

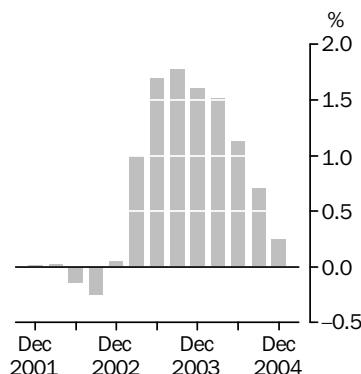
# BUSINESS INDICATORS

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) MON 28 FEB 2005

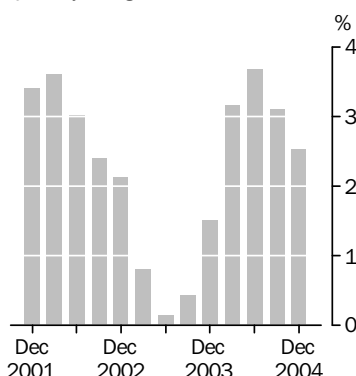
## Inventories (volume terms)

Trend estimates  
Quarterly change



## Company gross operating profits

Trend estimates  
Quarterly change



## INQUIRIES

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or David Coxall on Sydney (02) 9268 4241.

## KEY FIGURES

	Sep Qtr 04 to Dec Qtr 04 %	Dec Qtr 03 to Dec Qtr 04 %
<b>Sales of goods &amp; services (Chain vol. meas.)</b>		
Manufacturing		
Trend	-0.9	-0.9
Seasonally Adjusted	-1.5	-1.5
Wholesale trade		
Trend	0.2	5.1
Seasonally Adjusted	0.5	5.6
<b>Inventories (Chain vol. meas.)</b>		
Trend	0.2	3.6
Seasonally Adjusted	-0.3	3.8
<b>Company profits before income tax</b>		
Trend	7.3	20.6
Seasonally Adjusted	1.3	11.7
<b>Company gross operating profits</b>		
Trend	2.5	13.1
Seasonally Adjusted	0.3	10.5
<b>Wages and salaries</b>		
Seasonally Adjusted	1.4	6.2

## KEY POINTS

### CHAIN VOLUME MEASURES

- The trend estimate for inventories increased by 0.2% this quarter, which was less than the growth of between 0.7% and 1.8% in the previous seven quarters. The seasonally adjusted estimate fell by 0.3% compared with the 0.4% increase last quarter.
- The trend estimate for Manufacturing sales of goods and services (down 0.9%) fell for the third successive quarter. It fell 1.5% in seasonally adjusted terms. The trend estimate of Wholesale trade's sales of goods and services continued the growth since March quarter 2001, with a seasonally adjusted increase of 0.5% this quarter.

### CURRENT PRICE ESTIMATES

- While the trend estimate for company gross operating profits continued the steady growth of recent quarters, the seasonally adjusted estimate increased only slightly (by 0.3%) this quarter.
- Growth in the trend estimate for wages and salaries was slightly lower than in the past two quarters than was the case through 2003-04. The seasonally adjusted estimate grew by 1.4% this quarter.

# NOTES

## FORTHCOMING ISSUES

*ISSUE (Quarter)*

*RELEASE DATE*

March 2005

30 May 2005

June 2005

5 September 2005

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## CHANGES IN THIS ISSUE

There are no changes to this issue.

## COMPARISON BETWEEN COMPANY GROSS OPERATING PROFITS AND GROSS OPERATING SURPLUS

While price changes have had a significant impact on the value of inventories held by Australian businesses this quarter, this impact is less than was the case last quarter. An inventories valuation adjustment (IVA) is applied to the gross operating surplus of private non-financial corporations (GOS) estimate in the Australian National Accounts. As prices for inventories have risen by less in the December quarter than in the September quarter, growth in GOS will be higher after the application of the IVA. The IVA for the December quarter is \$1,537m, which is \$437m lower than September quarter IVA of \$1,974m. No adjustment is made to the company gross operating profits (CGOP) estimate in this publication and, as a result, users should exercise caution when comparing the two series.

It should also be noted that there are other significant differences between the two series. In particular, changes are made to GOS when annual benchmarks are applied and slightly different seasonal factors apply to the two series. Given this, while CGOP movements are an appropriate indicator for GOS, it is not the case that the two series will have equivalent seasonally adjusted movements from quarter to quarter.

## REVISIONS IN THIS ISSUE

As is usually the case after the initial release of a quarter's estimates, revisions have been made to the September quarter 2004 estimates as a result of responses received or revised after the publication of the previous issue and the use of concurrent seasonal adjustment methodology. The net effect on September quarter 2004 estimates of these revisions has been to revise the seasonally adjusted chain volume estimates for Manufacturing sales of goods and services by 0.1% and wholesale trade sales of goods and services by -0.1%. The seasonally adjusted chain volume measure for total inventories has not been revised. Seasonally adjusted current price estimates of wages and salaries have been revised by 0.1 % and company gross operating profits by -0.2%.

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## ABBREVIATIONS

ABN	Australian Business Number
ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
GOS	gross operating surplus
PAYGW	pay-as-you-go withholding
SISCA	Standard Institutional Sector Classification of Australia
TAU	type of activity unit

Peter Harper  
Acting Australian Statistician

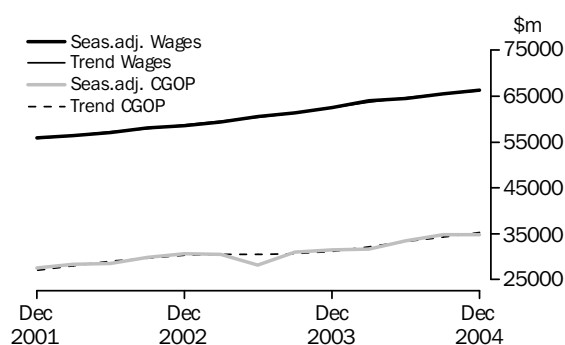
## ANALYSIS BY INDUSTRY

### FEATURED SERIES

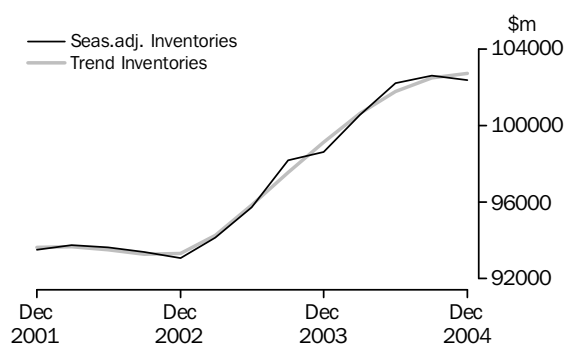
The following graphs and commentary refer to seasonally adjusted and trend estimates of: sales of goods and services ('Sales') and inventories ('Inv.') in volume terms; and wages and salaries ('Wages') and company gross operating profits ('CGOP') in current price terms.

### TOTAL ALL INDUSTRIES

The trend estimate for total company gross operating profits has been growing since September quarter 2001, with growth of over 2% in each of the past four quarters. The seasonally adjusted estimate has levelled off this quarter after two quarters of strong growth. Both the trend and seasonally adjusted estimates for wages and salaries increased by 1% in the latest quarter, continuing the increases experienced in each quarter since each series began in March quarter 2001.



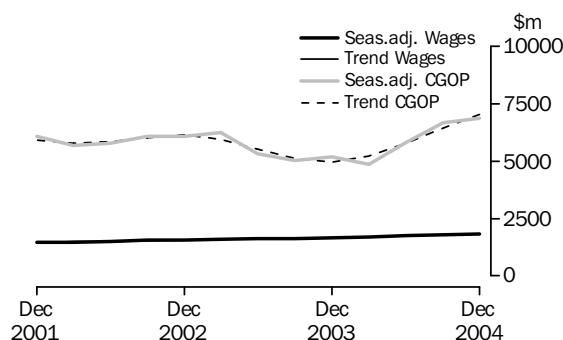
The trend estimate for total inventories increased slightly in the latest quarter. While Retail trade has been the main contributor to this increase it has been offset by decreases in Mining and Manufacturing. The seasonally adjusted estimate decreased slightly in the latest quarter following sustained growth since March quarter 2003.



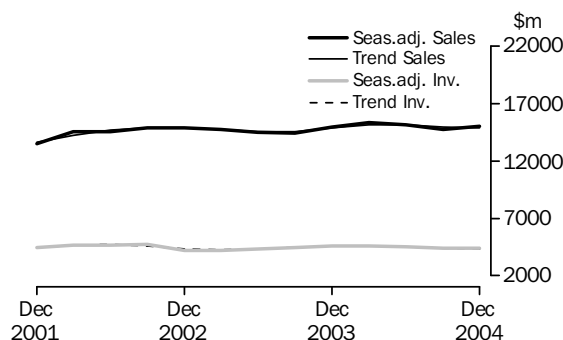
## ANALYSIS BY INDUSTRY *continued*

### MINING

The trend estimate for company gross operating profits has increased strongly - by between 5% and 10% - in each of the latest four quarters after decreasing significantly in the previous four quarters. The seasonally adjusted estimate has levelled off this quarter after growing very strongly in the previous two quarters. The trend estimate for wages and salaries has increased by 2% this quarter, continuing the increases since the series began in March quarter 2001. After increasing strongly in the past three quarters, the seasonally adjusted estimate has increased by just 1% this quarter.



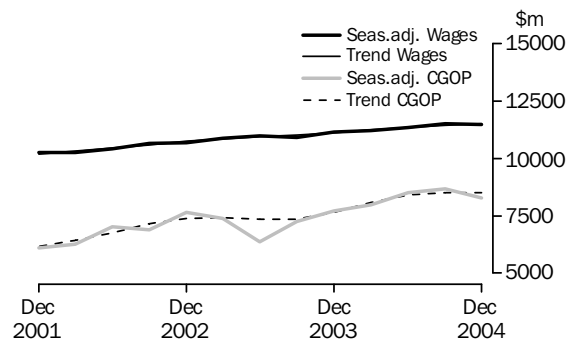
The trend estimate for sales of goods and services has decreased slightly for the third successive quarter. The seasonally adjusted estimate has decreased by 2% in the latest quarter following decreases in the previous two quarters. The trend estimate for inventories has decreased in the latest three quarters following a build up in the previous three quarters. The seasonally adjusted estimate fell slightly this quarter.



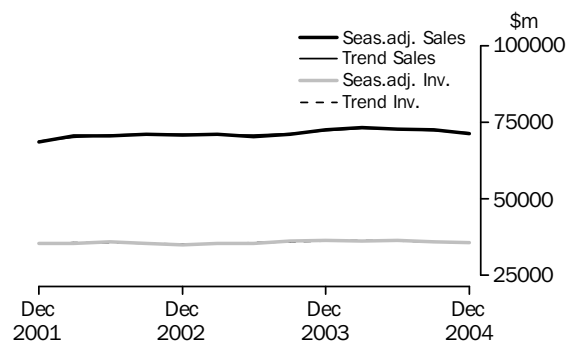
## ANALYSIS BY INDUSTRY *continued*

### MANUFACTURING

The trend estimate for company gross operating profits was relatively flat this quarter after increases in the previous five quarters. The seasonally adjusted estimate decreased by 5% this quarter, the first decrease since June quarter 2003. The trend estimate for wages and salaries increased slightly this quarter, continuing the increases since the series began in March quarter 2001. The seasonally adjusted estimate fell slightly this quarter after four quarters of growth.



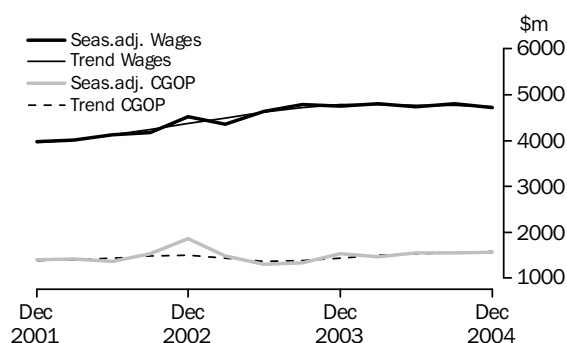
Both the trend and seasonally adjusted estimate for sales of goods and services have declined slightly over the past three quarters. The trend estimate for inventories fell by 1% in each of the past three quarters, with the seasonally adjusted estimate also falling by 1% in each of the past two quarters.



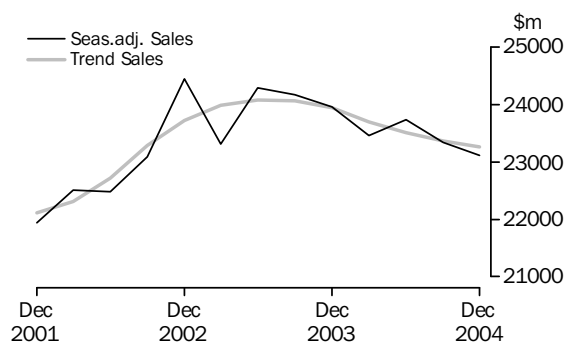
## ANALYSIS BY INDUSTRY *continued*

### CONSTRUCTION

The trend estimate for company gross operating profits has increased by 2% in the latest quarter, continuing the increases September quarter 2003. The seasonally adjusted estimate has increased slightly for the past two quarters. The trend estimate for wages and salaries has decreased slightly in each of the latest four quarters following steady growth in the previous eight quarters. The seasonally adjusted estimate decreased by 2% this quarter following an increase of 1% in the previous quarter.

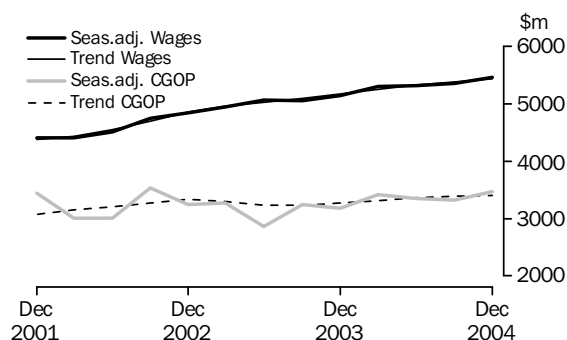


The trend estimate for sales of goods and services has been declining for the past six quarters, decreasing by 3% during the period. The seasonally adjusted estimate decreased by 1% this quarter.



### WHOLESALE TRADE

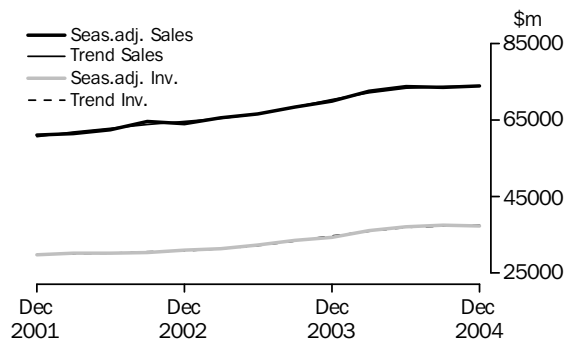
The trend estimate for company gross operating profits has increased by a small amount in each of the past six quarters. The seasonally adjusted estimate rose by 4% this quarter after decreases in each of the two previous quarters. Both the trend and seasonally adjusted estimates for wages and salaries have increased steadily in recent quarters.



## ANALYSIS BY INDUSTRY *continued*

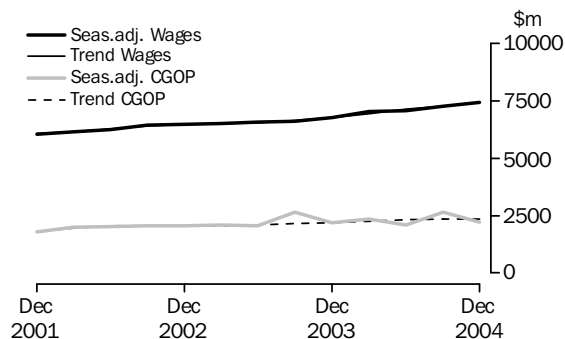
### WHOLESALE TRADE *continued*

While trend estimates for sales of goods and services have continued to increase, growth rates have fallen over the past four quarters. This quarter's seasonally adjusted estimate increased by 1% after a slight downturn the previous quarter. The trend estimate for inventories increased slightly this quarter after stronger growth in each of the past eight quarters. This quarter's seasonally adjusted estimate decreased, the first fall since December quarter 2001.

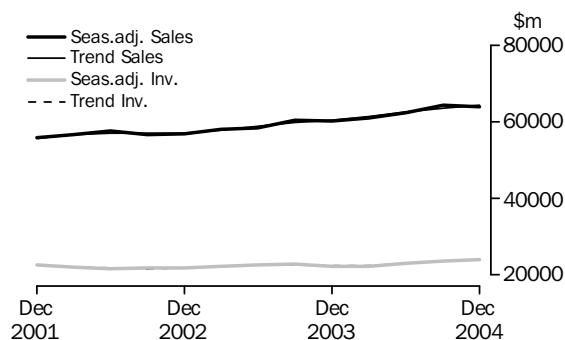


### RETAIL TRADE

The trend estimate for company gross operating profits have been growing for the past eight quarters, with this quarter's increase being the smallest over that period. The seasonally adjusted estimate fell by 16% after a rise of 26% last quarter. The trend estimates for wages and salaries have been increasing by 2% for each of the past five quarters. The seasonally adjusted estimate has also been growing steadily for some time.



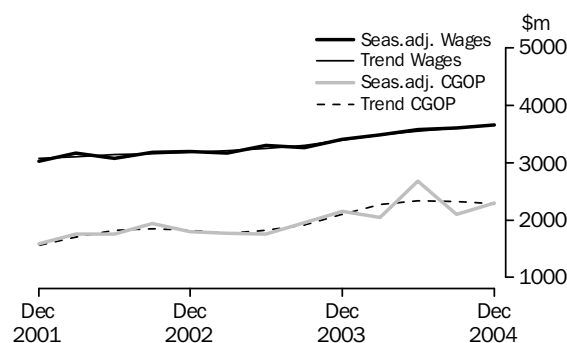
Trend estimates for sales of goods and services have increased by between 1% and 2% in each of the past eight quarters. The seasonally adjusted estimate fell by 1% this quarter after increases in each of the previous three quarters. Trend estimates of inventories have increased over the last four quarters, with a 1% seasonally adjusted increase this quarter.



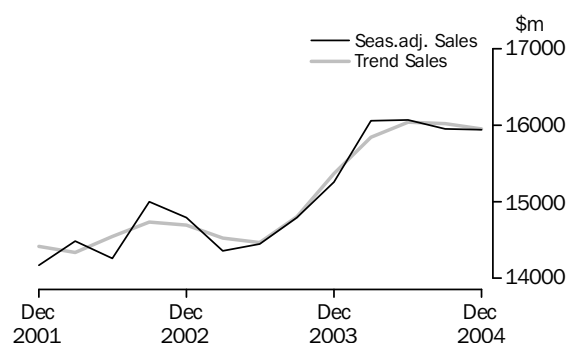
## ANALYSIS BY INDUSTRY *continued*

### TRANSPORT AND STORAGE

The trend estimate for company gross operating profits has fallen for the second successive quarter after five quarters of growth. The seasonally adjusted estimate rose by 10% after falling 22% the previous quarter. Trend estimates for wages and salaries have increased by between 2% and 3% in each of the past six quarters following an extended period of weaker growth. The seasonally adjusted estimate increased by 1% this quarter.

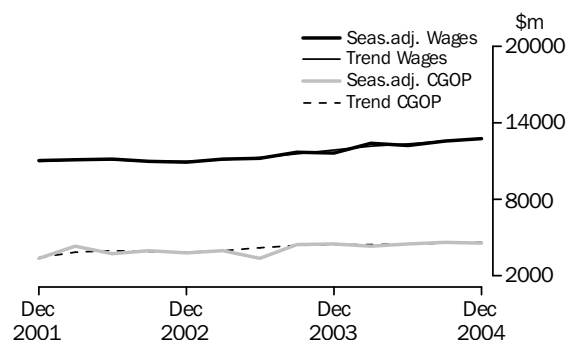


The trend estimate for sales of goods and services fell for the second successive quarter. The seasonally adjusted fell marginally this quarter after a 1% decrease last quarter.



### PROPERTY AND BUSINESS SERVICES

The trend estimate for company gross operating profits continued to grow slowly, with growth in each of the past five quarters being below 2%. The seasonally adjusted estimate decreased by 2% this quarter after two quarters of growth. The trend estimate for wages and salaries has been increasing steadily with increases between 1% and 2% in each of the past eight quarters, with the seasonally adjusted estimate increasing by 2% this quarter.

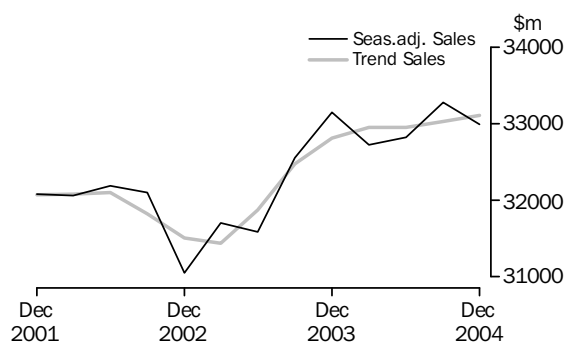




## ANALYSIS BY INDUSTRY *continued*

### PROPERTY AND BUSINESS SERVICES *continued*

Trend estimates of sales of goods and services have been growing constantly over the past seven quarters, with growth in each of the past three quarters being very slight. The seasonally adjusted estimate fell by 1% this quarter following increases in the two previous quarters.



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## INCOME FROM SALES OF GOODS AND SERVICES, Chain volume measures(a)

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m

## ORIGINAL

## 2002-03

December	15 318	73 790	25 290	66 527	62 256	15 534	31 909	31 184
March	14 099	67 044	22 293	62 625	55 437	13 797	29 966	29 682
June	14 359	70 395	24 684	66 085	57 121	14 120	32 420	30 879

## 2003-04

September	14 806	72 460	24 037	69 100	59 082	14 948	32 604	31 890
December	15 390	75 458	24 782	72 006	65 790	16 014	34 058	33 150
March	14 658	69 303	22 434	70 627	59 067	15 429	30 971	30 744
June	15 018	72 673	24 076	73 040	61 041	15 708	33 645	32 977

## 2004-05

September	15 085	73 845	23 211	73 972	63 142	16 108	33 354	34 082
December	15 469	74 306	23 908	75 822	69 911	16 749	33 874	33 336

## SEASONALLY ADJUSTED (c)

## 2002-03

December	14 897	70 952	24 452	64 101	56 970	14 800	31 048	30 610
March	14 796	71 078	23 321	65 597	58 055	14 362	31 708	30 643
June	14 509	70 494	24 297	66 603	58 471	14 448	31 590	31 128

## 2003-04

September	14 412	71 209	24 166	68 461	60 395	14 792	32 558	31 215
December	14 935	72 518	23 965	69 993	60 232	15 258	33 148	32 446
March	15 386	73 394	23 457	72 647	61 121	16 059	32 726	31 783
June	15 165	72 773	23 732	73 672	62 499	16 070	32 825	33 389

## 2004-05

September	14 746	72 558	23 340	73 534	64 400	15 951	33 279	33 307
December	15 018	71 461	23 119	73 918	63 924	15 945	32 993	32 604

## TREND (c)

## 2002-03

December	14 881	71 022	23 725	64 644	57 177	14 697	31 504	30 601
March	14 733	70 830	23 987	65 486	57 820	14 532	31 440	30 749
June	14 537	70 807	24 082	66 666	58 873	14 465	31 871	31 058

## 2003-04

September	14 601	71 427	24 063	68 393	59 765	14 801	32 480	31 459
December	14 922	72 369	23 955	70 390	60 454	15 368	32 817	31 923
March	15 167	73 061	23 692	72 255	61 406	15 847	32 953	32 496
June	15 135	72 914	23 518	73 308	62 570	16 041	32 956	32 909

## 2004-05

September	14 976	72 367	23 365	73 794	63 694	16 027	33 036	33 075
December	14 920	71 697	23 259	73 951	64 502	15 951	33 110	33 110

(a) Reference year for chain volume measures is 2002-03.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Seasonally adjusted and trend estimates for Mining, Construction and Other selected industries are experimental at this stage due to the short time span of the series.

# SALES OF GOODS AND SERVICES, Chain volume measures(a)—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2002–03</b>								
December	–0.5	1.7	10.1	1.3	12.2	2.5	–0.8	0.4
March	–8.0	–9.1	–11.8	–5.9	–11.0	–11.2	–6.1	–4.8
June	1.8	5.0	10.7	5.5	3.0	2.3	8.2	4.0
<b>2003–04</b>								
September	3.1	2.9	–2.6	4.6	3.4	5.9	0.6	3.3
December	3.9	4.1	3.1	4.2	11.4	7.1	4.5	4.0
March	–4.8	–8.2	–9.5	–1.9	–10.2	–3.7	–9.1	–7.3
June	2.5	4.9	7.3	3.4	3.3	1.8	8.6	7.3
<b>2004–05</b>								
September	0.4	1.6	–3.6	1.3	3.4	2.5	–0.9	3.4
December	2.5	0.6	3.0	2.5	10.7	4.0	1.6	–2.2
SEASONALLY ADJUSTED (c)								
<b>2002–03</b>								
December	–0.2	–0.4	5.9	–0.8	0.3	–1.4	–3.3	0.4
March	–0.7	0.2	–4.6	2.3	1.9	–3.0	2.1	0.1
June	–1.9	–0.8	4.2	1.5	0.7	0.6	–0.4	1.6
<b>2003–04</b>								
September	–0.7	1.0	–0.5	2.8	3.3	2.4	3.1	0.3
December	3.6	1.8	–0.8	2.2	–0.3	3.2	1.8	3.9
March	3.0	1.2	–2.1	3.8	1.5	5.3	–1.3	–2.0
June	–1.4	–0.8	1.2	1.4	2.3	0.1	0.3	5.1
<b>2004–05</b>								
September	–2.8	–0.3	–1.7	–0.2	3.0	–0.7	1.4	–0.2
December	1.8	–1.5	–0.9	0.5	–0.7	0.0	–0.9	–2.1
TREND (c)								
<b>2002–03</b>								
December	0.0	–0.1	1.9	1.3	0.1	–0.3	–1.0	1.1
March	–1.0	–0.3	1.1	1.3	1.1	–1.1	–0.2	0.5
June	–1.3	0.0	0.4	1.8	1.8	–0.5	1.4	1.0
<b>2003–04</b>								
September	0.4	0.9	–0.1	2.6	1.5	2.3	1.9	1.3
December	2.2	1.3	–0.4	2.9	1.2	3.8	1.0	1.5
March	1.6	1.0	–1.1	2.7	1.6	3.1	0.4	1.8
June	–0.2	–0.2	–0.7	1.5	1.9	1.2	0.0	1.3
<b>2004–05</b>								
September	–1.1	–0.8	–0.6	0.7	1.8	–0.1	0.2	0.5
December	–0.4	–0.9	–0.5	0.2	1.3	–0.5	0.2	0.1

(a) Reference year for chain volume measures is 2002–03.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Seasonally adjusted and trend estimates for Mining, Construction and Other selected industries are experimental at this stage due to the short time span of the series.

## SALES OF GOODS AND SERVICES, Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2002-03</b>								
December	15 548	73 783	25 108	67 533	62 194	15 545	31 800	30 988
March	14 353	67 789	22 377	63 529	55 618	13 878	30 084	29 682
June	13 666	70 502	25 148	64 355	57 224	14 071	32 753	30 972
<b>2003-04</b>								
September	13 756	72 332	24 811	65 844	59 080	15 007	33 353	32 382
December	13 937	75 278	25 834	67 400	65 722	16 372	35 006	34 083
March	12 959	69 746	23 747	65 235	59 015	15 683	32 257	32 135
June	14 900	74 445	25 903	68 048	60 823	15 985	35 132	34 582
<b>2004-05</b>								
September	16 423	77 600	25 289	70 368	62 827	16 572	35 033	35 974
December	16 796	79 718	26 349	72 180	69 673	17 740	35 757	35 833
SEASONALLY ADJUSTED (b)								
<b>2002-03</b>								
December	15 116	70 966	24 275	65 117	56 972	14 803	30 948	30 399
March	15 066	71 834	23 408	66 406	58 305	14 440	31 838	30 653
June	13 809	70 579	24 748	64 748	58 637	14 391	31 919	31 221
<b>2003-04</b>								
September	13 399	71 079	24 948	65 081	60 456	14 843	33 312	31 700
December	13 527	72 341	24 984	65 326	60 232	15 591	34 077	33 334
March	13 600	73 871	24 833	66 997	61 130	16 315	34 091	33 251
June	15 033	74 526	25 515	68 425	62 339	16 345	34 282	34 993
<b>2004-05</b>								
September	16 040	76 271	25 443	69 700	64 145	16 404	34 960	35 177
December	16 312	76 767	25 485	70 091	63 773	16 880	34 833	35 017
TREND (b)								
<b>2002-03</b>								
December	15 119	71 090	23 569	65 356	57 204	14 713	31 384	30 461
March	14 743	71 178	24 105	65 607	57 986	14 539	31 571	30 684
June	14 054	71 036	24 512	65 266	59 042	14 487	32 255	31 202
<b>2003-04</b>								
September	13 469	71 316	24 809	65 047	59 863	14 907	33 169	31 951
December	13 378	72 243	25 013	65 573	60 475	15 578	33 821	32 853
March	13 959	73 612	25 087	66 922	61 350	16 110	34 232	33 826
June	14 880	74 840	25 286	68 318	62 439	16 374	34 445	34 563
<b>2004-05</b>								
September	15 785	75 929	25 459	69 472	63 503	16 554	34 711	35 043
December	16 537	76 898	25 574	70 298	64 249	16 728	34 966	35 369

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Seasonally adjusted and trend estimates for Mining, Construction and Other selected industries are experimental at this stage due to the short time span of the series.

## SALES OF GOODS AND SERVICES BY STATE(a), Current prices, Original

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
<b>2002-03</b>								
December	111 366	83 306	57 186	22 929	36 500	5 071	2 829	3 313
March	102 648	77 638	51 501	20 989	34 506	4 854	2 244	2 931
June	105 551	80 800	53 486	22 177	35 661	5 055	2 617	3 342
<b>2003-04</b>								
September	107 755	82 246	56 197	22 691	36 393	5 293	2 750	3 240
December	114 184	88 335	57 952	23 245	38 004	5 603	2 771	3 539
March	106 126	82 884	53 187	22 661	35 001	5 334	2 313	3 271
June	111 218	86 505	59 305	23 963	36 882	5 254	2 988	3 702
<b>2004-05</b>								
September	114 970	89 259	61 497	24 357	37 825	5 363	3 191	3 626
December	119 693	92 195	63 792	25 962	39 588	5 804	3 456	3 545

(a) State sales data should be used with caution. See paragraph 15 of the Technical Note.

## SALES OF GOODS AND SERVICES BY STATE(a), Current prices, Original—Percentage change from previous quarter

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania(b)</i>	<i>Northern Territory(b)</i>	<i>Australian Capital Territory(b)</i>
	%	%	%	%	%	%	%	%
<b>2002-03</b>								
December	4.3	6.0	3.2	5.4	4.9	10.3	8.7	-5.6
March	-7.8	-6.8	-9.9	-8.5	-5.5	-4.3	-20.7	-11.5
June	2.8	4.1	3.9	5.7	3.3	4.1	16.7	14.0
<b>2003-04</b>								
September	2.1	1.8	5.1	2.3	2.1	4.7	5.1	-3.1
December	6.0	7.4	3.1	2.4	4.4	5.9	0.8	9.2
March	-7.1	-6.2	-8.2	-2.5	-7.9	-4.8	-16.5	-7.6
June	4.8	4.4	11.5	5.7	5.4	-1.5	29.2	13.2
<b>2004-05</b>								
September	3.4	3.2	3.7	1.6	2.6	2.1	6.8	-2.1
December	4.1	3.3	3.7	6.6	4.7	8.2	8.3	-2.2

(a) State sales data should be used with caution. See paragraph 15 of the Technical Note.

(b) The relative standard errors on the movement estimates for these states are significantly higher than those for the larger states, and the quarterly movement estimates should be used with caution.

## INVENTORIES, Chain volume measures(a)

	Mining	Manufacturing	Wholesale trade	Retail trade	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
<b>2002-03</b>						
December	4 267	34 350	32 606	22 130	1 064	94 441
March	4 219	35 674	31 381	22 509	1 043	94 817
June	4 258	35 569	31 308	21 985	1 006	94 125
<b>2003-04</b>						
September	4 517	36 400	32 181	22 981	1 053	97 132
December	4 669	35 848	37 084	22 450	1 075	101 126
March	4 579	36 664	37 122	22 597	1 096	102 059
June	4 446	36 466	36 307	22 501	1 070	100 790
<b>2004-05</b>						
September	4 419	36 211	36 458	23 819	1 042	101 951
December	4 413	35 065	39 642	24 190	1 052	104 365
SEASONALLY ADJUSTED						
<b>2002-03</b>						
December	4 240	34 954	31 004	21 871	1 034	93 093
March	4 213	35 374	31 304	22 240	1 039	94 159
June	4 335	35 485	32 322	22 586	1 016	95 744
<b>2003-04</b>						
September	4 478	36 160	33 595	22 903	1 071	98 206
December	4 629	36 457	34 294	22 203	1 052	98 634
March	4 578	36 337	36 239	22 334	1 089	100 577
June	4 528	36 373	37 114	23 115	1 083	102 212
<b>2004-05</b>						
September	4 382	35 971	37 503	23 724	1 061	102 641
December	4 370	35 704	37 339	23 937	1 032	102 384
TREND						
<b>2002-03</b>						
December	4 364	35 191	30 864	21 906	1 032	93 343
March	4 251	35 226	31 484	22 284	1 034	94 271
June	4 316	35 632	32 313	22 575	1 036	95 872
<b>2003-04</b>						
September	4 481	36 072	33 393	22 580	1 050	97 575
December	4 585	36 365	34 697	22 432	1 068	99 146
March	4 587	36 438	36 009	22 531	1 081	100 646
June	4 509	36 256	36 923	23 018	1 076	101 782
<b>2004-05</b>						
September	4 422	36 014	37 414	23 590	1 061	102 501
December	4 351	35 759	37 580	24 025	1 041	102 755

(a) Reference year for chain volume measures is 2002-03.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## INVENTORIES, Chain volume measures(a)—Percentage change from previous quarter

	Mining	Manufacturing	Wholesale trade	Retail trade	Other selected industries(b)	Total
	%	%	%	%	%	%
ORIGINAL						
<b>2002–03</b>						
December	–10.5	–3.4	7.2	1.4	3.9	0.9
March	–1.1	3.9	–3.8	1.7	–2.0	0.4
June	0.9	–0.3	–0.2	–2.3	–3.5	–0.7
<b>2003–04</b>						
September	6.1	2.3	2.8	4.5	4.6	3.2
December	3.4	–1.5	15.2	–2.3	2.1	4.1
March	–1.9	2.3	0.1	0.7	2.0	0.9
June	–2.9	–0.5	–2.2	–0.4	–2.4	–1.2
<b>2004–05</b>						
September	–0.6	–0.7	0.4	5.9	–2.6	1.2
December	–0.1	–3.2	8.7	1.6	0.9	2.4
SEASONALLY ADJUSTED						
<b>2002–03</b>						
December	–10.2	–1.2	1.7	0.4	–1.7	–0.3
March	–0.6	1.2	1.0	1.7	0.5	1.1
June	2.9	0.3	3.3	1.6	–2.2	1.7
<b>2003–04</b>						
September	3.3	1.9	3.9	1.4	5.4	2.6
December	3.4	0.8	2.1	–3.1	–1.8	0.4
March	–1.1	–0.3	5.7	0.6	3.5	2.0
June	–1.1	0.1	2.4	3.5	–0.5	1.6
<b>2004–05</b>						
September	–3.2	–1.1	1.0	2.6	–2.0	0.4
December	–0.3	–0.7	–0.4	0.9	–2.8	–0.3
TREND						
<b>2002–03</b>						
December	–4.5	–0.7	1.0	0.9	–1.0	0.0
March	–2.6	0.1	2.0	1.7	0.2	1.0
June	1.5	1.2	2.6	1.3	0.2	1.7
<b>2003–04</b>						
September	3.8	1.2	3.3	0.0	1.4	1.8
December	2.3	0.8	3.9	–0.7	1.7	1.6
March	0.0	0.2	3.8	0.4	1.2	1.5
June	–1.7	–0.5	2.5	2.2	–0.5	1.1
<b>2004–05</b>						
September	–1.9	–0.7	1.3	2.5	–1.4	0.7
December	–1.6	–0.7	0.4	1.8	–1.9	0.2

(a) Reference year for chain volume measures is 2002–03.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.



## INVENTORIES, Current prices

	Mining	Manufacturing	Wholesale trade	Retail trade	Other selected industries(a)	Total
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
<b>2002-03</b>						
December	4 319	34 569	32 764	22 188	1 072	**94 911
March	4 318	36 145	31 029	22 686	1 034	95 212
June	4 255	35 650	30 314	22 163	1 000	93 382
<b>2003-04</b>						
September	4 412	35 915	30 651	23 166	1 052	95 197
December	4 551	35 214	33 331	22 698	1 086	96 879
March	4 549	36 234	32 971	22 962	1 107	97 822
June	4 520	36 801	32 692	22 753	1 089	97 854
<b>2004-05</b>						
September	4 698	38 163	33 546	23 982	1 083	101 472
December	4 798	38 169	35 578	24 404	1 127	104 076
SEASONALLY ADJUSTED						
<b>2002-03</b>						
December	4 292	35 172	31 207	21 928	1 041	93 640
March	4 313	35 845	30 876	22 415	1 029	94 478
June	4 331	35 555	31 169	22 769	1 009	94 833
<b>2003-04</b>						
September	4 373	35 682	31 499	23 087	1 072	95 713
December	4 511	35 807	31 793	22 448	1 063	95 622
March	4 547	35 921	32 825	22 694	1 098	97 085
June	4 603	36 708	33 554	23 373	1 101	99 339
<b>2004-05</b>						
September	4 658	37 920	34 366	23 886	1 103	101 933
December	4 751	38 836	33 996	24 149	1 105	102 837
TREND						
<b>2002-03</b>						
December	4 421	35 348	31 122	21 933	1 035	93 859
March	4 311	35 525	31 086	22 426	1 031	94 379
June	4 312	35 676	31 111	22 763	1 030	94 892
<b>2003-04</b>						
September	4 400	35 675	31 426	22 795	1 050	95 346
December	4 479	35 716	31 979	22 699	1 075	95 948
March	4 550	36 074	32 777	22 825	1 093	97 319
June	4 607	36 830	33 536	23 280	1 100	99 353
<b>2004-05</b>						
September	4 668	37 795	34 047	23 801	1 104	101 415
December	4 738	38 782	34 309	24 228	1 106	103 163

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

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## COMPANY PROFITS BEFORE INCOME TAX(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2002-03</b>									
December	2 960	5 387	1 586	2 682	1 972	1 023	2 452	2 709	**20 771
March	4 394	4 672	1 036	2 613	1 059	585	2 538	2 864	19 760
June	3 878	3 567	991	2 229	933	227	1 561	4 899	18 286
<b>2003-04</b>									
September	3 253	4 665	^ 974	2 756	1 558	^ 802	^ 4 222	3 176	21 405
December	3 891	5 750	^ 1 203	2 765	2 354	1 326	^ 3 415	4 091	24 796
March	2 804	4 996	^ 969	2 688	1 401	^ 796	^ 2 810	2 644	19 108
June	2 185	5 386	^ 1 209	2 435	1 090	1 091	^ 3 557	1 590	18 543
<b>2004-05</b>									
September	5 011	6 493	^ 1 070	2 751	1 602	^ 867	^ 3 637	4 530	25 960
December	2 734	6 292	^ 1 262	3 037	2 496	1 422	^ 3 804	6 702	27 750
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	3 356	4 785	1 422	2 564	1 325	742	2 266	2 207	18 667
March	4 277	4 965	1 144	2 648	1 237	587	2 787	3 055	20 700
June	3 793	4 079	977	2 360	1 220	502	1 608	5 451	19 990
<b>2003-04</b>									
September	3 028	4 415	1 014	2 711	1 752	816	4 109	2 954	20 799
December	4 496	5 114	1 075	2 642	1 687	1 030	3 220	3 548	22 812
March	2 696	5 278	1 066	2 712	1 580	795	3 080	2 836	20 043
June	2 134	6 158	1 198	2 597	1 390	1 378	3 601	2 180	20 636
<b>2004-05</b>									
September	4 671	6 176	1 111	2 681	1 795	882	3 514	4 309	25 139
December	3 187	5 574	1 129	2 926	1 817	1 116	3 610	6 114	25 473
TREND									
<b>2002-03</b>									
December	3 720	4 629	1 139	2 608	1 245	711	2 450	2 298	18 800
March	3 788	4 584	1 097	2 559	1 263	598	2 385	3 452	19 726
June	3 802	4 473	1 036	2 538	1 250	626	2 663	4 125	20 513
<b>2003-04</b>									
September	3 771	4 481	1 014	2 599	1 729	743	3 113	3 950	21 400
December	3 359	4 904	1 050	2 661	1 650	922	3 376	3 179	21 101
March	3 102	5 543	1 108	2 664	1 557	1 040	3 415	2 600	21 029
June	3 117	5 897	1 135	2 658	1 567	1 071	3 380	3 094	21 919
<b>2004-05</b>									
September	3 387	5 993	1 141	2 730	1 674	1 081	3 555	4 143	23 704
December	3 707	5 924	1 134	2 824	1 811	1 082	3 611	5 345	25 438

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

(a) This measure includes all incorporated businesses as well as unincorporated businesses employing more than 250 persons. See paragraph 8 of the Explanatory Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

# COMPANY PROFITS BEFORE INCOME TAX(a), Current prices—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2002-03</b>									
December	np	25.9	42.0	0.2	104.1	19.4	-17.0	118.5	15.5
March	48.4	-13.3	-34.7	-2.6	-46.3	-42.8	3.5	5.7	-4.9
June	-11.7	-23.7	-4.3	-14.7	-11.9	-61.2	-38.5	71.0	-7.5
<b>2003-04</b>									
September	-16.1	30.8	-1.8	23.6	67.0	253.4	170.5	-35.2	17.1
December	19.6	23.2	23.6	0.3	51.1	65.4	-19.1	28.8	15.8
March	-27.9	-13.1	-19.5	-2.8	-40.5	-40.0	-17.7	-35.4	-22.9
June	-22.1	7.8	24.8	-9.4	-22.2	37.1	26.6	-39.8	-3.0
<b>2004-05</b>									
September	129.3	20.6	-11.5	13.0	47.0	-20.6	2.3	184.8	40.0
December	-45.4	-3.1	18.0	10.4	55.8	64.0	4.6	48.0	6.9
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	np	18.9	23.1	-3.3	14.3	-14.3	-20.5	115.5	7.7
March	27.5	3.7	-19.6	3.3	-6.7	-20.9	23.0	38.4	10.9
June	-11.3	-17.8	-14.6	-10.9	-1.3	-14.5	-42.3	78.4	-3.4
<b>2003-04</b>									
September	-20.2	8.3	3.8	14.9	43.6	62.5	155.6	-45.8	4.0
December	48.5	15.8	6.0	-2.5	-3.7	26.3	-21.6	20.1	9.7
March	-40.0	3.2	-0.8	2.7	-6.3	-22.8	-4.4	-20.1	-12.1
June	-20.8	16.7	12.3	-4.2	-12.0	73.3	16.9	-23.1	3.0
<b>2004-05</b>									
September	118.8	0.3	-7.3	3.2	29.1	-36.0	-2.4	97.7	21.8
December	-31.8	-9.7	1.7	9.1	1.2	26.5	2.7	41.9	1.3
TREND									
<b>2002-03</b>									
December	6.4	3.9	0.9	2.9	3.7	-16.0	-2.5	70.3	7.3
March	1.8	-1.0	-3.7	-1.9	1.4	-15.9	-2.7	50.2	4.9
June	0.4	-2.4	-5.5	-0.8	-1.0	4.6	11.7	19.5	4.0
<b>2003-04</b>									
September	-0.8	0.2	-2.2	2.4	38.3	18.8	16.9	-4.2	4.3
December	-10.9	9.4	3.6	2.4	-4.6	24.1	8.4	-19.5	-1.4
March	-7.6	13.0	5.6	0.1	-5.7	12.8	1.2	-18.2	-0.3
June	0.5	6.4	2.4	-0.2	0.7	3.1	-1.0	19.0	4.2
<b>2004-05</b>									
September	8.7	1.6	0.5	2.7	6.8	0.9	5.2	33.9	8.1
December	9.5	-1.2	-0.6	3.5	8.2	0.1	1.6	29.0	7.3

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

(a) This measure includes all incorporated businesses as well as unincorporated businesses employing 250 persons or more. See paragraph 8 of the Explanatory Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## COMPANY GROSS OPERATING PROFITS(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m

## ORIGINAL

<b>2002-03</b>									
December	6 140	8 051	1 971	3 392	2 985	2 134	3 994	4 330	**32 997
March	6 041	6 943	1 357	3 107	1 824	1 714	3 569	4 127	28 682
June	5 194	6 185	1 373	2 824	1 708	1 466	3 329	4 950	27 029
<b>2003-04</b>									
September	5 278	7 550	^ 1 313	3 318	2 285	1 975	^ 4 747	5 248	31 713
December	5 272	8 085	^ 1 611	3 326	3 160	2 580	^ 4 751	5 228	34 013
March	4 705	7 514	^ 1 338	3 251	2 079	1 976	^ 3 917	4 847	29 626
June	5 698	8 301	^ 1 641	3 277	1 717	2 236	^ 4 503	4 812	32 184
<b>2004-05</b>									
September	7 008	8 999	^ 1 512	3 416	2 262	2 109	4 950	5 327	35 584
December	7 001	8 727	^ 1 660	3 635	3 177	2 773	4 773	5 902	37 648

## SEASONALLY ADJUSTED

<b>2002-03</b>									
December	6 086	7 639	1 860	3 248	2 062	1 795	3 809	4 174	30 673
March	6 260	7 387	1 487	3 276	2 081	1 772	3 962	4 363	30 589
June	5 320	6 377	1 300	2 868	2 073	1 761	3 361	5 116	28 176
<b>2003-04</b>									
September	5 023	7 246	1 344	3 244	2 661	1 959	4 452	5 001	30 930
December	5 207	7 704	1 528	3 174	2 205	2 158	4 545	5 002	31 524
March	4 880	7 989	1 463	3 416	2 342	2 046	4 353	5 142	31 631
June	5 834	8 520	1 548	3 353	2 090	2 684	4 534	4 992	33 555
<b>2004-05</b>									
September	6 696	8 690	1 555	3 328	2 635	2 103	4 652	5 078	34 737
December	6 871	8 271	1 569	3 467	2 219	2 303	4 559	5 570	34 829

## TREND

<b>2002-03</b>									
December	6 157	7 398	1 494	3 342	2 064	1 818	3 850	4 138	30 277
March	5 939	7 411	1 431	3 298	2 072	1 774	3 994	4 530	30 520
June	5 529	7 349	1 369	3 228	2 091	1 821	4 207	4 872	30 565
<b>2003-04</b>									
September	5 119	7 359	1 380	3 233	2 161	1 920	4 404	5 055	30 701
December	4 951	7 640	1 443	3 266	2 198	2 100	4 468	5 082	31 162
March	5 229	8 081	1 509	3 317	2 257	2 266	4 483	5 020	32 148
June	5 801	8 404	1 533	3 360	2 316	2 331	4 518	5 070	33 330
<b>2004-05</b>									
September	6 447	8 524	1 552	3 388	2 359	2 324	4 577	5 199	34 369
December	7 040	8 513	1 578	3 408	2 367	2 287	4 630	5 386	35 242

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

(a) This measure includes all incorporated businesses as well as unincorporated businesses employing 250 persons or more. See paragraph 8 of the Explanatory Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

# COMPANY GROSS OPERATING PROFITS(a), Current prices—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2002-03</b>									
December	-3.9	12.2	32.2	-6.0	70.1	8.8	-4.9	6.3	7.6
March	-1.6	-13.8	-31.1	-8.4	-38.9	-19.7	-10.7	-4.7	-13.1
June	-14.0	-10.9	1.2	-9.1	-6.4	-14.4	-6.7	19.9	-5.8
<b>2003-04</b>									
September	1.6	22.1	-4.4	17.5	33.8	34.7	42.6	6.0	17.3
December	-0.1	7.1	22.7	0.2	38.3	30.6	0.1	-0.4	7.3
March	-10.8	-7.1	-17.0	-2.3	-34.2	-23.4	-17.6	-7.3	-12.9
June	21.1	10.5	22.7	0.8	-17.4	13.1	15.0	-0.7	8.6
<b>2004-05</b>									
September	23.0	8.4	-7.9	4.2	31.8	-5.6	9.9	10.7	10.6
December	-0.1	-3.0	9.8	6.4	40.4	31.5	-3.6	10.8	5.8
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	0.2	10.7	21.4	-8.2	0.0	-7.3	-3.7	8.6	2.8
March	np	-3.3	-20.0	0.9	0.9	-1.3	4.0	4.5	-0.3
June	-15.0	-13.7	-12.6	-12.5	-0.4	-0.6	-15.2	17.3	-7.9
<b>2003-04</b>									
September	-5.6	13.6	3.4	13.1	28.3	11.3	32.4	-2.2	9.8
December	3.7	6.3	13.7	-2.1	-17.1	10.2	2.1	0.0	1.9
March	-6.3	3.7	-4.3	7.6	6.2	-5.2	-4.2	2.8	0.3
June	19.5	6.6	5.9	-1.9	-10.8	31.2	4.2	-2.9	6.1
<b>2004-05</b>									
September	14.8	2.0	0.5	-0.7	26.0	-21.6	2.6	1.7	3.5
December	2.6	-4.8	0.9	4.2	-15.8	9.5	-2.0	9.7	0.3
TREND									
<b>2002-03</b>									
December	2.2	3.3	0.8	2.2	-0.1	-1.9	-1.2	6.1	2.1
March	-3.5	0.2	-4.2	-1.3	0.4	-2.4	3.7	9.5	0.8
June	-6.9	-0.8	-4.4	-2.1	0.9	2.6	5.4	7.5	0.1
<b>2003-04</b>									
September	-7.4	0.1	0.8	0.1	3.4	5.5	4.7	3.8	0.4
December	-3.3	3.8	4.6	1.0	1.7	9.4	1.5	0.5	1.5
March	5.6	5.8	4.5	1.6	2.7	7.9	0.3	-1.2	3.2
June	10.9	4.0	1.6	1.3	2.6	2.9	0.8	1.0	3.7
<b>2004-05</b>									
September	11.1	1.4	1.3	0.8	1.8	-0.3	1.3	2.5	3.1
December	9.2	-0.1	1.7	0.6	0.3	-1.6	1.2	3.6	2.5

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

(a) This measure includes all incorporated businesses as well as unincorporated businesses employing 250 persons or more. See paragraph 8 of the Explanatory Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## UNINCORPORATED GROSS OPERATING PROFITS(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2002-03</b>									
December	7	546	612	501	1 303	244	1 715	922	5 849
March	37	412	586	540	1 042	207	1 611	819	5 255
June	28	434	718	526	1 056	222	1 798	849	5 630
<b>2003-04</b>									
September	19	534	719	526	1 150	284	2 247	1 049	6 527
December	23	589	804	742	1 270	268	2 315	1 091	7 102
March	22	432	576	626	1 112	250	1 906	1 048	5 973
June	38	517	668	518	1 149	228	1 953	1 059	6 130
<b>2004-05</b>									
September	29	684	821	579	1 125	267	1 894	1 244	6 645
December	16	833	896	511	1 252	306	1 888	1 302	7 005
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	7	484	561	438	1 148	236	1 663	854	5 391
March	44	460	631	540	1 084	221	1 755	827	5 562
June	25	485	717	618	1 111	231	1 805	935	5 927
<b>2003-04</b>									
September	18	495	733	523	1 205	266	2 129	1 038	6 407
December	24	522	738	649	1 118	258	2 246	1 008	6 563
March	26	482	621	626	1 158	267	2 077	1 048	6 305
June	34	577	667	609	1 209	238	1 961	1 162	6 457
<b>2004-05</b>									
September	26	634	838	575	1 180	251	1 795	1 210	6 509
December	17	738	822	447	1 103	295	1 831	1 224	6 477
TREND									
<b>2002-03</b>									
December	25	494	583	481	1 113	250	1 687	825	5 458
March	28	468	627	529	1 113	220	1 721	862	5 568
June	27	478	704	567	1 130	235	1 893	934	5 968
<b>2003-04</b>									
September	23	493	731	595	1 145	255	2 081	990	6 313
December	22	501	697	612	1 159	263	2 175	1 031	6 460
March	28	516	671	630	1 171	255	2 109	1 075	6 455
June	29	568	704	607	1 179	251	1 959	1 138	6 435
<b>2004-05</b>									
September	26	642	774	549	1 168	260	1 850	1 198	6 467
December	21	723	850	485	1 135	277	1 786	1 242	6 519

(a) This measure includes all unincorporated businesses with less than 250 persons employed. See paragraph 8 of the Explanatory Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

# UNINCORPORATED GROSS OPERATING PROFITS(a), Current prices—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2002-03</b>									
December	-77.8	-9.2	11.7	8.9	20.8	-18.7	-4.6	11.7	-21.6
March	441.2	-24.5	-4.2	7.9	-20.0	-15.1	-6.0	-11.2	-10.2
June	-24.7	5.4	22.4	-2.6	1.3	7.2	11.6	3.7	7.1
<b>2003-04</b>									
September	-29.8	23.0	0.1	0.0	8.9	27.6	25.0	23.6	15.9
December	16.8	10.2	11.9	41.1	10.4	-5.6	3.0	4.1	8.8
March	-3.5	-26.6	-28.3	-15.6	-12.4	-6.4	-17.7	-4.0	-15.9
June	71.5	19.7	15.9	-17.3	3.3	-8.8	2.4	1.1	2.6
<b>2004-05</b>									
September	-22.5	32.3	23.0	11.7	-2.1	17.0	-3.0	17.5	8.4
December	-44.2	21.7	9.1	-11.6	11.3	14.5	-0.3	4.6	5.4
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	-74.6	-13.0	0.4	-4.2	1.5	-16.5	-2.4	6.1	-2.4
March	525.9	-5.0	12.5	23.3	-5.5	-6.2	5.5	-3.2	3.2
June	-43.4	5.4	13.5	14.5	2.4	4.6	2.8	13.1	6.6
<b>2003-04</b>									
September	-29.3	2.1	2.3	-15.4	8.5	15.2	18.0	11.0	8.1
December	33.4	5.6	0.6	24.2	-7.2	-3.1	5.5	-2.9	2.4
March	11.6	-7.7	-15.9	-3.6	3.5	3.4	-7.6	4.0	-3.9
June	28.9	19.7	7.4	-2.8	4.5	-11.0	-5.6	10.9	2.4
<b>2004-05</b>									
September	-22.0	9.8	25.7	-5.5	-2.5	5.7	-8.5	4.1	0.8
December	-36.2	16.5	-1.9	-22.2	-6.5	17.6	2.0	1.2	-0.5
TREND									
<b>2002-03</b>									
December	22.0	-12.1	-2.9	13.2	-3.3	-18.7	-4.9	-1.4	-3.8
March	12.1	-5.2	7.6	10.0	0.0	-11.9	2.0	4.5	2.0
June	-2.0	2.2	12.2	7.2	1.5	6.9	10.0	8.4	7.2
<b>2003-04</b>									
September	-14.1	3.0	3.9	4.8	1.4	8.2	9.9	6.0	5.8
December	-5.7	1.6	-4.7	2.8	1.2	3.3	4.5	4.1	2.3
March	27.0	3.1	-3.8	2.9	1.1	-2.9	-3.0	4.3	-0.1
June	5.3	10.0	5.1	-3.5	0.6	-1.6	-7.1	5.9	-0.3
<b>2004-05</b>									
September	-11.2	13.1	9.9	-9.7	-0.9	3.7	-5.6	5.3	0.5
December	-20.6	12.6	9.8	-11.6	-2.9	6.3	-3.5	3.7	0.8

(a) This measure includes all unincorporated businesses with less than 250 persons employed. See paragraph 8 of the Explanatory Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## BUSINESS GROSS OPERATING PROFITS(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2002-03</b>									
December	6 147	8 597	2 582	3 892	4 288	2 378	5 709	5 253	38 845
March	6 077	7 355	1 944	3 647	2 866	1 921	5 180	4 946	33 936
June	5 222	6 619	2 091	3 350	2 763	1 688	5 127	5 799	32 659
<b>2003-04</b>									
September	5 297	8 084	2 032	3 843	3 435	2 259	6 994	6 296	38 240
December	5 295	8 674	2 415	4 068	4 430	2 848	7 066	6 319	41 115
March	4 727	7 946	1 914	3 877	3 191	2 226	5 823	5 895	35 600
June	5 736	8 818	2 309	3 794	2 866	2 464	6 456	5 871	38 314
<b>2004-05</b>									
September	7 037	9 684	2 333	3 994	3 388	2 377	6 844	6 571	42 228
December	7 017	9 560	2 557	4 147	4 429	3 079	6 661	7 204	44 653
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	6 093	8 123	2 421	3 686	3 210	2 031	5 472	5 028	36 064
March	6 304	7 847	2 118	3 816	3 165	1 993	5 717	5 190	36 151
June	5 345	6 862	2 017	3 486	3 184	1 992	5 166	6 051	34 103
<b>2003-04</b>									
September	5 041	7 741	2 077	3 767	3 866	2 225	6 581	6 039	37 337
December	5 231	8 226	2 266	3 823	3 323	2 416	6 791	6 010	38 087
March	4 906	8 471	2 084	4 042	3 500	2 313	6 430	6 190	37 936
June	5 868	9 097	2 215	3 962	3 299	2 922	6 495	6 154	40 012
<b>2004-05</b>									
September	6 722	9 324	2 393	3 903	3 815	2 354	6 447	6 288	41 246
December	6 888	9 009	2 391	3 914	3 322	2 598	6 390	6 794	41 306
TREND									
<b>2002-03</b>									
December	6 182	7 892	2 077	3 823	3 177	2 068	5 537	4 963	35 735
March	5 967	7 879	2 058	3 827	3 185	1 994	5 715	5 392	36 088
June	5 556	7 827	2 073	3 795	3 221	2 056	6 100	5 806	36 533
<b>2003-04</b>									
September	5 142	7 852	2 111	3 828	3 306	2 175	6 485	6 045	37 014
December	4 973	8 141	2 140	3 878	3 357	2 363	6 643	6 113	37 622
March	5 257	8 597	2 180	3 947	3 428	2 521	6 592	6 095	38 603
June	5 830	8 972	2 237	3 967	3 495	2 582	6 477	6 208	39 765
<b>2004-05</b>									
September	6 473	9 166	2 326	3 937	3 527	2 584	6 427	6 397	40 836
December	7 061	9 236	2 428	3 893	3 502	2 564	6 416	6 628	41 761

(a) This measure is the sum of the company and unincorporated gross operating profits.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.



	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2002-03</b>									
December	-4.2	10.5	26.7	-4.3	51.3	5.1	-4.8	7.2	7.0
March	-1.1	-14.4	-24.7	-6.3	-33.2	-19.2	-9.3	-5.8	-12.6
June	-14.1	-10.0	7.6	-8.1	-3.6	-12.1	-1.0	17.2	-3.8
<b>2003-04</b>									
September	1.4	22.1	-2.8	14.7	24.3	33.8	36.4	8.6	17.1
December	0.0	7.3	18.9	5.8	29.0	26.1	1.0	0.4	7.5
March	-10.7	-8.4	-20.8	-4.7	-28.0	-21.8	-17.6	-6.7	-13.4
June	21.3	11.0	20.7	-2.1	-10.2	10.7	10.9	-0.4	7.6
<b>2004-05</b>									
September	22.7	9.8	1.0	5.3	18.2	-3.5	6.0	11.9	10.2
December	-0.3	-1.3	9.6	3.8	30.7	29.6	-2.7	9.6	5.7
SEASONALLY ADJUSTED									
<b>2002-03</b>									
December	-0.2	8.9	15.8	-7.7	0.6	-8.4	-3.3	8.2	2.0
March	3.5	-3.4	-12.5	3.5	-1.4	-1.9	4.5	3.2	0.2
June	-15.2	-12.6	-4.8	-8.6	0.6	-0.1	-9.6	16.6	-5.7
<b>2003-04</b>									
September	-5.7	12.8	3.0	8.1	21.4	11.7	27.4	-0.2	9.5
December	3.8	6.3	9.1	1.5	-14.0	8.6	3.2	-0.5	2.0
March	-6.2	3.0	-8.0	5.7	5.3	-4.3	-5.3	3.0	-0.4
June	19.6	7.4	6.3	-2.0	-5.7	26.3	1.0	-0.6	5.5
<b>2004-05</b>									
September	14.6	2.5	8.0	-1.5	15.6	-19.4	-0.7	2.2	3.1
December	2.5	-3.4	-0.1	0.3	-12.9	10.4	-0.9	8.0	0.1
TREND									
<b>2002-03</b>									
December	2.2	2.2	-0.3	3.4	-1.2	-4.3	-2.3	4.8	1.2
March	-3.5	-0.2	-0.9	0.1	0.3	-3.6	3.2	8.6	1.0
June	-6.9	-0.7	0.7	-0.8	1.1	3.1	6.7	7.7	1.2
<b>2003-04</b>									
September	-7.5	0.3	1.8	0.9	2.6	5.8	6.3	4.1	1.3
December	-3.3	3.7	1.4	1.3	1.5	8.6	2.4	1.1	1.6
March	5.7	5.6	1.9	1.8	2.1	6.7	-0.8	-0.3	2.6
June	10.9	4.4	2.6	0.5	2.0	2.4	-1.7	1.9	3.0
<b>2004-05</b>									
September	11.0	2.2	4.0	-0.8	0.9	0.1	-0.8	3.0	2.7
December	9.1	0.8	4.4	-1.1	-0.7	-0.8	-0.2	3.6	2.3

(a) This measure is the sum of the company and unincorporated gross operating profits.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2002-03</b>									
December	1 588	11 030	4 648	4 959	6 761	3 288	11 142	16 564	**59 980
March	1 557	10 460	4 221	4 752	6 337	3 100	10 690	16 364	57 481
June	1 629	10 953	4 612	5 108	6 547	3 268	11 501	17 213	60 832
<b>2003-04</b>									
September	1 657	11 067	4 809	5 092	6 517	3 267	11 741	17 324	61 474
December	1 687	11 500	4 887	5 267	7 071	3 497	11 861	18 287	64 057
March	1 646	10 771	4 657	5 087	6 844	3 411	11 859	17 618	61 893
June	1 751	11 293	4 718	5 362	7 035	3 538	12 544	18 657	64 897
<b>2004-05</b>									
September	1 821	11 652	4 818	5 394	7 204	3 617	12 616	18 451	65 573
December	1 865	11 833	4 860	5 594	7 751	3 754	13 060	19 261	67 978
SEASONALLY ADJUSTED (b)									
<b>2002-03</b>									
December	1 551	10 692	4 513	4 847	6 488	3 203	10 926	16 315	58 535
March	1 608	10 897	4 350	4 953	6 503	3 168	11 170	16 749	59 398
June	1 635	11 003	4 634	5 061	6 575	3 301	11 247	17 069	60 525
<b>2003-04</b>									
September	1 642	10 925	4 786	5 054	6 599	3 257	11 734	17 337	61 334
December	1 646	11 153	4 747	5 147	6 787	3 404	11 629	18 016	62 529
March	1 697	11 220	4 799	5 301	7 026	3 487	12 393	18 044	63 967
June	1 760	11 342	4 740	5 316	7 061	3 573	12 267	18 492	64 551
<b>2004-05</b>									
September	1 804	11 506	4 795	5 353	7 290	3 606	12 609	18 466	65 429
December	1 819	11 480	4 721	5 466	7 447	3 654	12 807	18 981	66 375
TREND (b)									
<b>2002-03</b>									
December	1 568	10 760	4 365	4 858	6 489	3 186	10 992	16 443	58 661
March	1 601	10 869	4 487	4 963	6 521	3 215	11 117	16 702	59 475
June	1 626	10 947	4 612	5 024	6 549	3 246	11 319	17 042	60 365
<b>2003-04</b>									
September	1 640	11 020	4 723	5 089	6 646	3 305	11 582	17 399	61 404
December	1 659	11 104	4 787	5 169	6 793	3 390	11 869	17 766	62 537
March	1 700	11 233	4 780	5 253	6 958	3 482	12 149	18 098	63 653
June	1 752	11 357	4 770	5 324	7 122	3 559	12 386	18 368	64 638
<b>2004-05</b>									
September	1 797	11 448	4 760	5 380	7 275	3 611	12 598	18 624	65 493
December	1 828	11 522	4 741	5 434	7 420	3 654	12 749	18 877	66 225

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

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Seasonally adjusted and trend estimates are experimental at this stage due to the short time span of the series.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2002-03</b>									
December	1.5	2.0	10.8	3.4	6.0	2.9	1.3	1.6	3.0
March	-1.9	-5.2	-9.2	-4.2	-6.3	-5.7	-4.1	-1.2	-4.2
June	4.7	4.7	9.3	7.5	3.3	5.4	7.6	5.2	5.8
<b>2003-04</b>									
September	1.7	1.0	4.3	-0.3	-0.5	0.0	2.1	0.6	1.1
December	1.8	3.9	1.6	3.4	8.5	7.1	1.0	5.6	4.2
March	-2.4	-6.3	-4.7	-3.4	-3.2	-2.5	0.0	-3.7	-3.4
June	6.3	4.8	1.3	5.4	2.8	3.7	5.8	5.9	4.9
<b>2004-05</b>									
September	4.0	3.2	2.1	0.6	2.4	2.2	0.6	-1.1	1.0
December	2.4	1.6	0.9	3.7	7.6	3.8	3.5	4.4	3.7
SEASONALLY ADJUSTED (b)									
<b>2002-03</b>									
December	0.1	0.2	8.1	1.9	0.5	0.5	-0.6	0.0	0.7
March	3.7	1.9	-3.6	2.2	0.2	-1.1	2.2	2.7	1.5
June	1.7	1.0	6.5	2.2	1.1	4.2	0.7	1.9	1.9
<b>2003-04</b>									
September	0.4	-0.7	3.3	-0.1	0.4	-1.3	4.3	1.6	1.3
December	0.2	2.1	-0.8	1.8	2.8	4.5	-0.9	3.9	1.9
March	3.1	0.6	1.1	3.0	3.5	2.4	6.6	0.2	2.3
June	3.7	1.1	-1.2	0.3	0.5	2.5	-1.0	2.5	0.9
<b>2004-05</b>									
September	2.5	1.4	1.2	0.7	3.2	0.9	2.8	-0.1	1.4
December	0.8	-0.2	-1.5	2.1	2.2	1.3	1.6	2.8	1.4
TREND (b)									
<b>2002-03</b>									
December	2.1	1.5	2.8	3.3	1.3	0.8	-0.3	1.3	1.3
March	2.1	1.0	2.8	2.2	0.5	0.9	1.1	1.6	1.4
June	1.6	0.7	2.8	1.2	0.4	1.0	1.8	2.0	1.5
<b>2003-04</b>									
September	0.9	0.7	2.4	1.3	1.5	1.8	2.3	2.1	1.7
December	1.2	0.8	1.4	1.6	2.2	2.6	2.5	2.1	1.8
March	2.5	1.2	-0.1	1.6	2.4	2.7	2.4	1.9	1.8
June	3.1	1.1	-0.2	1.4	2.4	2.2	2.0	1.5	1.5
<b>2004-05</b>									
September	2.6	0.8	-0.2	1.1	2.1	1.5	1.7	1.4	1.3
December	1.7	0.6	-0.4	1.0	2.0	1.2	1.2	1.4	1.1

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Seasonally adjusted and trend estimates are experimental at this stage due to the short time span of the series.

## WAGES AND SALARIES BY STATE, Current prices—Original

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
<b>2002–03</b>									
December	22 206	16 032	9 782	3 957	5 833	889	416	866	**59 980
March	21 654	15 040	9 223	3 784	5 719	832	407	822	57 481
June	22 694	15 871	9 980	4 043	6 061	873	420	890	60 832
<b>2003–04</b>									
September	22 982	16 211	10 200	3 988	5 897	911	436	848	61 474
December	23 902	16 979	10 602	4 053	6 223	963	454	882	64 057
March	22 860	16 434	10 332	3 901	5 992	1 037	439	899	61 893
June	23 621	17 000	11 362	4 217	6 192	1 002	567	937	64 897
<b>2004–05</b>									
September	23 905	17 191	11 398	4 405	6 182	1 047	566	878	65 573
December	24 707	17 807	11 770	4 563	6 493	1 146	612	874	67 978

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

## WAGES AND SALARIES BY STATE, Current prices—Original: Percentage change from previous quarter

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania (a)</i>	<i>Northern Territory (a)</i>	<i>Australian Capital Territory (a)</i>	<i>Total</i>
	%	%	%	%	%	%	%	%	%
<b>2002–03</b>									
December	0.9	5.2	2.9	1.7	5.4	3.7	3.8	6.0	3.0
March	–2.5	–6.2	–5.7	–4.4	–1.9	–6.4	–2.1	–5.0	–4.2
June	4.8	5.5	8.2	6.8	6.0	5.0	3.1	8.3	5.8
<b>2003–04</b>									
September	1.3	2.1	2.2	–1.3	–2.7	4.4	3.9	–4.7	1.1
December	4.0	4.7	3.9	1.6	5.5	5.7	4.0	4.0	4.2
March	–4.4	–3.2	–2.5	–3.7	–3.7	7.7	–3.2	1.9	–3.4
June	3.3	3.4	10.0	8.1	3.3	–3.4	29.1	4.3	4.9
<b>2004–05</b>									
September	1.2	1.1	0.3	4.5	–0.2	4.5	–0.3	–6.3	1.0
December	3.4	3.6	3.3	3.6	5.0	9.4	8.3	–0.4	3.7

(a) The relative standard errors on the movement estimates for these states are significantly higher than those for the larger states, and the quarterly movement estimates should be used with caution.

## INVENTORIES/SALES RATIO(a)(b), Current prices—Original

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
<b>2002-03</b>								
December	0.28	0.47	na	0.49	0.36	na	na	na
March	0.30	0.53	na	0.49	0.41	na	na	na
June	0.31	0.51	na	0.47	0.39	na	na	na
<b>2003-04</b>								
September	0.32	0.50	na	0.47	0.39	na	na	na
December	0.33	0.47	na	0.49	0.35	na	na	na
March	0.35	0.52	na	0.51	0.39	na	na	na
June	0.30	0.49	na	0.48	0.37	na	na	na
<b>2004-05</b>								
September	0.29	0.49	na	0.48	0.38	na	na	na
December	0.29	0.48	na	0.49	0.35	na	na	na

na not available

(c) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(a) Ratio is calculated by dividing inventories by sales.

(b) Sales refers to Sales of goods and services.

## SALES/WAGES AND SALARIES RATIO(a)(b), Current prices—Original

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
<b>2002-03</b>								
December	9.79	6.69	5.40	13.62	9.20	4.73	2.85	1.87
March	9.22	6.48	5.30	13.37	8.78	4.48	2.81	1.81
June	8.39	6.44	5.45	12.60	8.74	4.31	2.85	1.80
<b>2003-04</b>								
September	8.30	6.54	5.16	12.93	9.07	4.59	2.84	1.87
December	8.26	6.55	5.29	12.80	9.30	4.68	2.95	1.86
March	7.87	6.48	5.10	12.82	8.62	4.60	2.72	1.82
June	8.51	6.59	5.49	12.69	8.65	4.52	2.80	1.85
<b>2004-05</b>								
September	9.02	6.66	5.25	13.05	8.72	4.58	2.78	1.95
December	9.01	6.74	5.42	12.90	8.99	4.73	2.74	1.86

(a) Sales refers to Sales of goods and services.

(c) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Ratio is calculated by dividing sales by wages and salaries.

	<i>Mining</i>	<i>Manufacturing</i>	<i>Construction</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Transport and storage</i>	<i>Property and business services</i>	<i>Other selected industries(b)</i>
<b>2002-03</b>								
December	0.40	0.12	0.10	0.06	0.07	0.15	0.18	0.17
March	0.42	0.11	0.09	0.06	0.05	0.14	0.17	0.17
June	0.38	0.09	0.08	0.05	0.05	0.12	0.16	0.19
<b>2003-04</b>								
September	0.39	0.11	0.08	0.06	0.06	0.15	0.21	0.19
December	0.38	0.12	0.09	0.06	0.07	0.17	0.20	0.19
March	0.36	0.11	0.08	0.06	0.05	0.14	0.18	0.18
June	0.38	0.12	0.09	0.06	0.05	0.15	0.18	0.17
<b>2004-05</b>								
September	0.43	0.12	0.09	0.06	0.05	0.14	0.20	0.18
December	0.42	0.12	0.10	0.06	0.06	0.17	0.19	0.20

(a) Sales refers to Sales of goods and services

(b) See Paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item

## WHAT IF...? REVISIONS TO TREND ESTIMATES

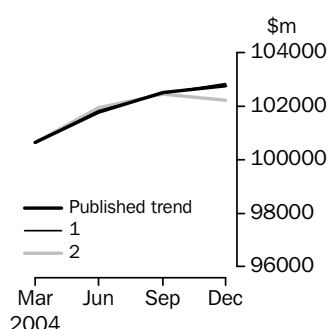
### EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

#### TREND REVISIONS

The most recent seasonally adjusted and trend estimates are likely to be revised when original estimates for subsequent quarters become available. To assess reliability of the trend estimate at the current end, the 'what-if' chart presents trend estimates under different scenarios for the next quarter. The approximate effect of two possible scenarios on the current and previous trend estimates for total company gross operating profits and total inventories are presented below.

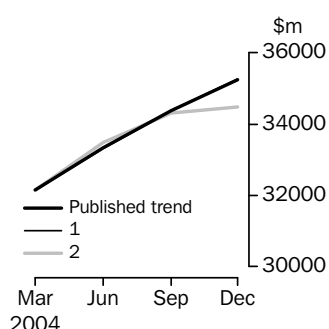
1. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are higher than the current quarter's estimate by the percentage shown.
2. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are lower than the current quarter's estimate by the percentage shown.

#### INVENTORIES (CHAIN VOLUME MEASURES)



	<i>Trend as published</i>		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
			<i>(1) rises by 1.1% on this quarter</i>		<i>(2) falls by 1.1% on this quarter</i>	
	\$m	% change	\$m	% change	\$m	% change
<b>2004</b>						
March	100 646	1.5	100 646	1.5	100 646	1.5
June	101 782	1.1	101 817	1.2	101 949	1.3
September	102 501	0.7	102 490	0.7	102 444	0.5
December	102 755	0.2	102 852	0.4	102 216	-0.2

#### COMPANY GROSS OPERATING PROFITS (CURRENT PRICES)



	<i>Trend as published</i>		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
			<i>(1) rises by 4.0% on this quarter</i>		<i>(2) falls by 4.0% on this quarter</i>	
	\$m	% change	\$m	% change	\$m	% change
<b>2004</b>						
March	32 148	3.2	32 148	3.2	32 148	3.2
June	33 330	3.7	33 320	3.6	33 484	4.2
September	34 369	3.1	34 373	3.2	34 316	2.5
December	35 242	2.5	35 266	2.6	34 479	0.5

## EXPLANATORY NOTES

### INTRODUCTION

**1** This publication contains estimates of sales of goods and services, wages and salaries (from the December quarter 2001 issue), company profits, and the book value of inventories for selected industries in Australia. The series have been compiled from data collected by the Australian Bureau of Statistics (ABS) in its Quarterly Business Indicators Survey (formerly known as the Quarterly Economic Activity Survey). The survey, which was fully implemented in the March quarter 2001, collects data from private businesses only.

### SCOPE AND COVERAGE

**2** The Quarterly Business Indicators Survey, like most ABS economic collections, is drawn from the ABS Business Register. The register provides a list of employing businesses, and it is primarily based on registrations to the Australian Taxation Office's Pay-As-You-Go Withholding (PAYGW) scheme (and prior to 1 July 2000 its Group Employer scheme). The frame is updated quarterly to take account of new businesses, businesses which have ceased employing, changes in employment levels, changes in industry and other general business changes.

**3** Businesses which have ceased employing are identified when the Australian Taxation Office cancels their PAYGW registration (or previously their Group Employer registration). In addition, from September quarter 1999, businesses which did not remit under the Group Employer scheme for the previous five quarters were removed from the frame. A similar process will be adopted to remove businesses who do not remit under the PAYGW scheme.

**4** The scope excludes public sector business units (i.e. all departments, authorities and other organisations owned and controlled by Commonwealth, State and Local Government).

**5** The statistics in this publication exclude non-employing businesses. Though there are a substantial number of these businesses, it is expected that they would not contribute significantly to the estimates, although the impact would vary from industry to industry and from data item to data item.

**6** Inventories data are not collected from businesses with fewer than 20 employees, as smaller businesses generally have difficulty in providing accurate quarterly information on the level of their inventories. Estimates for these businesses are derived by applying sales information to an estimated inventories to sales ratio. This ratio is calculated in the first quarter a small business is selected and this initial value will be retained each quarter for each business until it is rotated out of the survey. Studies indicate that this more closely represents the inventories management practices of small businesses except that the value of these inventories holdings would change over time as purchase prices change. While it is theoretically possible to build price changes into the new methodology, the impact of not revaluing this initial figure for each individual business is not expected to have any significant impact on the time series.

**7** The industries and the data items collected, classified according to the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (cat. no. 1292.0), included in this publication are:



## EXPLANATORY NOTES *continued*

### SCOPE AND COVERAGE

*continued*

<i>Industries</i>	<i>Sales of goods and services</i>	<i>Wages and salaries</i>	<i>Profits</i>	<i>Inventories</i>
Mining (Division B)	Y	Y	Y	Y
Manufacturing (Division C)	Y	Y	Y	Y
Electricity, gas and water supply (Division D)				
Electricity and gas supply (36)	Y	Y	Y	Y
Water supply (37)	Y	Y	Y	N
Construction (Division E)	Y	Y	Y	N
Wholesale trade (Division F)	Y	Y	Y	Y
Retail trade (Division G)	Y	Y	Y	Y
Accommodation, cafes and restaurants (Division H)	Y	Y	Y	Y
Transport and storage (Division I)	Y	Y	Y	N
Communication services (Division J)	Y	Y	Y	N
Finance and insurance (Division K)				
Deposit taking financiers (732)	N	Y	N	N
Other financiers (733)	Y	Y	Y	N
Financial asset investors (734)	Y	Y	Y	N
Other insurance (742)	N	Y	N	N
Services to finance and insurance (75)	Y	Y	Y	N
Property and business services (Division L)	Y	Y	Y	N
Education (Division N)	N	Y	N	N
Health and community services (Division O)	N	Y	N	N
Cultural and recreational services (Division P)	Y	Y	Y	N
Personal and other services (Division Q)				
Personal services (95)	Y	Y	Y	N
Other services (96)	N	Y	N	N

**8** Profits data are not collected from employing businesses with less than 20 employees. Estimates for these businesses are derived by applying sales information to an estimated profits to sales ratio. The profits to sales ratio is based on data from the annual Economic Activity Survey for small businesses.

### STATISTICAL UNIT

**9** Prior to the December quarter 2002, the Quarterly Business Indicators Survey used the management unit as the statistical unit. For issues of this publication relating to the December quarter 2002 onwards, the statistical unit in the Quarterly Business Indicators Survey is the Australian Business Number (ABN) unit for businesses with simple structures, and the Type of Activity Unit (TAU) for businesses with complex structures. 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 is available, a TAU is created which covers all the operations within an industry subdivision (and the TAU is classified to the relevant subdivision of the ANZSIC). Where a business cannot supply adequate data for each industry, in most cases a TAU is formed which contains activity in more than one industry subdivision. However, if the business has significant activity in more than one industry the TAU is 'split' by the ABS to produce estimates in respect of each industry. In most cases, ABN/TAU units will concord with the management units used prior to the December quarter 2002.

## EXPLANATORY NOTES *continued*

### CLASSIFICATIONS

**10** The Australian and New Zealand Standard Industrial Classification has been developed for use in both countries for the production and analysis of industry statistics. For more information, users are referred to *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (cat. no. 1292.0).

**11** In order to classify data by industry, each statistical unit (as defined above) is classified to the Australian and New Zealand Standard Industrial Classification industry in which it mainly operates.

**12** Many of the tables in this publication contain an industry classification 'Other selected industries'. For company gross operating profits, unincorporated gross operating profit, business gross operating profit, company profits before income tax, and sales of goods and services, Other selected industries comprises Electricity, gas and water; Accommodation, cafes and restaurants; Communication services; Other financiers; Financial asset investors; Services to finance and insurance; Cultural and recreational services; and Personal services. For inventories, it comprises Electricity, gas and water; and Accommodation, cafes and restaurants. For wages and salaries, it comprises Electricity, gas and water; Accommodation, cafes and restaurants; Communication services; Deposit taking financiers; Other financiers; Financial asset investors; Other insurance; Services to finance and insurance; Education; Health and community services; Cultural and recreational services; and Personal and other services.

**13** The *Standard Institutional Sector Classification of Australia (SISCA)* is used to classify institutional units into broad economic sectors in national accounts and related statistics. For more information, users are referred to *Standard Economic Sector Classifications of Australia (SESCA), 1998* (cat. no. 1218.0).

### SURVEY METHODOLOGY

**14** The survey is conducted by mail on a quarterly basis. It is based on a random sample of approximately 16,000 units which is stratified by industry, state/territory and number of employees. All private sector units with over 250 employees, and other statistically significant units, such as joint venture partners, are included in the sample.

**15** Respondents are asked to provide data on the same basis as their own management accounts. Where a selected unit does not respond in a given survey period, a value is estimated. If data are subsequently provided, the estimated value is replaced with the reported data. Aggregates are calculated from all data using the 'number raised' estimation technique. Data are edited at both individual unit level and aggregate level.

**16** Further details about the ABS economic statistical units used in this survey, and in other ABS economic surveys (both sample surveys and censuses), can be found in Chapter 2 of the *Standard Economic Sector Classifications of Australia (SESCA) 2002* (cat. no. 1218.0).

### TIMING OF SURVEY CYCLE

**17** Surveys are conducted in respect of each quarter and returns are completed during the eight or nine week period after the end of the quarter to which survey data relate e.g. December quarter survey returns are completed during January and February.

### SAMPLE REVISION

**18** The survey frames and samples are revised each quarter to ensure that they remain representative of the survey population. The timing for creating each quarter's survey frame is consistent with that of other ABS business surveys. This provides for greater consistency when comparing data across surveys.

**19** Additionally, with these revisions to the sample, some of the units from the sampled sector are rotated out of the survey and are replaced by others, to spread the reporting workload equitably.

## EXPLANATORY NOTES *continued*

### SEASONAL ADJUSTMENT

**20** The quarterly original estimates in this publication are affected in varying degrees by seasonal influences. The seasonal adjustment process estimates and removes the effects of normal seasonal variations from the original estimates so that the effects of other influences can be more clearly recognised.

**21** In the seasonal adjustment process, account has been taken of both normal seasonal factors (e.g. increase in retail sales due to the Christmas period) and also trading day effects when significant (arising from the varying lengths of the quarters and the varying numbers of Sundays, Mondays, Tuesdays etc. in each quarter) to produce the seasonally adjusted estimates. Particular care should be taken in interpreting quarterly movements in the seasonally adjusted estimates because seasonal adjustment does not remove the effect of irregular or non-seasonal influences (e.g. change in interest rates) and reflects the sampling and other errors to which the original estimates are subject.

**22** In this publication, the seasonally adjusted estimates are produced by the concurrent seasonal adjustment method which takes account of the latest available original estimates. This method improves the estimation of seasonal factors, and therefore, the seasonally adjusted and trend estimates for the current and previous quarters. As a result of this improvement, revisions to the seasonally adjusted and trend estimates will be observed for recent periods. In most instances the only noticeable revisions will be to the previous quarter and the same quarter one year ago. A more detailed review is conducted annually prior to the September quarter release using data up to and including the June quarter.

**23** Some seasonally adjusted and trend series for sales of goods and services in this publication are considered experimental as less than five years of data are available for estimation of seasonal factors.

### TREND ESTIMATES

**24** The trend estimates are derived by applying a 7-term Henderson moving average to the seasonally adjusted estimates. The 7-term Henderson moving average is symmetric, but as the end of a time series is approached, asymmetric forms of the moving average are applied. The asymmetric moving average has been tailored to suit the particular characteristics of individual series and enable trend estimates for recent quarters to be produced. Estimates of the trend will be improved at the current end of the time series as additional observations become available. This improvement is due to the combined effect of the concurrent seasonal adjustment methodology and the application of different asymmetric moving averages for the most recent three quarters. As a result of the improvement, revisions to the trend estimates will generally be observed for the most recent three quarters. ABS research shows that about 75% of the total revision to the trend estimate at the current end is due to the use of different asymmetric moving averages when the original estimate is available for the next quarter.

**25** There may also be revisions because of changes in the original estimates. As a result of these revisions, the seasonally adjusted and trend estimates will also be revised. For further information, see *Information Paper: A Guide to Interpreting Time Series — Monitoring Trends* (cat. no. 1349.0) or contact the Assistant Director, Time Series Analysis on Canberra (02) 6252 6345 or email <timeseries@abs.gov.au>.

## EXPLANATORY NOTES *continued*

### CHAIN VOLUME MEASURES

**26** The chain volume measures appearing in this publication are annually reweighted chain Laspeyres indexes referenced to current price values in the chosen reference year (currently 2002–03). The current price values may be thought of as being the product of a price and quantity. The value in chain volume terms can be derived by linking together movements in volumes, calculated using the average prices of the previous financial year and applying compound movements to the current price estimates of the reference year. Each year's quarter-to-quarter growth rates in the chain volume series are based on the prices of the previous financial year, except for those quarters of the latest incomplete year which are based upon the second most recent financial year. Quarterly chain volume estimates are benchmarked to annual chain volume estimates, so that the quarterly estimates for a financial year sum to the corresponding annual estimate.

**27** With each release of the June quarter issue of this publication, a new base year is introduced and the reference year is advanced one year to coincide with it. This means that with the release of the June quarter 2005 issue of this publication, the chain volume measures for 2004–05 will have 2003–04 (the previous financial year) as their base year rather than 2002–03, and the reference year is 2003–04. A change in the reference year changes levels but not growth rates for all periods. A change in the base year can result in revisions, small in most cases, to growth rates for the last year.

**28** Chain volume measures are not generally additive. In other words, component chain volume measures do not, in general, sum to a total in the way original current price components do. For inventories and sales data, this means that the chain volume estimates for industry groups will not add to the total for Australia. In order to minimise the impact of this, the ABS uses the latest base year as the reference year. By adopting this approach, additivity does exist for the quarters following the reference year and non-additivity is relatively small for the quarters in the reference year and those immediately preceding it. For further information on chain volume measures, refer to the *Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts* (cat. no. 5248.0).

### COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

**29** The data collected in the Quarterly Business Indicators Survey are used in the compilation of the quarterly estimates of the Australian National Accounts. Inventories data are used to compile estimates of the increase in book value of non-farm inventories. Estimates of sales of goods and services are used to help derive quarterly chain volume measures of gross value added for selected industries. Company gross operating profits data are used to compile estimates of gross operating surplus of private non-financial corporations. From March quarter 2002, estimates of wages and salaries are being used to compile estimates for compensation of private sector employees. For further details see *Australian National Accounts: Concepts, Sources and Methods* (cat. no. 5216.0).

## EXPLANATORY NOTES *continued*

### COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

*continued*

**30** However the statistics in this publication will differ from corresponding statistics in the quarterly Australian National Accounts for the following reasons:

- The national accounts estimates are benchmarked to annual supply and use tables which are based on annual Economic Activity Survey and taxation data.
- The national accounts estimates include estimates for businesses classified to industries not in scope of the Quarterly Business Indicators Survey.
- The national accounts estimates include estimates for non-employing businesses, which are outside the scope of Quarterly Business Indicators Survey.
- The national accounts estimates for gross operating surplus of private non-financial corporations include the profits of all businesses whereas company profits estimates in this publication only include incorporated businesses with 20 or more employees.
- The national accounts estimates for gross operating surplus of private non-financial corporations are after deduction of the inventory valuation adjustment which measures the portion of income attributable to holding gains or losses resulting from inventory valuation practices.
- The national accounts estimates for gross operating surplus of private non-financial corporations do not include deductions relating to interest, net land rent and natural resource payments.
- In many cases, the processes used to seasonally adjust national accounts estimates are different to those used for the seasonally adjusted estimates in this publication.

**31** The estimates for sales of goods and services by Retail trade in this publication will differ from turnover estimates included in *Retail Trade, Australia* (cat. no. 8501.0). The latter publication presents monthly estimates of the value of turnover of retail businesses, and is sourced from the Retail Business Survey. Estimates for sales of goods and services in this publication exclude the Goods and Services Tax, while turnover collected in the Retail Business Survey includes the Goods and Services Tax. In addition, the Retail Business Survey includes some businesses classified to ANZSIC divisions other than the Retail trade division, and includes retail establishments associated with management units that are not classified to the Retail trade division. The use of different samples in the Retail Business Survey and Quarterly Business Indicators Survey will also contribute to differences.

**32** The estimates for wages and salaries in this publication will differ from estimates for gross earnings included in *Wage and Salary Earners, Australia* (cat. no. 6248.0). The latter publication presents quarterly estimates of gross earnings collected in the Survey of Employment and Earnings, and data on gross earnings are requested on a cash (payroll) basis. Data for wages and salaries estimates are requested on an accruals (accounts) basis in the Quarterly Business Indicators Survey.

### GENERAL ACKNOWLEDGMENT

**33** 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*.

## EXPLANATORY NOTES *continued*

### RELATED PUBLICATIONS

**34** Users may also wish to refer to the following publications:

- *Australian National Accounts: Concepts, Sources and Methods* (cat. no. 5216.0)
- *Australian National Accounts: National Income, Expenditure and Product* (cat. no. 5206.0)
- *Business Operations and Industry Performance, Australia* (cat. no. 8140.0)
- *Experimental Estimates: Australian Industry, a State Perspective, Australia, 1998–99* (cat. no. 8156.0)
- *Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts* (cat. no. 5248.0)
- *Information Paper: Improvements to Australian Bureau of Statistics Quarterly Business Indicators* (cat. no. 5677.0)
- *Manufacturing Production, Australia* (cat. no. 8301.0)
- *Private New Capital Expenditure and Expected Expenditure, Australia* (cat. no. 5625.0)
- *Retail Trade, Australia* (cat. no. 8501.0)
- *Wage and Salary Earners, Public Sector, Australia* (cat. no. 6248.0).

**35** Current publications produced by the ABS are listed in the *Catalogue of Publications and Products* (cat. no. 1101.0), which is available from any ABS office. The ABS also issues a *Release Advice* (cat. no. 1105.0) which lists publications to be released in the next few days. The Catalogue and Release Advice are available on the ABS web site at <<http://www.abs.gov.au>>.

### ABS WEB SITE

**36** The key indicators and main features from this publication are published on the ABS web site at <<http://www.abs.gov.au>>. Information on the Quarterly Business Indicators Survey and survey outputs are also published on the web site: see the Business Indicators Home Page under Themes.

### DATA AVAILABLE ON REQUEST

**37** As well as the statistics included in this and related publications, the ABS may have other relevant data available on request. These series include more detailed industry data (e.g. Manufacturing subdivision), and wages and salaries by state/territory by industry. The availability of more detailed data are subject to confidentiality and quality checks. Inquiries should be made to the National Information and Referral Service on 1300 135 070.

### ABBREVIATIONS

ABN	Australian Business Number
ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
GOS	gross operating surplus
PAYGW	pay-as-you-go withholding
SISCA	Standard Institutional Sector Classification of Australia
TAU	type of activity unit

## TECHNICAL NOTE DATA QUALITY

### RELIABILITY OF THE ESTIMATES

- 1** Estimates provided in this publication are subject to non-sampling and sampling error. The most common way of quantifying sampling error is to calculate the standard error for the published estimate. This is discussed in paragraphs 5 to 9 below.
- 2** Estimates that have an estimated relative standard error between 10% and 25% are annotated with the symbol '^'. These estimates should be used with caution as they are subject to sampling variability too high for some purposes. Estimates with an RSE between 25% and 50% are annotated with the symbol '\*', indicating that the estimate should be used with caution as it is subject to sampling variability too high for most practical purposes. Estimates with an RSE greater than 50% are annotated with the symbol '\*\*' indicating that the sampling variability causes the estimates to be considered too unreliable for general use. These annotations have only been applied to estimates from the September quarter 2003.
- 3** Non-sampling errors may arise as a result of errors in the reporting, recording or processing of the data and can occur even if there is a complete enumeration of the population. These errors can be introduced through inadequacies in the questionnaire, treatment of non-response, inaccurate reporting by respondents, errors in the application of survey procedures, incorrect recording of answers, and errors in data entry and processing. Inventories data for businesses with less than 20 employees are derived and could therefore be subject to error (although this error is estimated to be less than the sampling and non-sampling error resulting from directly collecting these data).
- 4** Estimates for the latest quarter presented in this publication are considered preliminary and revised estimates will be released with the next issue. As discussed in paragraphs 24 and 25 of the Explanatory Notes, seasonally adjusted and trend estimates are also subject to revision as more data are revised and more data becomes available.
- 5** It is difficult to measure the size of non-sampling errors. However, every effort is made in the design of the survey and development of survey procedures to minimise their effects.

### STANDARD ERRORS

- 6** The estimates in this publication are based on a sample drawn from units in the surveyed population. Because the entire population is not surveyed, the published estimates are subject to sampling error. In calculating the standard error for the statistics in this publication, the ABS would prefer to produce a smoothed standard error for the major published aggregates as this approach takes account of the variability in standard error estimates for quarterly statistics. This estimated standard error would then be used as an indication of the sampling error for the current published series. As the data in this publication are sourced from the Quarterly Business Indicators Survey, which has only been conducted since March quarter 2001, this does not allow for a smoothed estimate of the standard error to be calculated. Therefore standard errors are based upon the data in the currently published quarter. Details of standard errors are available below.

### LEVEL ESTIMATES

- 7** To illustrate, let us say that the published level estimate for company profits before income tax is \$8,900m and the calculated standard error in this case is \$200m. The standard error is then used to interpret the level estimate of \$8,900m. For instance, the standard error of \$200m indicates that:
  - There are approximately two chances in three that the real value falls within the range \$8,700m to \$9,100m ( $\$8,900\text{m} \pm \$200\text{m}$ ).
  - There are approximately nineteen chances in twenty that the real value falls within the ranges \$8,500m and \$9,300m ( $\$8,900\text{m} \pm \$400\text{m}$ ).
  - The real value in this case is the result we would obtain if we could enumerate the total population.
- 8** The following table shows the standard errors for national quarterly level estimates based upon the data in the current quarter.

# TECHNICAL NOTE DATA QUALITY *continued*

## LEVEL ESTIMATES *continued*

	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
<i>Industries</i>	\$m	\$m	\$m	\$m	\$m
Mining	165	133	319	102	26
Manufacturing	214	196	1 008	478	152
Construction	235	226	1 045	na	217
Wholesale trade	197	180	1 549	885	113
Retail trade	162	152	1 249	489	163
Transport and storage	150	117	564	na	107
Property and business services	477	465	1 089	na	360
Other selected industries(a)	204	189	674	53	268
<b>Total</b>	<b>696</b>	<b>655</b>	na	<b>1 123</b>	<b>568</b>

na not available

(a) See paragraph 12 of the Explanatory Notes for a definition of the Other selected industries.

## MOVEMENT ESTIMATES

**9** The following example illustrates how to use the standard error to interpret a movement estimate. Let us say that one quarter the published level estimate for inventories is \$90,000m, and the next quarter the published level estimate is \$92,000m. In this example the calculated standard error for the movement estimate is \$850m. The standard error is then used to interpret the published movement estimate of +\$2,000m. For instance, the standard error of \$850m indicates that:

- There are approximately two chances in three that the real movement over the two quarter period falls within the range \$1,150m to \$2,850m ( $\$2,000m \pm \$850m$ ).
- There are approximately nineteen chances in twenty that the real movement falls within the range \$300m to \$3,700m ( $\$2,000m \pm \$1,700m$ ).

**10** The following table shows the standard errors for national quarterly movement estimates based upon the data in the current quarter.

	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
<i>Industries</i>	\$m	\$m	\$m	\$m	\$m
Mining	230	186	393	177	18
Manufacturing	174	153	671	308	95
Construction	151	149	571	na	103
Wholesale trade	136	126	899	529	67
Retail trade	95	91	580	217	72
Transport and storage	64	56	211	na	53
Property and business services	348	358	753	na	239
Other selected industries(a)	163	153	434	46	148
<b>Total</b>	<b>534</b>	<b>509</b>	na	<b>664</b>	<b>332</b>

na not available

(a) See paragraph 12 of the Explanatory Notes for a definition of the Other selected industries.



## ADJUSTMENTS TO ESTIMATES

**11** Adjustments are included in the estimates to allow for lags in processing new businesses to the ABS Business Register. The following table shows the adjustments made to the current quarter's original estimates in current price terms:

	December Qtr 2004
<i>Data items</i>	%
Company gross operating profits	1.3
Company profits before income tax	1.3
Sales of goods and services	1.1
Inventories	0.6
Wages and salaries	1.2

**12** As previously discussed, the estimates presented in this publication are partial indicators used in the compilation of the quarterly national accounts. The movements in the Business Indicators estimates will not always be the same as the movements in the comparable national accounts series but they should be reasonably consistent after taking account of differences in concepts, scope and methodology described in paragraph 29 of the Explanatory Notes. If after taking account of these differences, there are concerns about data quality and coherence, the national accounts area provides feedback to the survey area. This process may result in adjustments being applied to the Business Indicators estimates prior to release in this publication. The objective use of the national accounts framework to provide data coherence across all ABS economic statistics ensures that a common understanding of recent economic developments is presented.

## SALES OF GOODS AND SERVICES TIME SERIES

**13** With the introduction of the Quarterly Business Indicators Survey from the March quarter 2001, the ABS commenced the collection of sales of goods and services from Mining (ANZSIC Division B); Electricity, gas and water supply (Division D); Construction (Division E); Food retailing (Subdivision 51); Personal and household good retailing (Subdivision 52); Services to finance and insurance (Subdivision 75); Libraries, Museums, and Parks and gardens (Groups 921–923); Video hire outlets (Class 9511); and Hairdressing and beauty salons (Class 9526).

**14** The different time periods for which series are available can pose some inconsistencies between the series published in original terms and those released in seasonally adjusted and trend terms, as a minimum of three years worth of data are required in order to produce seasonally adjusted and trend estimates. To reduce these inconsistencies, the ABS has modelled estimates based on data from the monthly Retail Business survey to produce a time series for Food retailing, Personal and household good retailing, Video hire outlets and Hairdressing and beauty salons. There are some significant differences between the monthly Retail trade series and the quarterly sales of goods and services and series, and these are discussed in paragraph 31 in the Explanatory Notes. To address these differences in the modelling of the time series, movements from the aggregated monthly series have been applied to the level quarterly estimates for the March quarter 2001, and a time series has been created by backcasting. This has facilitated the production of seasonally adjusted and trend estimates for these industries.

## SALES OF GOODS AND SERVICES TIME SERIES *continued*

**15** This publication includes estimates of sales of goods and services, by industry, and by state/territory, but estimates of national total sales of goods and services are not published. Total sales of goods and services is not an adequate indicator of the performance of the Australian economy as it includes duplication; for example, goods sold by retailers may also be included in goods sold by wholesalers in the same period. However this publication does include total sales of goods and services, by state/territory, as it is considered that there may be interest in this item as a measure of relative activity. This data should be used with caution given the potential for the data to include duplication across industries.

## PROFITS TIME SERIES

**16** Estimates of gross operating profits are compiled by deducting estimates of items that do not involve the production of goods and services from estimates of profits before income tax. These items include: depreciation, net interest paid, net foreign exchange gains/losses and unrealised gains/losses on the revaluation of assets. These items are considered out of scope of the national accounts item gross operating surplus.

**17** As indicated in paragraph 8 of the Explanatory Notes, income items (other than sales of goods and services), expense items (other than labour costs) and profits are only collected for businesses employing 20 or more persons in the Quarterly Business Indicators Survey (QBIS). From the September quarter 2004 issue, estimates of these items have been modelled for smaller businesses by applying ratios of the various items for small businesses from the annual Economic Activity Survey to reported sales data in QBIS. This allows the production of estimates of gross operating profits and profits before income tax with respect to businesses of all sizes. This modelling has been included in survey estimates from the March quarter 2001, with a break in series occurring at that time. For most industries, with the exception of Construction and Property and business services, the inclusion of data for small businesses has a significant impact on level estimates but an insignificant impact on quarterly movements. The nature of the modelling of income items for small businesses means that the modelled estimates of gross operating profits for small businesses are likely to be of higher quality than the estimates of company profits for these businesses.

**18** Estimates of company gross operating profits have been included in this release and the former Company Profits, Australia for a number of years. From the September quarter 2004 issue, the definition of 'company' has been expanded to include quasi-corporate enterprises. For practical purposes, quasi-corporates are defined as unincorporated businesses employing 250 or more employees. Quasi-corporates have been included in survey estimates from the March quarter 2001, with a break in series occurring at that time. The September quarter 2004 issue also introduced two new series for estimates of gross operating profits, both of which commenced in March quarter 2001. Unincorporated gross operating profits presents estimates for unincorporated businesses, other than quasi-corporates. Business gross operating profits presents estimates for all businesses and is relatable to industry estimates of sales of goods and services, wages and salaries and inventories.

## INVENTORIES TIME SERIES

**19** With the introduction of the Quarterly Business Indicators Survey, the ABS commenced the collection of inventories from businesses classified to ANZSIC classes 5322 Automotive electrical services, 5323 Smash repairs and 5329 Automotive repair and services nec. These classes contribute about 2.0% to the level estimates for Retail trade inventories and about 0.5% to the level estimate for Total inventories. Their contribution to movement estimates is not consistent with the movement estimates for Retail trade which suggests that the characteristics of these classes differ from other Retail trade classes. As a result, there is a break in the series for Retail trade inventories and Total inventories, between the December quarter 2000 and the March quarter 2001.

## WAGES TIME SERIES

**20** The Introduction of the Quarterly Business Indicators Survey from March quarter 2001 included the collection of private sector wages and salaries by industry. Experimental seasonally adjusted and trend series were presented in this publication for the first time in March quarter 2004. These series are considered experimental as less than five years of data are available for estimation of seasonal factors.

## PRIVATISED MARKETING AUTHORITIES

**21** Three significant privatised marketing authorities came into scope of the estimates in this publication from the September quarter 1999. The introduction of these units resulted in a break in series for estimates for inventories and sales of goods and services between the June and September quarters 1999 and comparison of the series over time should be undertaken with care.

**22** The methodology used by the ABS has ensured that the trend series has not been distorted by the introduction of these units, although there is a trend break evident between the June and September quarters 1999. For this reason, the trend estimates of movement have not been released for the Wholesale trade inventories, Total inventories and Wholesale trade sales series in respect of the September quarter 1999.

## GLOSSARY

<b>A company</b>	The definition of company has been expanded to include quasi-corporations as well as incorporated private sector business enterprises. For the purpose of the survey, branches of overseas companies operating in Australia are included but overseas branches of Australian companies are excluded.
<b>Business gross operating profit</b>	The sum of unincorporated gross operating profit and company gross operating profit.
<b>Company gross operating profits</b>	Selected items are excluded from company profits before income tax to provide a measure of underlying company profits. These items include interest income and expenses; depreciation and amortisation; and selected items which do not involve the production of goods and services such as net foreign exchange gains/losses, gains/losses arising from the sale of non-current assets, and net unrealised gains/losses from the revaluation of current or non-current assets.
<b>Company profits before income tax</b>	Net operating profit or loss before income tax and extraordinary items and is net of capital profits or losses arising from the sale of businesses' own capital goods and dividends received.
<b>Inventories</b>	All inventories of materials etc., work in progress and finished goods owned by the business, whether held at locations of the business or elsewhere. Inventories are recorded at book value at the end of the quarter.
<b>Quasi-corporations</b>	Large and easily identified unincorporated enterprises such as partnerships of companies or unit trusts of companies.
<b>Sales of goods and services</b>	This item includes sales of goods by the business and income from services provided such as commission income, repair and service income and fees, management fees, rent leasing and hiring income, delivery and installation charges, income from consulting services, sponsorship income, membership/subscription fees and royalties income. State/territory income from sales of goods and services is reported by businesses for the sales of goods and services from each state/territory in which the business operates.
<b>Unincorporated businesses</b>	Businesses not in the corporate sector as defined under the glossary term 'a company'.
<b>Unincorporated gross operating profit</b>	Same definition as company gross operating profit except it includes only unincorporated businesses.
<b>Wages and salaries</b>	Gross earnings before taxation and other deductions. Includes provisions for employee entitlements.







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