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# Statistical release

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# Motor trade sales (Preliminary)

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**Sales at current prices: results for May 2014**

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

	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
Year-on-year % change, unadjusted	2,8	3,4	3,5	3,7	-1,8	-1,1
Month-on-month % change, seasonally adjusted	-3,8	4,8	0,0	-0,1	-0,4	0,6
3-month % change, seasonally adjusted 1/	-2,5	-1,9	-1,2	1,6	1,6	1,4

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 decreased by 1,1% year-on-year in May 2014. The largest negative annual growth rates were recorded for new vehicle sales (-7,6%) and used vehicle sales (-3,0%) – see Table 5.

Seasonally adjusted motor trade sales increased by 0,6% in May 2014 compared with April 2014. This followed month-on-month changes of -0,4% in April 2014 and -0,1% in March 2014.

Seasonally adjusted motor trade sales increased by 1,4% in the three months ended May 2014 compared with the previous three months.

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

Type of activity	Mar – May 2013 (R million)	Weight	Mar – May 2014 (R million)	% change between Mar – May 2013 and Mar – May 2014	Contribution (% points) to the total % change
New vehicle sales	38 245	29,4	36 314	-5,0	-1,5
Used vehicle sales	21 645	16,7	21 529	-0,5	-0,1
Workshop income	7 823	6,0	8 041	2,8	0,2
Income from the sales of accessories	22 422	17,3	22 482	0,3	0,1
Income from fuel sales	34 333	26,4	36 375	5,9	1,6
Income from convenience store sales 1/	5 423	4,2	5 447	0,4	0,0
<b>Total</b>	<b>129 891</b>	<b>100,0</b>	<b>130 188</b>	<b>0,2</b>	<b>0,2</b>

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 0,2% in the three months ended May 2014 compared with the three months ended May 2013. The main contributor to this increase was fuel sales (5,9% and contributing 1,6 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

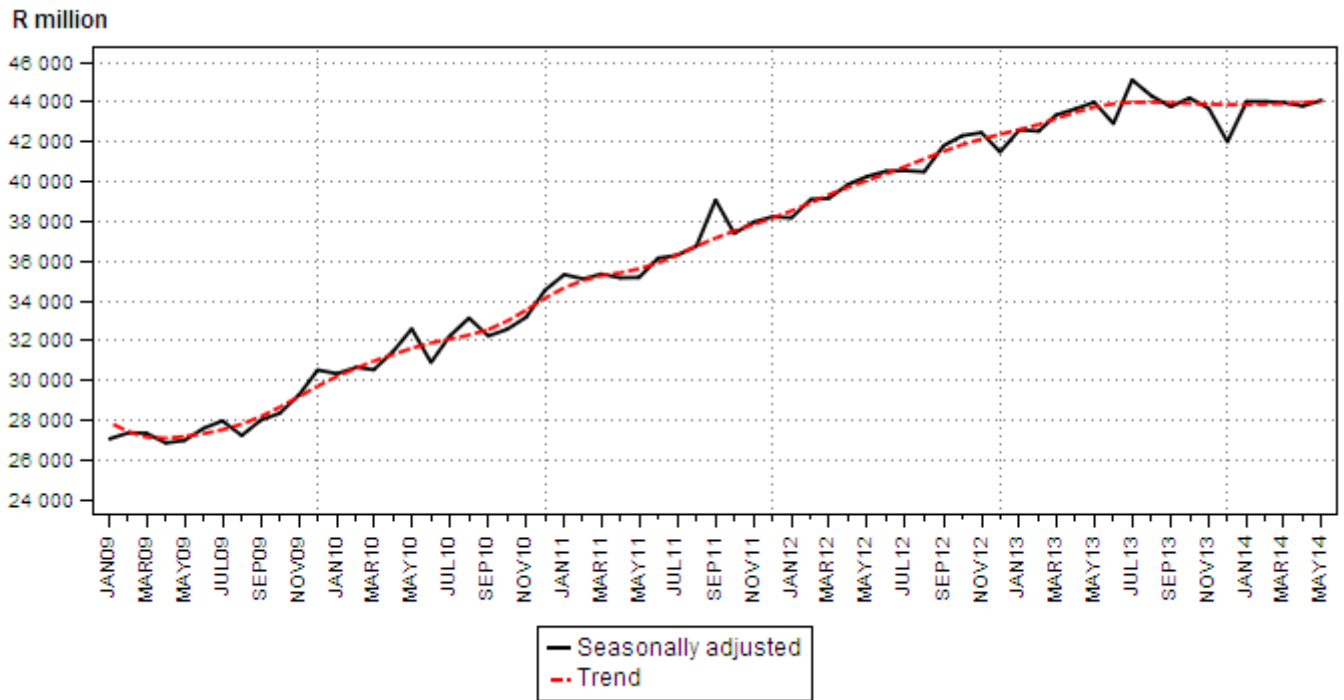
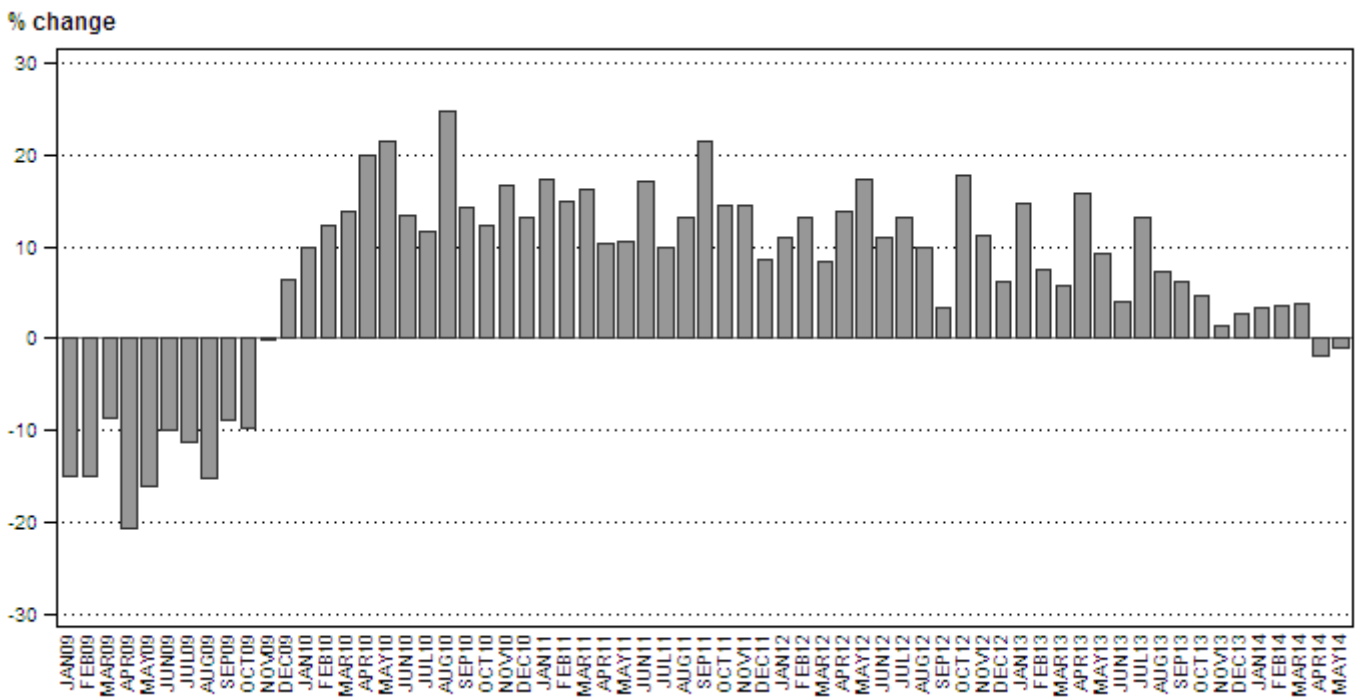


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



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**Tables**

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

Month	2008	2009	2010	2011	2012	2013	2014 1/
Jan	29 715	25 250	27 784	32 611	36 190	41 495	42 890
Feb	30 630	26 039	29 243	33 599	38 021	40 891	42 316
Mar	30 790	28 114	31 984	37 168	40 302	42 659	44 227
Apr	30 912	24 528	29 418	32 438	36 913	42 738	41 948
May	30 830	25 830	31 359	34 681	40 701	44 494	44 013
Jun	29 920	26 962	30 567	35 783	39 719	41 293	
Jul	32 932	29 218	32 614	35 852	40 562	45 863	
Aug	31 459	26 648	33 257	37 660	41 370	44 442	
Sep	30 247	27 587	31 497	38 234	39 496	41 998	
Oct	31 701	28 600	32 138	36 829	43 367	45 362	
Nov	29 583	29 524	34 411	39 411	43 833	44 412	
Dec	28 299	30 104	34 034	36 916	39 160	40 259	
<b>Total</b>	<b>367 018</b>	<b>328 404</b>	<b>378 306</b>	<b>431 182</b>	<b>479 634</b>	<b>515 906</b>	

1/ Latest month is preliminary.

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

Month	2009	2010	2011	2012	2013	2014	2014 year-to-date
Jan	-15,0	10,0	17,4	11,0	14,7	3,4	3,4
Feb	-15,0	12,3	14,9	13,2	7,5	3,5	3,4
Mar	-8,7	13,8	16,2	8,4	5,8	3,7	3,5
Apr	-20,7	19,9	10,3	13,8	15,8	-1,8	2,1
May	-16,2	21,4	10,6	17,4	9,3	-1,1	1,5
Jun	-9,9	13,4	17,1	11,0	4,0		
Jul	-11,3	11,6	9,9	13,1	13,1		
Aug	-15,3	24,8	13,2	9,9	7,4		
Sep	-8,8	14,2	21,4	3,3	6,3		
Oct	-9,8	12,4	14,6	17,8	4,6		
Nov	-0,2	16,6	14,5	11,2	1,3		
Dec	6,4	13,1	8,5	6,1	2,8		
<b>Total</b>	<b>-10,5</b>	<b>15,2</b>	<b>14,0</b>	<b>11,2</b>	<b>7,6</b>		

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

Month	R million				Month-on-month % change			
	2011	2012	2013	2014	2011	2012	2013	2014
Jan	35 319	38 177	42 601	44 028	2,3	-0,1	2,7	4,8
Feb	35 101	39 105	42 534	44 023	-0,6	2,4	-0,2	0,0
Mar	35 344	39 158	43 350	43 975	0,7	0,1	1,9	-0,1
Apr	35 160	39 858	43 656	43 800	-0,5	1,8	0,7	-0,4
May	35 175	40 255	43 992	44 079	0,0	1,0	0,8	0,6
Jun	36 147	40 521	42 919		2,8	0,7	-2,4	
Jul	36 290	40 548	45 110		0,4	0,1	5,1	
Aug	36 741	40 493	44 313		1,2	-0,1	-1,8	
Sep	39 071	41 798	43 761		6,3	3,2	-1,2	
Oct	37 390	42 308	44 205		-4,3	1,2	1,0	
Nov	37 963	42 460	43 679		1,5	0,4	-1,2	
Dec	38 223	41 490	42 000		0,7	-2,3	-3,8	

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

Type of activity	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14 1/
New vehicle sales	10 598	12 135	12 016	12 897	11 316	12 101
Used vehicle sales	6 650	7 186	6 852	7 181	6 899	7 449
Workshop income	2 286	2 555	2 701	2 677	2 654	2 710
Income from the sales of accessories	6 236	7 456	7 589	7 424	7 296	7 762
Income from fuel sales	12 464	11 732	11 442	12 209	11 962	12 204
Income from convenience store sales 2/	2 026	1 826	1 715	1 838	1 822	1 787
<b>Total</b>	<b>40 259</b>	<b>42 890</b>	<b>42 316</b>	<b>44 227</b>	<b>41 948</b>	<b>44 013</b>

1/ 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	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
New vehicle sales	1,0	1,7	-2,1	-0,1	-7,5	-7,6
Used vehicle sales	3,5	-3,5	-0,7	7,1	-5,0	-3,0
Workshop income	4,9	3,9	5,3	5,7	2,9	-0,1
Income from the sales of accessories	2,9	3,4	6,1	4,7	-3,0	-0,6
Income from fuel sales	4,1	10,1	10,9	5,5	5,3	7,0
Income from convenience store sales 1/	-0,5	1,8	1,4	-0,6	2,0	-0,1
<b>Total</b>	<b>2,8</b>	<b>3,4</b>	<b>3,5</b>	<b>3,7</b>	<b>-1,8</b>	<b>-1,1</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	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14
New vehicle sales	0,3	0,5	-0,6	0,0	-2,1	-2,2
Used vehicle sales	0,6	-0,6	-0,1	1,1	-0,9	-0,5
Workshop income	0,3	0,2	0,3	0,3	0,2	0,0
Income from the sales of accessories	0,4	0,6	1,1	0,8	-0,5	-0,1
Income from fuel sales	1,3	2,6	2,7	1,5	1,4	1,8
Income from convenience store sales 1/	0,0	0,1	0,1	0,0	0,1	0,0
<b>Total</b>	<b>2,8</b>	<b>3,4</b>	<b>3,5</b>	<b>3,7</b>	<b>-1,8</b>	<b>-1,1</b>

1/ Includes 'other' sales and trading income.

## Survey information

<b>Introduction</b>	<p>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 Stats SA's 2013 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.</p> <p>2 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.</p>
<b>Purpose of the survey</b>	<p>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.</p>
<b>Scope of the survey</b>	<p>4 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>	<p>5 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.</p>
<b>Collection rate</b>	<p>6 The preliminary collection rate for the survey on motor trade sales for May 2014 was 84,9%. The improved collection rate for April 2014 was 88,2%.</p>
<b>Statistical unit</b>	<p>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.</p>
<b>Revised figures</b>	<p>8 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.</p>
<b>Related publications</b>	<p>9 Users may also refer to the following publications available from Stats SA:</p> <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 about 850 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. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2      A stratified random sample was drawn in April 2013 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 did not exceed 3,5%.

**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	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	

**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="http://www.statssa.gov.za/Publications/P63432/Seasonal_adjustment_motor_Jun13.pdf">http://www.statssa.gov.za/Publications/P63432/Seasonal_adjustment_motor_Jun13.pdf</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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