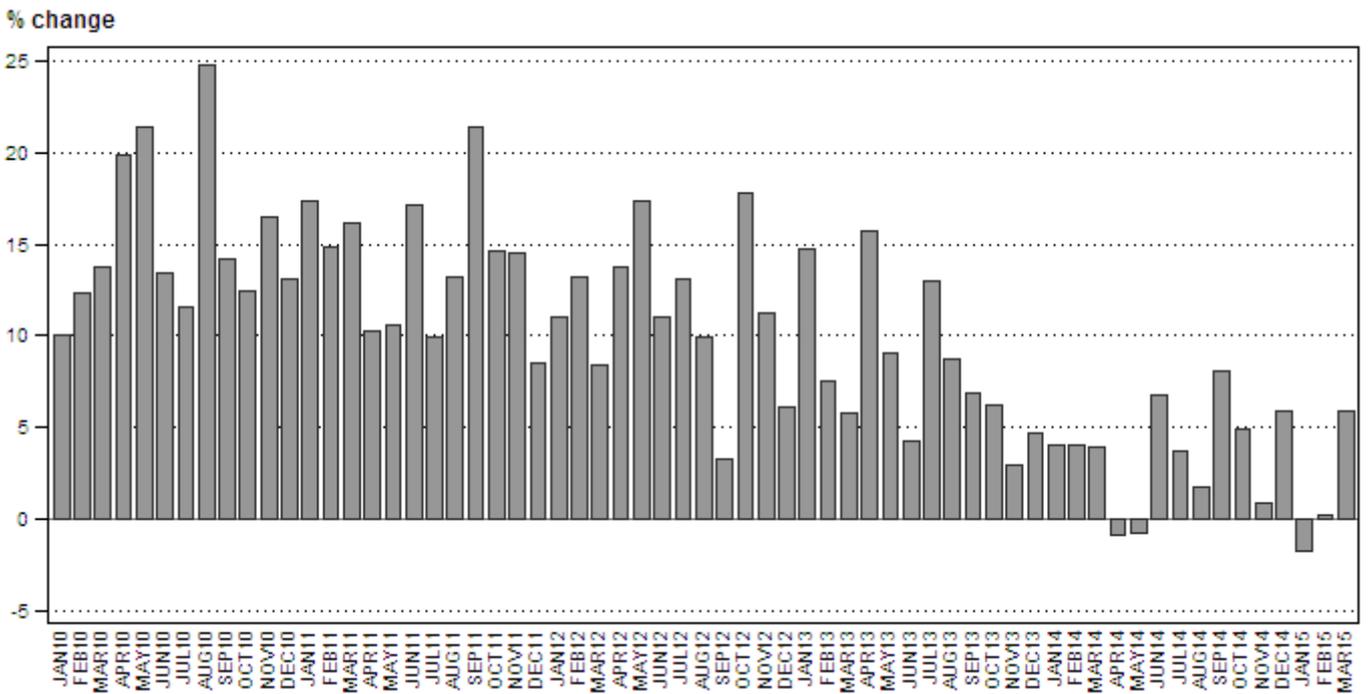
Motor trade sales increased by 1,5% in the first quarter of 2015 compared with the first quarter of 2014. The main contributors to this increase were:

- used vehicle sales (12,8% and contributing 2,1 percentage points); and
- sales of accessories (10,3% and contributing 1,8 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**



PJ Lehohla  
 Statistician-General

**Tables**

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

Month	2009	2010	2011	2012	2013	2014	2015 1/
Jan	26 191	28 819	33 826	37 539	43 041	44 770	43 953
Feb	27 009	30 332	34 851	39 437	42 414	44 117	44 189
Mar	29 162	33 176	38 553	41 804	44 249	45 965	48 695
Apr	25 442	30 514	33 647	38 288	44 312	43 929	
May	26 792	32 528	35 974	42 217	46 059	45 702	
Jun	27 966	31 707	37 117	41 199	42 943	45 870	
Jul	30 306	33 829	37 188	42 073	47 544	49 325	
Aug	27 640	34 497	39 063	42 912	46 647	47 424	
Sep	28 615	32 671	39 658	40 967	43 812	47 357	
Oct	29 666	33 336	38 201	44 982	47 756	50 092	
Nov	30 624	35 692	40 879	45 466	46 803	47 234	
Dec	31 226	35 302	38 291	40 619	42 530	45 031	
<b>Total</b>	<b>340 639</b>	<b>392 403</b>	<b>447 248</b>	<b>497 503</b>	<b>538 110</b>	<b>556 816</b>	

1/ Figures for latest month are preliminary.

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

Month	2010	2011	2012	2013	2014	2015	2015 year-to-date
Jan	10,0	17,4	11,0	14,7	4,0	-1,8	-1,8
Feb	12,3	14,9	13,2	7,5	4,0	0,2	-0,8
Mar	13,8	16,2	8,4	5,8	3,9	5,9	1,5
Apr	19,9	10,3	13,8	15,7	-0,9		
May	21,4	10,6	17,4	9,1	-0,8		
Jun	13,4	17,1	11,0	4,2	6,8		
Jul	11,6	9,9	13,1	13,0	3,7		
Aug	24,8	13,2	9,9	8,7	1,7		
Sep	14,2	21,4	3,3	6,9	8,1		
Oct	12,4	14,6	17,8	6,2	4,9		
Nov	16,5	14,5	11,2	2,9	0,9		
Dec	13,1	8,5	6,1	4,7	5,9		
<b>Total</b>	<b>15,2</b>	<b>14,0</b>	<b>11,2</b>	<b>8,2</b>	<b>3,5</b>		

**Table 3 – Seasonally adjusted motor trade sales at current prices**

Month	R million				Month-on-month % change			
	2012	2013	2014	2015	2012	2013	2014	2015
Jan	39 335	44 258	46 093	45 600	-1,0	3,2	3,6	-2,2
Feb	40 192	43 922	45 802	45 877	2,2	-0,8	-0,6	0,6
Mar	40 270	44 793	45 149	47 675	0,2	2,0	-1,4	3,9
Apr	40 946	45 036	45 923		1,7	0,5	1,7	
May	41 632	45 510	45 443		1,7	1,1	-1,0	
Jun	41 803	44 006	46 574		0,4	-3,3	2,5	
Jul	41 021	45 901	47 124		-1,9	4,3	1,2	
Aug	41 433	45 581	46 903		1,0	-0,7	-0,5	
Sep	42 024	44 523	47 417		1,4	-2,3	1,1	
Oct	43 413	45 658	47 701		3,3	2,5	0,6	
Nov	43 568	45 506	46 393		0,4	-0,3	-2,7	
Dec	42 883	44 504	46 609		-1,6	-2,2	0,5	

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

Type of activity	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15 1/
New vehicle sales	14 015	12 828	13 062	12 910	12 952	14 694
Used vehicle sales	8 735	8 292	7 416	7 813	8 219	8 858
Workshop income	3 212	3 026	2 625	2 703	3 000	3 184
Income from the sales of accessories	8 686	8 103	7 078	7 899	8 295	9 076
Income from fuel sales	13 592	13 212	12 839	10 883	10 057	11 194
Income from convenience store sales 2/	1 852	1 773	2 011	1 746	1 667	1 690
<b>Total</b>	<b>50 092</b>	<b>47 234</b>	<b>45 031</b>	<b>43 953</b>	<b>44 189</b>	<b>48 695</b>

1/ Figures are 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-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
New vehicle sales	4,2	-2,7	12,5	0,3	1,6	7,5
Used vehicle sales	-0,8	0,5	5,7	3,8	16,1	18,6
Workshop income	6,2	1,4	5,9	-2,0	1,9	9,3
Income from the sales of accessories	7,3	2,5	11,1	3,6	6,7	20,8
Income from fuel sales	6,5	3,4	-2,8	-11,7	-16,2	-12,2
Income from convenience store sales 1/	14,0	4,5	8,9	5,1	6,2	2,2
<b>Total</b>	<b>4,9</b>	<b>0,9</b>	<b>5,9</b>	<b>-1,8</b>	<b>0,2</b>	<b>5,9</b>

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-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
New vehicle sales	1,2	-0,8	3,4	0,1	0,5	2,2
Used vehicle sales	-0,1	0,1	0,9	0,6	2,6	3,0
Workshop income	0,4	0,1	0,3	-0,1	0,1	0,6
Income from the sales of accessories	1,2	0,4	1,7	0,6	1,2	3,4
Income from fuel sales	1,7	0,9	-0,9	-3,2	-4,4	-3,4
Income from convenience store sales 1/	0,5	0,2	0,4	0,2	0,2	0,1
<b>Total</b>	<b>4,9</b>	<b>0,9</b>	<b>5,9</b>	<b>-1,8</b>	<b>0,2</b>	<b>5,9</b>

1/ Includes 'other' sales and trading income.

## Survey information

<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 Stats SA's 2014 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.
	<b>2</b>	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.
<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>	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include: <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</i> (SIC), 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</i> (ISIC) 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>Collection rate</b>	<b>6</b>	The preliminary collection rate for the survey on motor trade sales for March 2015 was 78,0%. The improved collection rate for February 2015 was 84,2%.
<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 and service activities.
<b>Revised figures</b>	<b>8</b>	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.
<b>Related publications</b>	<b>9</b>	Users may also 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>Stats in Brief</i> issued annually; and</li><li>• <i>South African Statistics</i> issued annually.</li></ul>

- 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 website. To access the data electronically, use the following link:  
[http://beta2.statssa.gov.za/?page\\_id=1849](http://beta2.statssa.gov.za/?page_id=1849)
- Past publications**     12     Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link:  
[http://beta2.statssa.gov.za/?page\\_id=1866&PPN=P6343.2&SCH=5722](http://beta2.statssa.gov.za/?page_id=1866&PPN=P6343.2&SCH=5722)

**Technical notes**

**Survey methodology and design**

- 1     The survey is conducted monthly. Questionnaires are sent to a sample of 853 enterprises from a population of 10 583 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 2014 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.

$$n_h = n * ( N_h * S_h ) / [ \sum ( N_i * S_i ) ].$$

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 was 4,0%.

**Class limits**

- 3     Each motor trade classification group (SIC at four digit level) is divided into four size groups. 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.

**Measure of size classes (Rand)**

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	1 626 197	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.

<b>Seasonal adjustment</b>	<b>5</b>	<p>Seasonally adjusted estimates are generated each month using the X-12-ARIMA 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. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:</p> <p><a href="#">Click to Download Seasonal adjustment Motor Trade Sales June 2014</a></p>
<b>Trend cycle</b>	<b>6</b>	<p>The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.</p>
<b>Reliability of estimates</b>	<b>7</b>	<p>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.</p>
	<b>8</b>	<p>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.</p>
<b>Month-on-month percentage change</b>	<b>9</b>	<p>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.</p>
<b>Year-on-year percentage change</b>	<b>10</b>	<p>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.</p>
<b>Contribution (percentage points)</b>	<b>11</b>	<p>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.</p>

## 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 (SIC)*, Fifth Edition, Report No. 09-90-02 of January 1993.

### 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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