

BOOK PUBLISHERS

AUSTRALIA

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C O N T E N T S

	<i>page</i>
Notes	2
Summary of findings	3

TABLES

1 Key aggregates, by business size	7
2 Summary of operations, by state and territory	8
3 Category of book mainly sold, selected data items	8
4 Components of income, by employment size	9
5 Components of expenses, by employment size	10
6 Capital expenditure, by employment size	11
7 Value of inventories, by employment size	11
8 Employment, at end of June 2002	12
9 Domestic and export sales of books, by category of book	13
10 Export sales of books, by country or region of destination	14
11 Sales of books, by method of sale	14
12 Sales of books, by type of title	15
13 Sales of books, by origin of title and major category of book	15
14 Sales of printed books, selected Australian and imported, by category of book	16
15 New Australian titles published, by category of title and employment size	17
16 Key aggregates, by type of business—1999–2000 to 2001–02 ..	18
17 Key aggregates, total businesses—1999–2000 to 2001–02 ...	19
18 Selected aggregates, historical comparisons	20

ADDITIONAL INFORMATION

Explanatory Notes	21
Glossary	26

I N Q U I R I E S

- For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Helen Shannon on Adelaide (08) 8237 7420.

NOTES

ABOUT THIS PUBLICATION

This publication presents the results from the 2001–02, Book Publishers Survey covering businesses which had either book publishing as their main activity or generated \$2m or more in income from book publishing.

As well as collecting financial information from book publishers, the survey sought details on the numbers and types of books published and sold.

The survey was previously conducted in respect of 1999–2000 and 2000–01 and key data from the 2000–01 survey are included in this publication for comparative purposes. While similar surveys were also conducted in respect of 1994, 1995–96 and 1997–98 some refinements to the most recent surveys (see paragraphs 20 to 21 of the Explanatory Notes) limit the comparability of data across all years. Comparisons can be made for the number and value of books sold and these have been included in this publication.

The survey was conducted by the Australian Bureau of Statistics (ABS) with funding provided by the Department of Communications, Information Technology and the Arts as part of the Book Industry Assistance Plan.

ROUNDING

Where figures have been rounded, minor discrepancies may occur between the sums of the component items and the totals. Published percentages are calculated prior to rounding of the figures and therefore some discrepancy may occur between these percentages and those which could be calculated from the rounded figures.

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ABBREVIATIONS

- \$m million dollars
- ABN Australian Business Number
- ABS Australian Bureau of Statistics
- ATO Australian Taxation Office
- IVA industry value added
- RSE relative standard error
- SE standard error
- TAU type of activity unit
- USA United States of America

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SUMMARY OF FINDINGS

INTRODUCTION	This publication presents data, in respect of 2001–02, for businesses which had either book publishing as their main activity (book publishers) or generated \$2m or more in income from book publishing, although this was not their main activity (other major contributors).
OVERVIEW	<p>For 2001–02, 226 businesses were identified as book publishers while a further 12 were other major contributors. These 238 businesses sold a total of 129.5 million books valued at \$1,340.8m. With a total income of \$1,471.0m, expenses of \$1,389.4m and a reduction in inventories of \$21.0m, the overall operating profit before tax of these businesses was \$60.6m (table 1).</p> <p>The 20 largest book publishers (in terms of income) generated 74% (\$1,092.9m) of the total income for book publishers and other major contributors. Similarly, the 20 largest book publishers achieved 76% (\$1,022.5m) of the value of total book sales and sold 73% (94.0 million) of all books. Their share of the total expenses was 75% (\$1,036.4m) (table 1).</p> <p>Book publishers and other major contributors reported an average profit margin of 4.1%. For the largest 20 book publishers, the profit margin was 3.4%. For other book publishers, the profit margin was 6.5% while other major contributors had a profit margin of 5.6%. The 20 largest book publishers contributed \$281.2m to industry value added (IVA), which is a measure of the value which an industry adds to the overall economy. This was 71% of the total (table 1).</p> <p>At the end of June 2002, book publishers and other major contributors employed 5,138 people, 3,353 (65%) of whom worked for the 20 largest book publishers (table 1).</p>
INCOME	Sales of books contributed \$1,340.8m (91%) to the total income of book publishers and other major contributors. This included an amount of \$492.6m for the sales of imported titles. Other income was mainly from sales of other goods (\$39.3m), services (\$35.5m), and royalties and sales of rights (\$24.2m)(table 4).
EXPENSES	The major components of total expenses (\$1,389.4m) were printing costs, wages and salaries, and the cost of imported books. Printing costs accounted for \$287.8m or 21% of total expenses, with printing in Australia comprising \$159.9m and overseas \$127.9m. Wages and salaries contributed \$233.4m (17%) to total expenses while another \$48.2m was spent on other labour costs. Businesses spent \$194.7m (14%) on imported books (table 5).
METHOD OF SALE	The majority of book sales (74% or \$989.2m) were to retailers and other book distributors for on-selling to individuals and organisations. The remaining sales (26% or \$351.7m) were transacted directly with the final consumer (table 11). An estimated \$6.8m (0.5%) of total book sales were made through the Internet (table 1).
SALES OF BOOKS BY CATEGORY	Of the 238 businesses identified as book publishers and other major contributors, 130 were involved mainly in publishing books of general content while the remainder were predominantly publishing educational books (including professional and reference books) (table 3).

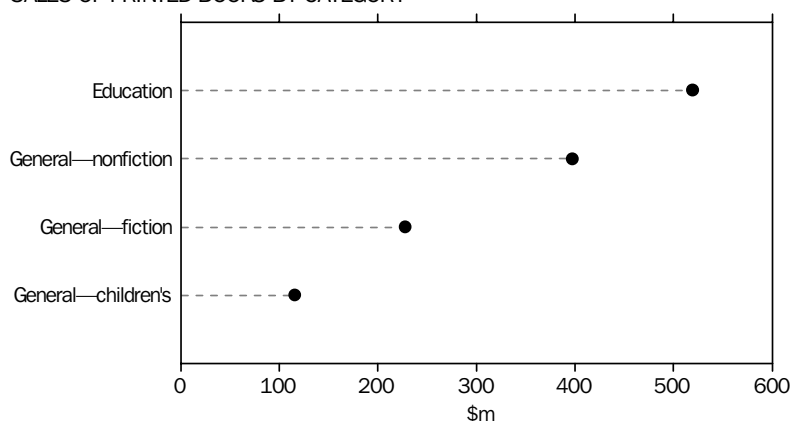
SUMMARY OF FINDINGS *continued*

SALES OF BOOKS BY CATEGORY *continued*

Book publishers and other major contributors sold \$794.5m worth of printed books of general content covering nonfiction (\$412.0m), fiction (\$245.8m) and children's books (\$136.7m). A further \$534.2m worth of sales were for printed educational books while sales of electronic books (which includes audio books) totalled \$12.1m (table 9).

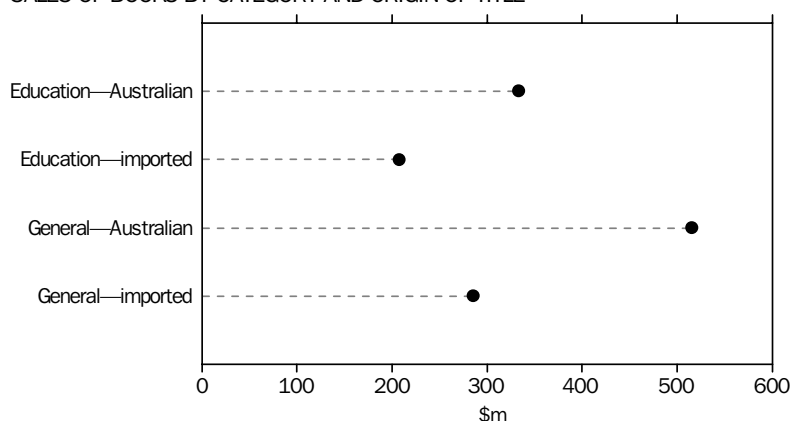
Many books are published as a hardback or trade paperback before being reissued as a mass-market paperback. The value of sales of general trade paperback books was \$269.6m, compared with sales of general hardback books of \$278.8m and general mass-market paperback books of \$246.1m (table 9).

SALES OF PRINTED BOOKS BY CATEGORY



New titles accounted for \$712.9m or 53% of total book sales (table 12). Australian titles comprised 63% (\$848.3m) of total book sales and 62% (\$333.0m) of educational book sales. The sales of Australian titles comprised \$807.8m for titles originated in Australia (95% of Australian titles) and \$40.5m for titles acquired from overseas under separate rights agreements (5%) (table 13).

SALES OF BOOKS BY CATEGORY AND ORIGIN OF TITLE



SALES OF AUSTRALIAN AND IMPORTED BOOKS

There were 76.5 million printed books sold which were originated and published by Australian book publishers and other major contributors. The value of these sales was \$768.4m, giving an overall average selling price for Australian originated books of \$10.05 per book. Of such books, tertiary education books had the highest average selling price (\$19.53) (table 14).

SUMMARY OF FINDINGS *continued*

SALES OF AUSTRALIAN AND IMPORTED BOOKS *continued*

There were 45.6 million imported printed books sold by Australian book publishers and other major contributors with a sales value of \$491.5m and an overall average selling price per book of \$10.79. Tertiary education books were again the most expensive on average (\$17.20) while children's mass-market paperbacks were the cheapest (\$5.94) (table 14).

For printed educational, nonfiction and fiction books, the value of sales of Australian originated publications exceeded those of imports. The value of sales of printed educational books, originated and published by Australian book publishers and other major contributors, was \$310.2m, 48% more than the value of sales of those imported (\$209.0m). For nonfiction books, sales of Australian originated publications (\$292.2m) were 179% higher than the equivalent figure for imports (\$104.8m). Sales of Australian originated fiction books were 22% higher at \$125.2m, compared with \$102.5m for imported fiction. For children's books, however, sales of imports exceeded those of Australian originated publications. Sales of imported children's books were \$75.1m, which is almost double the \$40.9m for sales of the Australian originated product (table 14).

NEW AUSTRALIAN TITLES PUBLISHED

There were 9,078 new Australian titles published during 2001–02 of which 8,058 (89%) were printed titles originated by Australian book publishers and other major contributors. The majority of these printed titles (52% or 4,165) were educational. Of the 3,893 general-content titles, 43% were mass-market paperbacks, 41% were trade paperbacks and the remaining 16% were hardbacks (table 15).

EXPORTS

Export sales of books amounted to \$186.0m or 14% of total book sales. Re-exports contributed \$5.1m to this amount (table 10).

The United States of America (USA) was the biggest single market for books exported from Australia, with sales to the USA totalling \$68.1m which was over one-third (37%) of the total value of exports. Other significant markets were New Zealand (\$37.4m), the United Kingdom (\$27.4m) and Asia (\$12.7m) (table 10).

The total sales of rights to businesses in other countries was \$9.8m (table 10).

EMPLOYMENT

At the last pay period ending June 2002, book publishers and other major contributors had a total employment of 5,138 people. Of these, 1,798 were males and 3,339 were females. Of the 5,138 people, the majority (3,830 or 75%) were full-time permanent employees. An additional 411 people (8%) were employed permanently on a part-time basis, 682 people (13%) were employed as casuals and 213 (4%) were working proprietors and partners (table 8).

STATE AND TERRITORY DATA

In 2001–02, book publishers and other major contributors that were based, or had their head office, in New South Wales accounted for 50% (\$676.0m) of total books sales. Victoria's contribution was 40% (\$534.0m) of total book sales (table 2).

SUMMARY OF FINDINGS *continued*

CHANGES OVER TIME

A comparison of survey data for 2000–01 and 2001–02 shows relatively small changes in estimates for most data items. With the exception of two data items (total number of books sold and changes in inventories), the changes are not statistically significant and thus may not represent real changes over time (see Explanatory Notes paragraphs 13 to 19).

The total number of books sold increased by 24%, from 105.3 million books in 2000–01 to 129.5 million books in 2001–02. Inventories decreased during 2001–02 by \$21.0m, reversing the increase of \$23.2m which had occurred in the previous year (table 17).

After a statistically significant fall between 1999–2000 and 2000–01 (\$105.6m to \$62.7m), the value of operating profit before tax remained fairly stable in 2001–02 (\$60.6m). While the profit margin fell dramatically by 3.7 percentage points between 1999–2000 and 2000–01, no discernible change occurred in 2001–02 (table 17).

Several data items are comparable across the six collection periods since the survey began in 1994 (see paragraphs 20 to 21 of the Explanatory Notes). For example, since 1994 the total sales of books (both Australian and imported titles) rose steadily from \$841.7m to \$1,270.4m in 1999–2000, decreased slightly in 2000–01 to \$1,260.6m, before rising again to \$1,340.8m in 2001–02. The ongoing increase in the value of books sold to 1999–2000 is not reflected in the number of books sold which has fluctuated since 1994; it peaked in 1995–96 (130.6 million), fell to its lowest level in 2000–01 (104.3 million) and rose in 2001–02 (129.5 million). Generally, the value of export sales of books has steadily increased over the years; export sales of books in 2001–02 (\$186.0m) were 129% higher than the export sales in 1994 (\$81.1m) (table 18).

KEY AGGREGATES, By business size

		BOOK PUBLISHERS(a)			OTHER MAJOR	TOTAL
		<i>Largest</i> 20(c)	<i>Remainder</i>	<i>Total</i>	CONTRIBUTORS(b)	BUSINESSES
Number of books sold	million	94.0	33.4	127.4	2.2	129.5
Income						
Sales of all books						
Sales of Australian titles	\$m	602.0	191.1	793.2	55.1	848.3
Sales of imported titles	\$m	420.5	59.5	480.0	12.6	492.6
<i>Total</i>	\$m	1 022.5	250.6	1 273.2	67.7	1 340.8
Sales of other goods	\$m	27.3	np	np	np	39.3
Other income	\$m	43.0	np	np	np	90.9
<i>Total</i>	\$m	1 092.9	302.3	1 395.2	75.9	1 471.0
Average income per business	\$m	54.6	1.5	6.2	6.3	6.2
Expenses						
Wages and salaries	\$m	160.6	54.6	215.2	18.2	233.4
Royalties and fees	\$m	64.4	25.3	89.7	2.1	91.9
Other expenses	\$m	811.4	201.4	1 012.8	51.4	1 064.2
<i>Total</i>	\$m	1 036.4	281.2	1 317.6	71.8	1 389.4
Average expenses per business	\$m	51.8	1.4	5.8	6.0	5.8
Inventories						
Change in inventories	\$m	-19.6	-1.6	-21.2	0.1	-21.0
Ratio of inventory to sales of all books	%	21.9	24.3	22.4	6.6	21.6
Employment						
Males	no.	1 141	508	1 649	149	1 798
Females	no.	2 212	873	3 085	254	3 339
Persons	no.	3 353	1 381	4 734	404	5 138
Average employment per business	no.	168	7	21	34	22
Other key aggregates						
Ratio of royalties and fees to sales of Australian titles	%	10.7	13.2	11.3	3.9	10.8
Export sales of books(d)	\$m	143.1	40.4	183.5	2.5	186.0
Internet sales of books	\$m	np	5.8	np	np	6.8
Operating profit before tax	\$m	36.8	19.6	56.4	4.2	60.6
Profit margin	%	3.4	6.5	4.0	5.6	4.1
Industry value added	\$m	281.2	85.8	367.0	29.1	396.1
Average wages and salaries per employee	\$'000	48.9	44.2	47.6	45.0	47.4
Number of businesses	no.	20	206	226	12	238

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) Includes only businesses for which the predominant activity is book publishing.

(b) Includes only the book publishing activity of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

(c) Ranked in terms of total income.

(d) Includes re-export sales of \$5.1m and excludes sales of rights which totalled \$9.8m.

2

SUMMARY OF OPERATIONS(a), By state and territory

	<i>Sales of all books</i>	<i>Other income</i>	<i>Total income</i>
	\$m	\$m	\$m
New South Wales	676.0	73.4	749.4
Victoria	534.0	42.1	576.1
Queensland	113.1	10.7	123.7
South Australia	9.1	0.6	9.7
Western Australia	8.1	3.4	11.5
Other states and territories	0.5	—	0.5
Australia	1 340.8	130.2	1 471.0

— nil or rounded to zero (including null cells)

(a) Businesses with operations in more than one state or territory are classified according to the location of their head office.

3

CATEGORY OF BOOK MAINLY SOLD(a), Selected data items

		<i>Primary and secondary education</i>	<i>Tertiary education</i>	<i>Professional and reference</i>	<i>General (b)</i>	<i>Total</i>
Total income	\$m	357.1	153.5	74.8	885.6	1 471.0
Total expenses	\$m	332.9	155.6	65.8	835.1	1 389.4
Change in inventories	\$m	5.2	**1.3	-0.5	-27.1	-21.0
Operating profit before tax	\$m	29.5	-0.9	8.5	23.5	60.6
Profit margin	%	8.3	-0.6	11.4	*2.6	4.1
Number of businesses	no.	42	22	45	130	238

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) Each business is classified according to whether its book sales are predominately: primary and secondary education; tertiary education; professional and reference; or general (fiction, nonfiction or children's).

(b) Includes any businesses predominately selling electronic books.

COMPONENTS OF INCOME, By employment size(a)

	BOOK PUBLISHERS(b)		OTHER MAJOR	TOTAL
	PUBLISHERS(b)		CONTRIBUTORS(c)	BUSINESSES
	0-19 persons	20 or more persons		
	\$m	\$m	\$m	\$m
Sales of books(d)				
Australian titles				
Originated and published by the business	np	627.5	np	782.2
Originated by other publishers and co-published by the business	np	24.0	np	25.1
Distributed on behalf of other Australian publishers	0.5	40.4	—	40.9
Imported titles	*20.5	459.5	12.6	492.6
Total	121.7	1 151.4	67.7	1 340.8
Sales of other goods	np	31.8	np	39.3
Other sources of income				
Income from royalties and sales of rights	np	14.8	np	24.2
Funding from Federal, state and/or local government(e)	1.5	0.1	—	1.6
Public Lending Right income	0.2	0.6	—	0.8
Copyright Agency Limited income	np	4.5	np	6.8
Educational Lending Right income	0.1	0.3	—	0.4
Income from services	*6.3	28.6	0.7	35.5
Other income	**9.3	10.6	1.7	*21.6
Total	np	59.5	np	90.9
Total income	152.5	1 242.7	75.9	1 471.0

np not available for publication but included in totals where applicable, unless otherwise indicated

— nil or rounded to zero (including null cells)

* estimate has a relative standard error of between 25% and 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) Of the 238 businesses included in the survey, there were 226 book publishers and 12 other major contributors. Of the book publishers, 31 employed 20

or more persons while 195 employed less than 20 persons as of June 2002.

(b) Includes only businesses for which the predominant activity is book publishing.

(c) Includes only the book publishing income of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

(d) Net of trade, quantity or cash discounts.

(e) Includes book bounties, export market development grants, etc.

COMPONENTS OF EXPENSES, By employment size

	BOOK PUBLISHERS (a)		OTHER MAJOR	TOTAL
	PUBLISHERS (a)		CONTRIBUTORS (b)	BUSINESSES
	0-19 persons	20 or more persons		
	\$m	\$m	\$m	\$m
Wages and salaries paid to own employees				
Artists, designers, illustrators	1.3	7.3	0.7	9.3
Editors	4.1	13.6	4.4	22.1
Publishers	*2.7	9.2	0.6	12.5
Typesetters	0.7	1.2	0.2	2.0
Other	15.3	159.7	12.4	187.4
<i>Total</i>	24.1	191.1	18.2	233.4
Other labour costs	4.7	40.7	2.8	48.2
Royalties and fees paid (c)				
Authors	8.8	69.1	2.1	80.0
Artists, designers, illustrators	1.4	2.9	—	4.3
Editors	np	np	—	1.7
Publishers	2.3	2.5	—	4.8
Others	np	np	—	1.1
<i>Total</i>	14.2	75.5	2.1	91.9
Costs of printing				
In Australia	np	132.4	np	159.9
Overseas	np	107.6	np	127.9
<i>Total</i>	37.8	239.9	10.0	287.8
Landed cost of books				
imported (d)	*12.1	175.8	6.8	194.7
Sales and marketing costs	8.2	88.1	4.1	100.4
Distribution costs (e)	8.3	77.2	5.0	90.5
Land taxes and land rates	0.1	*0.5	0.1	0.7
Insurance premiums	0.7	3.1	0.3	4.0
Interest expenses	0.9	19.5	1.5	22.0
Depreciation and amortisation	1.5	23.8	3.4	28.7
Bad and doubtful debts	np	12.6	np	16.2
Computer software expensed	np	3.0	np	4.0
Other operating expenses	26.0	224.1	17.0	267.1
Total expenses	142.6	1 175.0	71.8	1 389.4

* estimate has a relative standard error of between 25% and 50% and should be used with caution

— nil or rounded to zero (including null cells)

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) Includes only businesses for which the predominant activity is book publishing.

(b) Includes only the book publishing expenses of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

(c) Excludes payments to own employees.

(d) Excludes costs included in the category 'Costs of printing overseas'.

(e) Includes customer service, warehousing, etc.

6

CAPITAL EXPENDITURE, By employment size

Capital expenditure item	BOOK PUBLISHERS (a)		OTHER MAJOR CONTRIBUTORS (b)	TOTAL BUSINESSES
	0-19 persons	20 or more persons		
	\$m	\$m	\$m	\$m
Computer equipment and software(c)	*3.6	11.9	0.9	16.5
Other assets	6.0	23.9	12.5	42.4
Total	9.7	35.8	13.4	58.9

* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) Includes only businesses for which the predominant activity is book publishing.

(b) Includes only the book publishing capital expenditure of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

(c) Includes equipment for desktop publishing.

7

VALUE OF INVENTORIES, By employment size

Inventories	BOOK PUBLISHERS (a)		OTHER MAJOR CONTRIBUTORS (b)	TOTAL BUSINESSES
	0-19 persons	20 or more persons		
	\$m	\$m	\$m	\$m
Opening	33.7	272.2	4.3	310.2
Closing	33.0	251.7	4.4	289.1

(a) Includes only businesses for which the predominant activity is book publishing.

(b) Includes only the book publishing inventories of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

	Males	Females	Persons
	no.	no.	no.
Book publishers(a)			
Working proprietors and partners	114	100	213
Employees			
Permanent			
Full-time	1 301	2 239	3 540
Part-time	51	324	375
Casual	183	422	605
<i>Total employees</i>	1 536	2 985	4 521
<i>Total employment</i>	1 649	3 085	4 734
Other major contributors(b)			
Working proprietors and partners	—	—	—
Employees			
Permanent			
Full-time	115	175	290
Part-time	3	33	36
Casual	31	46	77
<i>Total employees</i>	149	254	403
<i>Total employment</i>	149	254	403
Total businesses			
Working proprietors and partners	114	100	213
Employees			
Permanent			
Full-time	1 416	2 414	3 830
Part-time	54	357	411
Casual	214	468	682
<i>Total employees</i>	1 684	3 239	4 924
<i>Total employment</i>	1 798	3 339	5 138

— nil or rounded to zero (including null cells)

- (a) Includes only businesses for which the predominant activity is book publishing.
- (b) Includes only the book publishing employment of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

DOMESTIC AND EXPORT SALES OF BOOKS(a), By category of book

<i>Category of book</i>	<i>Domestic sales</i>	<i>Export and re-export sales(b)</i>	<i>Total</i>
	\$m	\$m	\$m
Print			
Education			
Primary	134.0	40.3	174.4
Secondary	105.3	6.8	112.1
Tertiary	132.4	13.5	145.9
Professional and reference	95.7	6.2	101.9
<i>Total education</i>	<i>467.4</i>	<i>66.8</i>	<i>534.2</i>
General			
Hardback			
Nonfiction	119.4	28.5	147.9
Fiction	87.8	6.3	94.0
Children's	34.2	2.7	36.9
<i>Total hardback</i>	<i>241.4</i>	<i>37.4</i>	<i>278.8</i>
Trade paperback			
Nonfiction	np	np	169.1
Fiction	np	np	66.6
Children's	np	np	33.9
<i>Total trade paperback</i>	<i>200.2</i>	<i>*69.5</i>	<i>269.6</i>
Mass-market paperback			
Nonfiction	89.7	5.3	95.0
Fiction	80.6	4.6	85.2
Children's	64.2	1.7	65.9
<i>Total mass-market paperback</i>	<i>234.5</i>	<i>11.6</i>	<i>246.1</i>
<i>Total general</i>	<i>676.1</i>	<i>118.5</i>	<i>794.5</i>
<i>Total print</i>	<i>1 143.5</i>	<i>185.3</i>	<i>1 328.8</i>
Electronic (including audio books)			
Education	np	np	6.2
General	np	np	5.8
<i>Total electronic</i>	<i>11.2</i>	<i>*0.8</i>	<i>12.1</i>
Total books	1 154.7	186.0	1 340.8

np not available for publication but included in totals where applicable, unless otherwise indicated

* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) Domestic and export sales of books includes all books whether published by the business or not.

(b) Includes re-export sales of \$5.1m and excludes sales of rights which totalled \$9.8m.

10

EXPORT SALES OF BOOKS(a), By country or region of destination

	Percentage	
	Value	book sales
	\$m	%
United States of America	68.1	36.6
Canada	7.6	4.1
United Kingdom	27.4	14.7
New Zealand	37.4	20.1
Asia(b)	12.7	6.8
Papua New Guinea, Fiji and Pacific countries and territories	8.2	4.4
Other(c)	24.6	13.2
Total	186.0	100.0

(a) Includes re-exports of \$5.1m and excludes sales of rights which totalled \$9.8m.

(b) Asian markets most frequently specified were Singapore and Hong Kong.

(c) Other markets most frequently specified were Europe and South Africa.

11

SALES OF BOOKS, By method of sale

	VALUE OF SALES TO			Number of books sold million	Average per book \$
	<i>The</i>	<i>The final</i>	<i>Total</i>		
	<i>Trade</i> (a)	<i>consumer</i> (b)			
	\$m	\$m	\$m		
Australian titles					
Originated and published by the business	536.8	245.4	782.2	77.1	10.1
Originated by other publishers and co-published by the business	np	np	25.1	1.8	14.0
Distributed on behalf of other Australian publishers	np	np	40.9	5.0	8.2
Imported titles	405.6	87.0	492.6	45.6	10.8
Total	989.2	351.7	1 340.8	129.5	10.4

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) 'The Trade' refers to businesses which intend to on-sell books, such as retailers.

(b) 'The final consumer' refers to individuals or organisations which are the end users of books.

12

SALES OF BOOKS, By type of title

Type of title	\$m	%
New(a)	712.9	53.2
Backlist(b)	628.0	46.8
Total	1 340.8	100.0

- (a) Titles published during the period covered by the survey.
- (b) All other titles.

13

SALES OF BOOKS, By origin of title and major category of book

Origin of title	Education books	General books	Total
	\$m	\$m	\$m
Australian titles			
Originated in Australia	np	np	807.8
Acquired from overseas under separate rights agreement	np	np	40.5
Total Australian titles	333.0	515.2	848.3
Imported titles	207.4	285.2	492.6
Total	540.4	800.4	1 340.8

np not available for publication but included in totals where applicable, unless otherwise indicated

	AUSTRALIAN (b)			IMPORTED		
	Number of books sold	Value	Average selling price per book	Number of books sold	Value	Average selling price per book
million	\$m	\$	million	\$m	\$	
.....						
Education						
Primary	15.3	103.3	6.76	np	np	np
Secondary	4.9	95.6	19.39	np	np	np
Tertiary	2.7	53.7	19.53	5.2	89.7	17.20
Professional and reference	*4.3	57.6	13.52	2.8	42.5	15.30
<i>Total education</i>	27.2	310.2	11.40	14.8	209.0	14.09
General						
Hardback						
Nonfiction	7.0	106.1	15.27	2.6	31.9	12.14
Fiction	2.5	48.1	18.93	3.2	33.3	10.31
Children's	1.0	7.6	7.30	2.6	20.4	7.96
<i>Total hardback</i>	10.5	161.9	15.36	8.4	85.7	10.17
Trade paperback						
Nonfiction	11.9	131.4	11.09	3.3	32.3	9.78
Fiction	2.6	34.4	13.12	3.1	33.2	10.75
Children's	2.7	16.6	6.06	2.2	17.9	7.98
<i>Total trade paperback</i>	17.2	182.3	10.60	8.6	83.4	9.66
Mass-market paperback						
Nonfiction	8.5	54.7	6.40	2.8	40.6	14.37
Fiction	7.5	42.7	5.69	4.6	36.0	7.74
Children's	5.5	16.7	3.04	6.2	36.8	5.94
<i>Total mass-market paperback</i>	21.5	114.0	5.30	13.7	113.4	8.30
<i>Total general</i>	49.3	458.2	9.30	30.7	282.5	9.19
Total printed books	76.5	768.4	10.05	45.6	491.5	10.79

np not available for publication but included in totals where applicable, unless otherwise indicated

* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) Excludes electronic books.

(b) Includes books originated and published by the business. Excludes books originated by other businesses and co-published by the business. Excludes books distributed on behalf of other Australian publishers.

Category of title	0-19	20 or	Total
	persons	more persons	
	no.	no.	no.
Printed titles originated and published by the business			
Education			
Primary	387	2 214	2 601
Secondary	100	364	464
Tertiary	*146	346	492
Professional and reference	313	294	608
Total education	946	3 219	4 165
General			
Hardback			
Nonfiction	89	217	306
Fiction	np	np	166
Children's	np	np	157
Total hardback	210	420	629
Trade paperback			
Nonfiction	262	771	1 034
Fiction	42	183	224
Children's	*195	147	*341
Total trade paperback	499	1 101	1 600
Mass-market paperback			
Nonfiction	97	306	403
Fiction	np	np	1 087
Children's	np	np	174
Total mass-market paperback	207	1 457	1 664
Total general	916	2 978	3 893
Total print titles	1 862	6 196	8 058
Electronic titles originated and published by the business	np	np	357
Titles originated by other publishers and co-published by the business	np	np	662
Total titles	2 159	6 918	9 078

* estimate has a relative standard error of between 25% and 50% and should be used with caution

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) Titles published during the period covered by the survey.

		BOOK PUBLISHERS (a)			OTHER MAJOR CONTRIBUTORS (b)		
		1999–00	2000–01(c)	2001–02	1999–00	2000–01(c)	2001–02
Number of books sold	million	128.1	104.0	127.4	1.3	1.3	2.2
Income							
Sales of all books							
Sales of Australian titles	\$m	723.3	715.0	793.2	32.8	32.7	55.1
Sales of imported titles	\$m	509.0	507.9	480.0	5.3	4.9	12.6
Total	\$m	1 232.3	1 223.0	1 273.2	38.1	37.7	67.7
Sales of other goods	\$m	28.1	29.6	np	—	—	np
Other income	\$m	60.1	69.7	np	0.4	1.3	np
Total	\$m	1 320.5	1 322.3	1 395.2	38.5	39.0	75.9
Average income per business	\$m	6.6	6.0	6.2	6.4	5.6	6.3
Expenses							
Wages and salaries	\$m	197.9	214.1	215.2	8.7	9.6	18.2
Royalties and fees	\$m	82.8	83.2	89.7	1.4	1.8	2.1
Other expenses	\$m	963.0	986.3	1 012.8	24.3	26.8	51.4
Total	\$m	1 243.7	1 283.6	1 317.6	34.4	38.2	71.8
Average expenses per business	\$m	6.2	5.8	5.8	5.7	5.5	6.0
Inventories							
Change in inventories	\$m	25.2	22.9	-21.2	-0.9	0.3	0.1
Ratio of inventory to sales of all books	%	25.6	24.8	22.4	7.7	8.4	6.6
Employment							
Males	no.	1 716	1 703	1 649	99	100	149
Females	no.	3 342	3 012	3 085	141	152	254
Persons	no.	5 059	4 715	4 734	240	252	404
Average employment per business	no.	25	21	21	40	36	34
Other key aggregates							
Ratio of royalties and fees to sales of Australian titles	%	11.4	11.6	11.3	4.2	5.6	3.9
Export sales of books(d)	\$m	149.4	167.3	183.5	1.7	1.0	2.5
Internet sales of books	\$m	0.9	np	np	—	np	np
Operating profit before tax	\$m	102.0	61.6	56.4	3.6	1.0	4.2
Profit margin	%	7.7	4.7	4.0	9.3	2.7	5.6
Industry value added	\$m	381.5	371.0	367.0	15.8	14.4	29.1
Average wages and salaries per employee	\$'000	39.7	46.6	47.6	36.3	38.1	45.0
Number of businesses	no.	199	221	226	6	7	12

np not available for publication but included in totals where applicable, unless otherwise indicated

— nil or rounded to zero (including null cells)

(a) Includes only businesses for which the predominant activity is book publishing.

(b) Includes only the book publishing activity of businesses for which the predominant activity is not book publishing, but book publishing income is \$2m or more.

(c) Data for 2000–01 have been revised (see paragraph 22 in the Explanatory Notes).

(d) Includes re-export sales and excludes sales of rights.

		TOTAL BUSINESSES		
		1999–00	2000–01(a)	2001–02
.....				
Number of books sold	million	129.4	105.3	129.5
Income				
Sales of all books				
Sales of Australian titles	\$m	756.1	747.7	848.3
Sales of imported titles	\$m	514.3	512.9	492.6
<i>Total</i>	\$m	1 270.4	1 260.6	1 340.8
Sales of other goods	\$m	28.1	29.6	39.3
Other income	\$m	60.4	71.1	90.9
<i>Total</i>	\$m	1 358.9	1 361.2	1 471.0
Average income per business	\$m	6.6	6.0	6.2
Expenses				
Wages and salaries	\$m	206.6	223.7	233.4
Royalties and fees	\$m	84.2	85.0	91.9
Other expenses	\$m	987.4	1 013.0	1 064.2
<i>Total</i>	\$m	1 278.1	1 321.7	1 389.4
Average expenses per business	\$m	6.2	5.8	5.8
Inventories				
Change in inventories	\$m	24.8	23.2	-21.0
Ratio of inventory to sales of all books	%	25.1	24.4	21.6
Employment				
Males	no.	1 815	1 803	1 798
Females	no.	3 483	3 164	3 339
Persons	no.	5 299	4 967	5 138
Average employment per business	no.	26	22	22
Other key aggregates				
Ratio of royalties and fees to sales of Australian titles	%	11.1	11.4	10.8
Export sales of books(b)	\$m	151.1	168.3	186.0
Internet sales of books	\$m	0.9	1.1	6.8
Operating profit before tax	\$m	105.6	62.7	60.6
Profit margin	%	7.8	4.6	4.1
Industry value added	\$m	397.3	385.4	396.1
Average wages and salaries per employee	\$'000	39.5	46.2	47.4
Number of businesses	no.	205	228	238

(a) Data for 2000–01 have been revised (see paragraph 22 in the Explanatory Notes).

(b) Includes re-export sales and excludes sales of rights.

SELECTED AGGREGATES, Historical comparisons

		1994(a)	1995-96	1997-98	1999-2000	2000-01	2001-02
Number of books sold	million	124.8	130.6	111.5	129.4	104.3	129.5
Sales of all books	\$m	841.7	950.0	1 035.6	1 270.4	1 260.6	1 340.8
Sales of Australian titles	\$m	487.7	561.1	623.5	756.1	747.7	848.3
Sales of imported titles	\$m	354.0	388.9	412.1	514.3	512.9	492.6
Export sales of books(b)	\$m	81.1	80.3	109.8	151.1	162.5	186.0

(a) Data were collected on a calendar year basis in 1994.

(b) Includes re-export sales and excludes sales of rights.

EXPLANATORY NOTES

SCOPE AND COVERAGE

1 The scope of the 2001–02 Book Publishers Survey was all businesses in Australia which had book publishing as their predominant activity, and those businesses which had significant levels of book publishing activity despite being predominantly involved in another activity. Book publishing activity was deemed to be significant if it contributed \$2m or more to business income. Sales of imported books were included as part of book publishing activity.

2 The list of businesses covered by the collection was derived from three sources. The main source was all businesses recorded on the ABS Business Register with a predominant activity of Book and Other Publishing (Australian and New Zealand Standard Industrial Classification Class 2423). A supplementary source was all members of the Australian Publishers Association not already identified from the previous source. A further supplementary source was all businesses recorded as book publishers in *The Australian Writer's Marketplace 2002* (Bookman Press 2002) but not already identified from the other two sources.

3 A sample of businesses which was sourced from the ABS Business Register was contacted in relation to this survey. In contrast, contact was made with all businesses obtained from either the Australian Publishers Association membership list or *The Australian Writer's Marketplace 2002*.

4 In total there were 238 businesses found to be within the scope of the collection (as defined above). Data were obtained from all of the 12 businesses predominantly involved in another activity but with \$2m or more in income from book publishing. In contrast, data were obtained from a sample of those 226 businesses predominantly involved in book publishing. That is, a sample of 168 businesses were selected; their responses have been weighted to represent the 226 businesses in the book publishing industry.

5 For businesses predominantly involved in book publishing, data for their entire operations were included in the survey results with one exception. The one exception is a book publisher that had very high levels of non-book publishing activity; in this case, only data in respect of this business' book publishing activity were included. For businesses predominantly involved in another activity, only data in respect of their book publishing activity were included. Businesses were asked to report on their Australian-based activities, i.e. domestic operations, exports of goods or services from Australia and imports of goods or services into Australia.

STATISTICAL UNITS DEFINED ON THE ABS BUSINESS REGISTER

6 The ABS uses an economic statistics units model on the ABS Business Register to describe the characteristics of businesses, and the structural relationships between related businesses. The units model is also used to break groups of related businesses into relatively homogeneous components that can provide data to the ABS.

7 In mid-2002, to better use the information available as a result of The New Tax System, the ABS changed its economic statistics units model. The new units model allocates businesses to one of two sub-populations. The vast majority of businesses are in what is called the Australian Taxation Office (ATO) Maintained Population, while the remaining businesses are in the ABS Maintained Population. Together, these two sub-populations make up the ABS Business Register population.

ATO Maintained Population

8 Most businesses and organisations in Australia need to obtain an Australian Business Number (ABN), and are then included on the ATO Australian Business Register. Most of these businesses have simple structures; therefore the unit registered for an ABN will satisfy ABS statistical requirements. For these businesses, the ABS is aligning its statistical units structure with the ABN unit. The businesses with simple structures constitute the ATO Maintained Population, and the ABN unit will be used as the economic statistics unit for all economic collections.

EXPLANATORY NOTES *continued*

ABS Maintained Population

9 For the population of businesses where the ABN unit is not suitable for ABS statistical requirements, the ABS will maintain its own units structure through direct contact with the business. These businesses constitute the ABS Maintained Population. This population consists typically of large, complex and diverse businesses. The new statistical units model described below has been introduced to cover such businesses.

Enterprise Group: This is a unit covering all the operations in Australia of one or more legal entities under common ownership and/or control. It covers all the operations in Australia of legal entities which are related in terms of the current Corporations Law (as amended by the *Corporations Legislation Amendment Act 1991*), including legal entities such as companies, trusts, and partnerships. Majority ownership is not required for control to be exercised.

Enterprise: The enterprise is an institutional unit comprising (i) a single legal entity or business entity, or (ii) more than one legal entity or business entity within the same Enterprise Group and in the same institutional sub-sector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia sub-sector).

Type of Activity Unit (TAU): The TAU is comprised of one or more business entities, sub-entities or branches of a business entity within an Enterprise Group that can report production and employment data for similar economic activities. When a minimum set of data items are available, a TAU will be created which covers all the operations within an industry subdivision (and the TAU will be classified to the relevant subdivision of the Australian and New Zealand Standard Industrial Classification). Where a business cannot supply adequate data for each industry, a TAU will be formed which contains activity in more than one industry subdivision.

10 For more information on the impacts of the introduction of the new economic statistics units model, refer to *Information Paper: Improvements in ABS Economic Statistics [Arising from the New Tax System]* (cat. no. 1372.0).

11 Prior to 2001–02, the Book Publishers Survey used the management unit as the statistical unit. For issues of this publication relating to 2001–02 onwards, the statistical unit in the Book Publishers Survey is the ABN unit for businesses with simple structures, and the TAU for businesses with complex structures. In most cases, ABN/TAU units will concord with the management units used prior to 2001–02.

INTERPRETATION OF DATA

12 If a book is available in more than one format, then each version is treated as a separate title. For example, if a book were available in hardback, mass-market paperback and electronically, and all were published during the reference period, these would count as three separate titles for the purposes of table 15. However, if the hardback version had been published before the reference period it would not be included in table 15. Further, in this case, its sales would be categorised as sales of backlist in table 12, whereas sales of the other two versions would be categorised as sales of new titles.

RELIABILITY OF DATA

13 The estimates in this publication are based on information obtained from a sample of businesses. Consequently, these estimates are subject to sampling variability. That is, they may differ from the figures that would have been obtained if the survey had included all in-scope businesses. One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because information was collected from only a sample of businesses.

14 There are about two chances in three that a sample estimate will differ by less than one SE from the figure that would have been obtained if all businesses in the population had been included in the survey, and approximately 19 chances in 20 that the difference will be less than two SEs.

EXPLANATORY NOTES *continued*

RELIABILITY OF DATA *continued*

15 Sampling variability can be measured by using the relative standard error (RSE) which is obtained by expressing the SE as a percentage of the estimate to which it refers. The RSE is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to sampling and hence does not require reference to the size of the estimate.

16 The following table shows the RSEs for a selection of the statistics presented in this publication.

RELATIVE STANDARD ERRORS, for Table 17 — Key aggregates, Total

	1999–2000	2000–01	2001–02
	%	%	%
Number of books sold	7.6	5.9	6.8
Income			
Sales of all books			
Sales of Australian titles	6.4	4.2	6.2
Sales of imported titles	8.8	7.0	8.2
<i>Total</i>	6.7	4.8	5.8
Sales of other goods	9.4	5.0	18.2
Other income	10.1	7.5	10.2
<i>Total</i>	6.6	4.7	5.7
Average income per business	8.3	6.8	12.3
Expenses			
Wages and salaries	6.5	4.5	6.0
Royalties and fees	8.3	5.7	6.1
Other expenses	6.6	4.8	6.0
<i>Total</i>	6.6	4.7	5.9
Average expenses per business	8.2	6.8	12.3
Inventories			
Change in inventories	24.7	17.8	23.7
Ratio of inventory to sales of all books	4.5	3.2	7.4
Employment			
Males	6.8	4.4	6.7
Females	5.7	4.3	6.1
Persons	5.9	4.2	6.0
Average employment per business	7.6	6.2	11.8
Other key aggregates			
Ratio of royalties and fees to sales of Australian titles	5.4	3.4	3.9
Export sales of books	16.5	8.3	15.1
Internet sales of books	16.4	8.5	18.4
Operating profit before tax	10.3	10.3	15.4
Profit margin	6.0	9.3	16.6
Industry value added	7.0	4.5	5.5
Average wages and salaries per employee	1.2	1.0	1.8
Number of businesses	6.1	5.3	11.1

17 As an example, the estimate of total income for book publishers and other major contributors for 2001–02 is \$1,471.0m and the RSE is 5.7%, giving a SE of \$83.8m. Therefore, there are two chances in three that, if all businesses in the population had been included in the survey, a figure in the range of \$1,387.2m to \$1,554.8m would have been obtained, and 19 chances in 20 (i.e. a confidence interval of 95%) that the figure would have been within the range of \$1,303.4m to \$1,638.6m.

EXPLANATORY NOTES *continued*

RELIABILITY OF DATA *continued*

18 Although the table above shows the RSEs for only a selection of the statistics presented in this publication, they have been calculated for all of the statistics and are available on request. Estimates with high RSEs have been marked with asterisks in the tables in which they occur. If an estimate has an RSE between 25% and 50%, it is marked with one asterisk and should be used with caution. If it has an RSE greater than 50%, it is marked with two asterisks and is considered too unreliable for general use.

19 Errors other than those due to sampling may occur because of deficiencies in the coverage of the collection, imperfections in reporting by respondents or non-response. Inaccuracies of this kind are referred to as non-sampling errors and they may occur in any collection, whether it be a census or a sample survey. Every effort is made to reduce non-sampling error to a minimum by careful design and testing of questionnaires, efficient operating procedures and systems, and appropriate methodology.

COMPARISON WITH PREVIOUS DATA

20 The Book Publishers Survey was previously conducted in respect of 1994, 1995–96, 1997–98, 1999–2000 and 2000–01. As for the 2001–02 survey, businesses included in the earlier surveys were either predominantly involved in book publishing or undertook a significant amount of book publishing activity. However, prior to the 1999–2000 survey, the amount of book publishing activity considered to be significant was not defined. This led to some inconsistencies when determining which businesses should be included. Other inconsistencies in the treatment of businesses not predominantly involved in book publishing meant that non-book publishing activity was included in the results for some of these businesses but not for others. From 1999–2000, changes were introduced both to refine the definition of businesses in scope of the survey, and to reduce the amount of non-book publishing activity included for those not predominantly involved in book publishing. It should be noted that the changes have affected the comparability of some data items with surveys prior to 1999–2000. Data items which relate only to books such as the number and value of books sold, the sales of Australian and imported titles, and the export sales of books should not be affected and therefore can be compared over time using the results from 2001–02 and earlier surveys (see table 18).

21 In the previous issue of this publication it was foreshadowed that changes in the statistical infrastructure supporting the compilation of ABS economic series (described in paragraphs 6–11) could have an impact on the comparability of data between 2001–02 and prior years. It has been determined that any differences in the estimates caused by these changes are not statistically significant for this collection. Consequently, there has been no need to adjust the estimates for the prior years to enable comparison over time.

REVISIONS TO 2000–01 DATA

22 The data for 2000–01 have been revised to include corrections to figures previously reported by businesses to the ABS. These revisions are reflected in the 2000–01 data presented in tables 16, 17 and 18.

RELATED PUBLICATIONS

23 ABS publications which may be of interest include:
Book Publishers, Australia, 2000–2001, cat. no. 1363.0
Book Retailers, Australia, 2000–01, cat. no. 1371.0
Manufacturing Industry, Australia, 2000–2001, cat. no. 8221.0

24 Current publications produced by the ABS are listed in the *Catalogue of Publications and Products* (cat. no. 1101.0). The catalogue is available from any ABS office or the ABS web site <<http://www.abs.gov.au>>. The ABS also issues a daily Release Advice on the web site which details products to be released in the week ahead.

25 Detailed information from earlier Book Publishers Surveys for 1994, 1995–96 and 1997–98 is contained in a series of publications produced by the Department of Communications, Information Technology and the Arts entitled *Cultural Trends in Australia, Australian Book Publishing*. Refer to paragraphs 20 to 22 above regarding comparability of data.

EXPLANATORY NOTES *continued*

ABS DATA AVAILABLE ON REQUEST

26 As well as the statistics included in this and related publications, the ABS may have other relevant data available. Inquiries about such data should be made to the contact person noted in the Inquiries box on the Contents page.

ACKNOWLEDGEMENT

27 ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continued cooperation is very much appreciated. Without it, the wide range of statistics published by the ABS would not be available. Information received by the ABS is treated in strict confidence as required by the *Census and Statistics Act 1905*.

GLOSSARY

Audio book	A book which is made available in the form of a recording of someone reading the text. For the purposes of this publication, audio books are included in the electronic books category.
Australian title	A book that has an Australian International Standard Book Number as a result of being either originated (but not necessarily printed) in Australia, or acquired under a separate rights agreement for the Australian market by an Australian-based business.
Backlist title	A title published prior to the period covered by the survey.
Book publishers	Businesses which had book publishing as their predominant activity.
Capital expenditure	Outlays on capital equipment and other capital assets, including all costs capitalised in the account books of a business, e.g. legal fees, real estate transfer costs and assets acquired under finance leases.
Casual employees	Employees who are not entitled to paid holidays or paid sick leave days.
Closing inventories	Inventories of materials, finished goods and work-in-progress held at the end of the reference period.
Copyright Agency Limited income	Licence fees collected on behalf of copyright holders by Copyright Agency Limited from entities it has licensed to copy printed works. These fees are then distributed annually to members of Copyright Agency Limited on the basis of its records of the copying being carried out by licensees.
Educational Lending Right income	Payments made from a Commonwealth Government cultural program to eligible Australian authors and book publishers on the basis that they lose income because of the availability of their books for loan in educational lending libraries.
Educational book	A book which is authored with the intention of it being suitable for use as an aid to formal teaching at the primary, secondary or tertiary level. Reference books and books for use by professionals are also included in this category.
Electronic book	A book which is made available in an electronic format. This may be in the form of a computer file delivered via the Internet or as a CD-ROM, floppy disk or other data media. The text of these books must be read from a computer screen or special hand-held electronic device. For the purposes of this publication, the electronic books category includes audio books.
Employment	Includes working proprietors and working partners of unincorporated businesses, working directors of incorporated companies and trusts, and all employees working for businesses during the last pay period ending in June 2002.
Full-time employees	Employees who work 35 hours per week or more.
General book	A book not authored specifically for educational use.
Hardback	A book with a hard cover. If a book is first published as a hardback, it may later be published in paperback format for the mass market.
Industry value added	The value added to the economy by the industry. It is equal to the sales of goods and services plus government subsidies and changes in the levels of trading inventories, minus purchases and other selected expenses.
Internet sales	Sales for which the order was placed through the Internet.
Mass-market paperback	The conventional form of paperback book. A book published as a mass-market paperback may have been previously published in a different format (e.g. hardback).
New title	A title published during the period covered by the survey.
Opening inventories	Inventories of materials, finished goods and work-in-progress held at the beginning of the reference period.

GLOSSARY *continued*

Operating profit before tax	This item is a measure of profit (or loss) before extraordinary items are brought to account and prior to the deduction of income tax and appropriation to owners. It is derived as total income minus total expenses plus closing inventories minus opening inventories (see separate entries in the Glossary for these components).
Other major contributors	Businesses which had \$2m or more of book publishing activity despite being predominantly involved in another activity.
Part-time employees	Employees who work less than 35 hours per week.
Permanent employees	Employees who are entitled to paid holidays and paid sick leave days.
Profit margin	Operating profit before tax as a percentage of total income.
Public Lending Right income	Payments made from a Commonwealth Government cultural program to eligible Australian authors and book publishers on the basis that they lose income because of the availability of their books for loan in public lending libraries.
Re-exports	Exports from Australia of books originally imported into Australia by the publisher.
Rights	Permissions to use an author's work in different ways, such as publish it in foreign countries, publish it in magazines, broadcast it on radio or make it into a motion picture.
The final consumer	Individuals or organisations such as libraries which are the end users of books.
The trade	Businesses such as book distributors, book clubs, education and library suppliers, and other retailers which on-sell books to other individuals or organisations.
Total expenses	Sum of expense items including wages and salaries, other labour costs, royalties and fees paid, costs of printing, landed costs of books imported, sales and marketing costs, distribution costs, land taxes and land rates, insurance premiums, interest expenses, depreciation and amortisation, bad and doubtful debts, computer software expensed and all other expenses not excluded. Expenses excluded are extraordinary items, export freight charges, excise duty, dividends, income and other direct taxes, costs associated with the transfer of real estate, unrealised gains/losses from revaluation of assets, change in inventories, donations, capital repayments and Goods and Services Tax where this is recoverable as an input tax credit.
Total income	Sum of all income items, which includes sales of books, sales of other products, receipts from royalties, sales of rights, government grants and subsidies, Public Lending Right receipts, Copyright Agency Limited receipts and any other sources of income, with the exception of extraordinary items which are excluded.
Trade paperback	An alternative format to hardback which has the same dimensions as the equivalent hardback, but with a soft cover. A book which is first published as a trade paperback may later also be published as a conventional (mass-market) paperback

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