

1995-96

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Agricultural Industries Financial Statistics

Australia

Preliminary Estimates

NOTES

SYMBOLS AND OTHER USAGES

n.p.	not available for publication but included in totals where applicable
r	figure or series revised since previous issue
SE	percentage standard error
*	subject to sampling variability too high for most practical purposes
—	nil or rounded to zero

.....

INQUIRIES

For information about other ABS statistics and services, please refer to the back of this publication.

For further information about these statistics and the availability of related unpublished statistics, contact Frank McCallum on Hobart (03) 6220 5939.

W. McLennan
Australian Statistician

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SUMMARY OF FINDINGS

TURNOVER

The total estimated turnover in 1995–96 was \$25,975.2m. This was a 10.5% increase on the 1994–95 turnover (\$23,516.3m). Of the components of turnover, sales of crops increased by 30.1%, or \$2,950.1m, reflecting improved cropping conditions following the drought of 1994–95. Partially off-setting this increase was a fall of \$849.8m (15.2%) in livestock products, mainly wool. Sales of livestock were virtually unchanged at \$6,186.3m. A fall in the value of sales of beef cattle was offset by increases in sales in other livestock industries.

Estimated turnover by State in 1995–96 (1994–95 estimates in parentheses):

■ New South Wales	\$6,869.1m	(\$6,321.3m)
■ Victoria	\$5,013.7m	(\$4,584.8m)
■ Queensland	\$6,093.1m	(\$6,004.9m)
■ South Australia	\$2,753.9m	(\$2,353.8m)
■ Western Australia	\$4,357.3m	(\$3,529.9m)
■ Tasmania	\$706.4m	(\$570.6m)

Increased sales of crops has resulted in increased turnover in all States.

Statistically significant rises in turnover were recorded in the grain, grain-sheep/beef and cotton industries as well as the other agriculture industry group, while significant decreases in turnover were reported in the sheep and sheep-beef industries. Grain industry turnover in 1995–96 was \$4,291.8m compared to 1994–95 turnover of \$2,790.0m, an increase of 53.8%.

Average turnover per farm business in 1995–96 was \$247,700 compared to \$219,200 in 1994–95.

The proportion of farm businesses making \$300,000 or more in turnover increased from 17.9% in 1994–95 to 21.6% in 1995–96. Farm businesses in this category accounted for 62.4% of turnover in 1995–96 compared with 56.6% the previous year. In 1995–96, an estimated 22.7% of farm businesses had turnover less than \$50,000 and contributed only 2.5% of the total farm business turnover generated.

CASH OPERATING SURPLUS

Estimated farm business cash operating surplus in 1995–96 was \$6,366.2m compared to a 1994–95 cash operating surplus of \$4,835.7m. The profit margin (cash operating surplus as a percentage of turnover) in 1995–96 was 24.5%, an increase from 20.6% in 1994–95.

Farm businesses with turnover of \$300,000 or more accounted for 62.5% of farm business cash operating surplus. In 1995–96, the grain industry contributed \$1,653.9m (26.0%) to aggregate cash operating surplus in agriculture, while the grain-sheep/beef industry contributed 20.7% or \$1,315.4m.

Average cash operating surplus per farm business in 1995–96 was \$60,700 compared to \$45,100 in 1994–95.

SUMMARY OF FINDINGS *continued*

GROSS INDEBTEDNESS

Estimated gross indebtedness of farm businesses at the end of 1995-96 was \$16,814.6m, down 8.0% on the previous year (\$18,267.7m). In 1995-96, farm businesses paid an estimated \$1,496.6m in interest payments. The interest coverage ratio (the number of times the interest bill could be paid out of cash operating surplus before the deduction of interest) was 5.3, compared with 4.2 in 1994-95. The turnover to debt ratio for 1995-96 was 1:0.68, that is, for each dollar of turnover made there was 68 cents of debt. The ratio in 1994-95 was 1:0.73.

	Value 1995-96	Change from 1994-95
<i>Agriculture all industries</i>	\$m	%
Sales from crops	12 754.2	30.1
Sales from livestock	6 186.3	-1.5
Sales from livestock products	4 746.5	-15.2
Cash operating surplus	6 366.2	31.6
Gross indebtedness	16 814.6	-8.0
Interest paid	1 496.6	-0.8

CHANGE ON 1994-95 FOR.....

<i>Industry</i>	Turnover %	Cash operating surplus %
Fruit	3.4	14.2
Vegetables	-4.2	-20.4
Grain	53.8	126.2
Grain-sheep/beef	35.0	113.4
Sheep-beef cattle	-20.5	-44.1
Sheep	-14.2	-42.8
Beef cattle	-5.7	-8.7
Dairy cattle	4.5	28.8
Pigs	2.4	72.6
Sugar	-10.3	-14.8
Cotton	23.5	54.8
Other agriculture	20.9	40.5
All industries	10.5	31.6

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SELECTED FINANCIAL STATISTICS, FARM BUSINESSES, By Industry

Items	1993-94	1994-95	1995-96p	SE	1993-94	1994-95	1995-96p	SE	
	\$m	\$m	\$m	%	\$m	\$m	\$m	%	
POULTRY(c) 141-0142.....					FRUIT 0114-0119.....				
Sales from crops	4.2	n.p.	n.p.	—	1 375.6	1 519.4	1 605.3	7	
Sales from livestock	188.7	n.p.	n.p.	—	27.2	37.5	43.8	43	
Sales from livestock products	296.6	n.p.	n.p.	—	7.7	13.7	11.6	73	
Turnover	586.9	n.p.	n.p.	—	1 485.9	1 773.6	1 834.5	7	
Purchases and selected expenses	358.7	n.p.	n.p.	—	708.8	814.4	842.6	7	
Value added(a)	228.6	n.p.	n.p.	—	780.9	948.0	974.6	9	
Adjusted value added(a)	196.8	n.p.	n.p.	—	690.9	835.2	880.2	10	
Gross operating surplus(a)	113.2	n.p.	n.p.	—	419.9	488.4	528.0	12	
Interest paid	26.2	n.p.	n.p.	—	73.6	87.8	77.4	10	
Cash operating surplus(b)	84.7	n.p.	n.p.	—	351.4	435.7	497.6	13	
Gross indebtedness	374.2	n.p.	n.p.	—	841.4	1 172.7	815.3	10	
Total net capital expenditure	50.9	n.p.	n.p.	—	141.4	88.6	167.7	17	
VEGETABLES 0113.....					GRAIN 0121.....				
Sales from crops	1 030.2	1 266.9	1 228.0	9	2 750.1	2 119.4	3 544.1	5	
Sales from livestock	91.8	62.8	81.5	27	337.9	284.7	317.9	12	
Sales from livestock products	27.5	61.8	12.7	57	242.1	217.4	182.8	15	
Turnover	1 214.4	1 493.3	1 430.5	9	3 513.4	2 790.0	4 291.8	5	
Purchases and selected expenses	652.6	781.5	793.2	11	2 071.1	1 607.1	2 137.4	4	
Value added(a)	580.8	709.8	611.5	10	1 530.7	1 169.4	2 188.6	6	
Adjusted value added(a)	519.7	653.0	545.0	10	1 325.8	1 003.4	1 989.6	6	
Gross operating surplus(a)	332.0	410.9	303.4	17	1 180.3	855.0	1 858.0	6	
Interest paid	50.2	55.0	53.9	18	187.5	156.3	216.4	8	
Cash operating surplus(b)	260.6	354.1	281.9	18	921.2	731.3	1 653.9	7	
Gross indebtedness	652.9	630.2	665.6	18	2 319.2	2 015.6	2 247.0	7	
Total net capital expenditure	90.0	125.8	141.1	19	345.9	363.6	570.3	10	
GRAIN-SHEEP/BEEF 0122.....					SHEEP-BEEF CATTLE 0123.....				
Sales from crops	1 404.8	1 624.8	2 876.6	6	31.3	126.0	137.5	34	
Sales from livestock	630.6	726.3	798.7	9	744.4	890.0	736.6	5	
Sales from livestock products	632.3	815.8	609.4	8	443.5	698.4	457.0	8	
Turnover	2 825.6	3 397.3	4 587.0	4	1 295.7	1 857.3	1 475.8	6	
Purchases and selected expenses	1 706.3	2 059.3	2 567.1	5	762.1	1 084.0	897.7	6	
Value added(a)	1 447.6	1 249.1	2 073.4	6	814.0	665.2	588.4	12	
Adjusted value added(a)	1 238.8	1 012.1	1 813.3	6	687.6	509.7	448.7	15	
Gross operating surplus(a)	1 054.4	820.5	1 576.3	7	537.5	363.5	290.1	22	
Interest paid	186.2	286.7	257.5	10	102.0	144.8	120.5	12	
Cash operating surplus(b)	541.2	616.5	1 315.4	8	179.9	346.3	193.5	24	
Gross indebtedness	2 204.8	3 151.8	3 037.7	10	1 305.0	1 585.1	1 242.7	11	
Total net capital expenditure	252.7	377.2	558.7	13	106.7	102.8	105.7	27	

For footnotes see end of table.

SELECTED FINANCIAL STATISTICS, FARM BUSINESSES, By Industry *continued*

Items	1993-94	1994-95	1995-96p	SE	1993-94	1994-95	1995-96p	SE	
	\$m	\$m	\$m	%	\$m	\$m	\$m	%	
SHEEP 0124.....					BEEF CATTLE 0125.....				
Sales from crops	110.0	105.0	174.5	21	82.7	119.1	125.2	18	
Sales from livestock	317.2	392.0	448.5	9	2 810.2	2 617.4	2 388.7	4	
Sales from livestock products	783.6	1 060.1	704.9	6	71.7	77.5	60.5	39	
Turnover	1 302.4	1 652.1	1 418.2	4	3 284.9	3 163.9	2 982.8	4	
Purchases and selected expenses	735.5	863.6	825.1	6	2 038.1	2 002.6	1 850.8	4	
Value added(a)	744.6	658.1	803.4	13	1 610.9	954.0	242.4	41	
Adjusted value added(a)	619.8	513.8	669.6	15	1 361.6	723.6	-0.8	*	
Gross operating surplus(a)	470.2	373.0	512.0	20	1 107.6	473.7	-270	38	
Interest paid	106.3	134.3	116.5	12	242.6	221.4	212.9	9	
Cash operating surplus(b)	195.4	372.1	212.9	21	551.3	503.1	459.1	18	
Gross indebtedness	1 283.2	1 417.0	1 328.1	13	2 880.9	3 071.2	2 259.9	8	
Total net capital expenditure	73.8	148.3	85.1	20	254.3	285.3	178.4	9	
DAIRY CATTLE 0130.....					PIGS 0151.....				
Sales from crops	61.4	39.6	72.8	38	48.0	37.0	43.5	32	
Sales from livestock	326.6	310.7	302.0	12	571.5	558.3	579.6	6	
Sales from livestock products	2 081.7	2 285.4	2 353.8	6	16.8	25.6	20.9	24	
Turnover	2 585.9	2 718.2	2 840.6	5	680.6	666.6	682.7	5	
Purchases and selected expenses	1 427.9	1 674.6	1 696.6	5	486.6	495.3	474.5	5	
Value added(a)	1 301.8	1 375.4	1 020.6	8	206.4	172.6	179.8	8	
Adjusted value added(a)	1 178.9	1 232.0	896.1	9	180.6	142.9	151.5	9	
Gross operating surplus(a)	1 013.3	1 071.4	768.3	10	128.2	84.9	92.8	11	
Interest paid	163.1	185.7	211.1	12	24.8	26.7	26.4	15	
Cash operating surplus(b)	689.2	546.9	704.6	11	93.4	56.4	97.3	10	
Gross indebtedness	1 791.9	1 995.9	2 122.6	11	314.6	321.4	309.5	26	
Total net capital expenditure	286.3	227.2	185.6	14	32.0	45.4	34.3	24	
SUGAR 0161.....					COTTON 0162.....				
Sales from crops	950.1	1 246.2	1 106.7	10	659.6	676.9	845.2	9	
Sales from livestock	19.1	12.4	18.4	55	33.9	17.0	45.7	24	
Sales from livestock products	0.2	—	—	—	12.2	7.5	2.0	26	
Turnover	1 055.2	1 375.2	1 233.4	9	777.9	790.1	975.5	8	
Purchases and selected expenses	579.4	621.7	597.1	8	473.5	484.0	594.5	8	
Value added(a)	479.0	754.7	634.8	12	315.2	313.0	380.2	10	
Adjusted value added(a)	423.1	685.8	568.8	13	277.1	265.8	332.4	11	
Gross operating surplus(a)	338.5	565.7	457.2	15	210.3	193.0	241.0	13	
Interest paid	42.2	40.6	40.1	28	47.9	63.1	54.1	14	
Cash operating surplus(b)	301.3	533.5	454.5	17	152.4	125.5	194.1	16	
Gross indebtedness	611.3	754.4	572.1	24	620.5	890.4	782.0	11	
Total net capital expenditure	138.3	140.6	107.3	68	77.3	80.4	92.2	17	

For footnotes see end of table.

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SELECTED FINANCIAL STATISTICS, FARM BUSINESSES, By Industry *continued*

Items	1993-94	1994-95	1995-96p	SE	1993-94	1994-95	1995-96p	SE
	\$m	\$m	\$m	%	\$m	\$m	\$m	%
OTHER AGRICULTURE(c) 0111-0112, 0141-0142, 0152-0159, 0169.					AGRICULTURE INDUSTRIES ALL.....			
Sales from crops	861.5	924.0	994.8	14	9 369.5	9 804.2	12 754.2	3
Sales from livestock	133.4	370.1	425.0	19	6 232.5	6 279.1	6 186.3	3
Sales from livestock products	21.3	333.1	330.7	13	4 637.3	5 596.3	4 746.5	3
Turnover	1 085.3	1 838.9	2 222.3	8	21 694.3	23 516.3	25 975.2	2
Purchases and selected expenses	540.5	1 028.7	1 259.2	8	12 541.1	13 517.0	14 535.9	2
Value added(a)	557.9	798.9	900.4	11	10 598.4	9 768.1	10 598.2	3
Adjusted value added(a)	477.9	656.8	738.7	11	9 178.5	8 234.3	9 033.0	3
Gross operating surplus(a)	180.9	306.0	328.2	19	7 081.2	6 006.0	6 685.3	4
Interest paid	49.5	106.4	109.9	12	1 302.0	1 508.9	1 496.6	4
Cash operating surplus(b)	111.3	214.5	301.4	19	4 433.3	4 835.7	6 366.2	4
Gross indebtedness	741.8	1 261.8	1 432.1	12	15 921.7	18 267.7	16 814.6	3
Total net capital expenditure	95.6	105.6	96.7	15	1 945.0	2 090.8	2 303.0	6

(a) Includes an estimate for the value of the increase in livestock.

(c) See Explanatory Notes paragraph 4.

(b) Excludes an estimate for the value of the increase in livestock.

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FARM BUSINESSES BY SIZE OF TURNOVER, All Industries

Size of turnover	1993-94	1994-95	1995-96p	SE	1993-94	1994-95	1995-96p	SE
	no.	no.	no.	%	\$m	\$m	\$m	%
NUMBER OF FARM BUSINESSES.....					TOTAL TURNOVER.....			
Less than \$50 000	21 390	22 832	23 808	6	626.4	696.1	654.3	8
\$50 000-99 999	23 952	22 230	17 949	8	1 622.3	1 678.1	1 392.0	8
\$100 000-149 999	19 425	17 072	14 784	9	2 313.5	2 142.7	1 894.9	9
\$150 000-199 999	12 358	10 864	10 020	10	2 159.4	1 928.5	1 815.6	10
\$200 000-249 999	8 527	8 448	10 096	10	1 808.2	1 936.6	2 477.8	9
\$250 000-299 999	5 100	6 609	5 561	13	1 384.6	1 821.7	1 544.8	13
\$300 000 and over	16 790	19 234	22 647	4	11 779.9	13 312.6	16 195.9	3
Total	107 538	107 286	104 866	1	21 694.3	23 516.3	25 975.2	2
TOTAL CASH OPERATING SURPLUS.....					TOTAL GROSS INDEBTEDNESS.....			
Less than \$50 000	-26.4	-52.4	-52.1	83	814.0	1 034.3	802.9	17
\$50 000-99 999	273.5	244.7	279.6	15	1 382.8	1 434.2	1 168.9	16
\$100 000-149 999	521.0	497.5	451.3	14	1 776.9	1 725.0	1 060.8	14
\$150 000-199 999	549.1	458.1	514.1	13	1 440.5	1 523.0	1 260.6	13
\$200 000-249 999	401.0	494.6	726.7	13	1 454.7	1 660.4	1 714.1	13
\$250 000-299 999	300.5	451.0	465.1	18	981.0	1 114.2	1 029.6	18
\$300 000 and over	2 414.6	2 742.2	3 981.5	6	8 071.9	9 776.7	9 777.8	5
Total	4 433.3	4 835.7	6 366.2	4	15 921.7	18 267.7	16 814.6	4

SELECTED FINANCIAL STATISTICS, FARM BUSINESSES, All States

Items	1993-94	1994-95	1995-96p	SE	1993-94	1994-95	1995-96p	SE	
	\$m	\$m	\$m	%	\$m	\$m	\$m	%	
NEW SOUTH WALES.....					VICTORIA.....				
Sales from crops	2 423.4	2 102.6	3 045.1	6	1 510.0	1 307.1	1 825.7	6	
Sales from livestock	1 888.1	2 029.0	1 880.4	6	1 123.6	1 072.5	1 094.5	6	
Sales from livestock products	1 311.6	1 687.6	1 307.0	6	1 549.7	1 885.5	1 722.6	7	
Turnover	6 059.0	6 321.3	6 869.1	4	4 449.8	4 584.8	5 013.7	3	
Purchases and selected expenses	3 486.6	3 834.8	4 078.4	4	2 505.6	2 574.2	2 875.6	4	
Cash operating surplus	1 138.4	912.0	1 275.9	10	969.3	988.1	1 252.2	7	
QUEENSLAND.....					SOUTH AUSTRALIA.....				
Sales from crops	2 441.4	3 028.4	3 096.4	6	1 056.8	1 206.0	1 753.4	8	
Sales from livestock	1 866.4	1 874.7	1 845.7	4	457.7	501.9	470.3	8	
Sales from livestock products	451.5	555.5	524.2	10	405.5	454.6	309.2	11	
Turnover	5 179.3	6 004.9	6 093.1	4	2 047.2	2 353.8	2 753.9	6	
Purchases and selected expenses	3 046.7	3 406.3	3 393.5	4	1 138.9	1 279.2	1 272.6	6	
Cash operating surplus	1	1 351.6	1 428.7	8	491.4	570.7	1 005.4	9	
	024.4								
WESTERN AUSTRALIA.....					TASMANIA.....				
Sales from crops	1 738.0	1 937.5	2 706.9	5	197.7	193.2	307.7	24	
Sales from livestock	577.1	574.6	588.8	6	175.5	124.8	153.6	19	
Sales from livestock products	725.6	806.5	708.9	6	176.6	201.0	171.9	12	
Turnover	3 180.9	3 529.9	4 357.3	4	596.7	570.6	706.4	11	
Purchases and selected expenses	1 885.7	2 033.8	2 433.5	4	352.3	320.4	394.3	13	
Cash operating surplus	719.9	875.7	1 251.3	7	95.9	97.8	127.0	18	
AUSTRALIA.....									
Sales from crops	9 369.5	9 804.2	12 754.2	3					
Sales from livestock	6 232.5	6 279.1	6 186.3	3					
Sales from livestock products	4 637.3	5 596.3	4 746.5	3					
Turnover	21 694.3	23 516.3	25 975.2	2					
Purchases and selected expenses	12 541.1	13 517.0	14 535.9	2					
Cash operating surplus	4 433.3	4 835.7	6 366.2	4					

EXPLANATORY NOTES

INTRODUCTION

- 1** The estimates in this publication have been derived from the 1995-96 Agricultural Finance Survey (AFS). It consists of approximately 2,500 farm businesses, selected from all in-scope farm businesses. A farm business is the highest level accounting unit within a business, having regard for industry homogeneity, for which accounts are maintained.
- 2** The results in this publication are early estimates based on a response rate of approximately 60% of these farm businesses.
- 3** The population for the AFS consists of all farm businesses classified to an industry class within Sub-division 01 'Agriculture' of the Australian and New Zealand Standard Industrial Classification (ANZSIC) with an estimated value of agricultural operations of \$22,500 or more. The financial details collected in the AFS relate to the agricultural and non-agricultural business activities of the selected farm business. Any farm business which was predominantly engaged in non-agricultural activity is excluded.
- 4** Vertical integration, particularly in the meat poultry industry, and a lack of separate accounts at the various stages of production, has led to re-classification of significant units involved in meat poultry from agriculture to manufacturing. For this reason the poultry industry has been combined with 'Other Agriculture'.
- 5** Detailed explanatory notes for the current survey will be included in the publication *Agricultural Industries, Financial Statistics, Australia, 1995-96 (7507.0)* and are compatible with previous editions of that publication.

RELIABILITY OF ESTIMATES

- 6** Since the estimates are based on information obtained from a sample of farm businesses, the estimates are subject to sampling variability; that is, they may differ from the figures that would have been produced if all units had been included in the AFS. One measure of the likely difference is given by the *standard error*, which indicates the extent to which an estimate might have varied by chance because only a sample of farm businesses was included. There are about two chances in three that a sample estimate will differ by less than one standard error from the figure that would have been obtained if all farm businesses had been included, and about 19 chances in 20 that the difference will be less than two standard errors. In this publication the relative standard error is shown as a percentage of the estimate to which it refers. For the published figures, the standard error of change between two years is also approximately equal to the standard error shown.
- 7** Standard error of change between two successive years is 1.3 times the standard error of the estimate (except for the All industries estimate where it is equal to the standard error of the estimate). Standard error of change between estimates two years apart could be as high as 1.8 times the standard error of the estimate (except for the All industries estimate where it could be 1.5 times the standard error of the estimate).
- 8** Some of the standard errors associated with estimates contained in this publication are relatively high. It is important for users to check that the estimates are reliable enough for the particular purpose for which they require the statistics. It is left to the user to exercise the necessary caution in using the estimates in this publication.

RELATED PUBLICATIONS

- 9** Users may wish to refer to the following publications:
 - *Agricultural Industries, Financial Statistics, Australia, (7507.0)* — issued annually;
 - *Value of Agricultural Commodities Produced, Australia, (7503.0)* — issued annually.
- 10** Current publications produced by the ABS are listed in the *Catalogue of Publications (1101.0)*. The ABS also issues, on Tuesdays and Fridays, a *Release Advice (1105.0)* which lists publications to be released in the next few days. The Catalogue and Release Advice are available from any ABS office.

GLOSSARY

Adjusted value added	Is the estimate of the value added less the estimate of rates and taxes, insurance payments and other expenses.
Cash operating surplus	Is the estimate of gross operating surplus less an estimate of the value of increase in livestock, less estimates of interest and land rent paid, plus estimates of interest and land rent received. Depreciation and income tax have not been deducted.
Gross indebtedness	Refers to the amounts owed to all sources by farm businesses at 30 June 1996.
Gross operating surplus	Is the estimate of the adjusted value added less the estimate of wages, salaries and supplements.
Interest paid	Includes interest paid on loans and other amounts owing.
Purchases and selected expenses	Refers to cash payments made during the year by agricultural farm businesses for goods and services relating to either agricultural or non-agricultural activity, including livestock purchases.
Sales from crops	Includes proceeds from sales of cereal grains and other crops (oilseeds, cotton, sugar cane, tobacco, etc.) and fruit and vegetables.
Sales from livestock	Includes proceeds from sales of sheep, cattle, etc. Excluded are proceeds from livestock services and artificial insemination.
Sales from livestock products	Includes proceeds from sales of wool, milk, skins, eggs, etc.
Turnover	Includes proceeds received during the year from the sale of crops, livestock, livestock products and other miscellaneous revenue.
Value added	Is the estimate of turnover plus an estimate of the value of increase in livestock less the estimate of purchases and selected expenses.

For more information . . .

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