

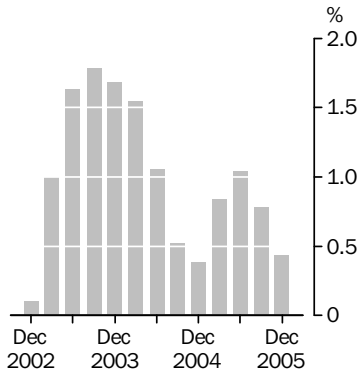
**BUSINESS INDICATORS**

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) MON 27 FEB 2006

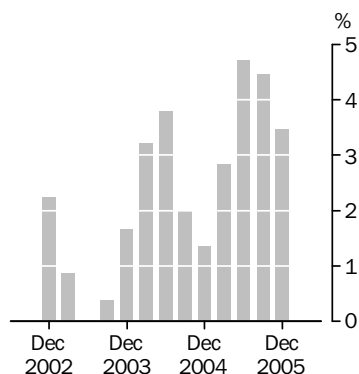
**Inventories (volume terms)**

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 Fiona Cotsell on Sydney (02) 9268 4241.

**KEY FIGURES**

	Sep Qtr 05 to Dec Qtr 05 %	Dec Qtr 04 to Dec Qtr 05 %
<b>Sales of goods &amp; services (Chain vol. meas.)</b>		
Manufacturing		
Trend	-0.1	0.8
Seasonally Adjusted	-0.9	1.0
Wholesale trade		
Trend	0.6	3.0
Seasonally Adjusted	1.0	2.9
<b>Inventories (Chain vol. meas.)</b>		
Trend	0.4	3.1
Seasonally Adjusted	0.2	3.6
<b>Company profits before income tax</b>		
Trend	4.6	19.0
Seasonally Adjusted	3.6	15.6
<b>Company gross operating profits</b>		
Trend	3.5	16.4
Seasonally Adjusted	0.8	13.6
<b>Wages and salaries</b>		
Seasonally Adjusted	1.9	8.5

**KEY POINTS**

**CHAIN VOLUME MEASURES**

- The trend estimate for inventories increased by 0.4% this quarter. The seasonally adjusted estimate increased 0.2% following a 0.6% rise in the previous quarter.
- The trend estimate for Manufacturing sales of goods and services decreased 0.1% this quarter after an increase of 0.2% in the previous quarter. Seasonally adjusted Manufacturing sales decreased 0.9% after an increase of 0.6% in the September quarter 2005. Wholesale trade's sales of goods and services in trend terms increased 0.6% this quarter, following a similar increase last quarter. In seasonally adjusted terms Wholesale sales increased 1% after a fall of 0.6% in the September quarter 2005.

**CURRENT PRICE ESTIMATES**

- The trend estimate for company gross operating profits increased 3.5% this quarter. Seasonally adjusted the estimate increased 0.8% after a 2.9% rise in the previous quarter.
- Wages and salaries trend estimates increased 1.8% this quarter. In seasonally adjusted terms wages and salaries increased 1.9% this quarter after an rise of 2.4% in the previous quarter.

# NOTES

## FORTHCOMING ISSUES

<i>ISSUE (Quarter)</i>	<i>RELEASE DATE</i>
March 2006	5 June 2006
June 2006	4 September 2006

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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

Price changes have had an impact on the value of inventories held by Australian businesses this quarter. An inventories valuation adjustment (IVA) is applied in the calculation of 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 \$1198m which is \$54m lower than September quarter IVA of \$1252m. 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 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.

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## ABBREVIATIONS

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

Dennis Trewin  
Australian Statistician

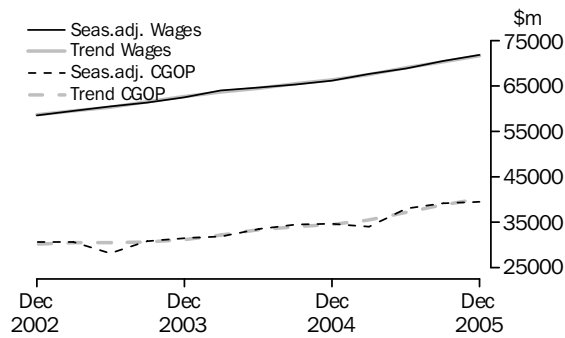
## ANALYSIS BY INDUSTRY

### FEATURED SERIES

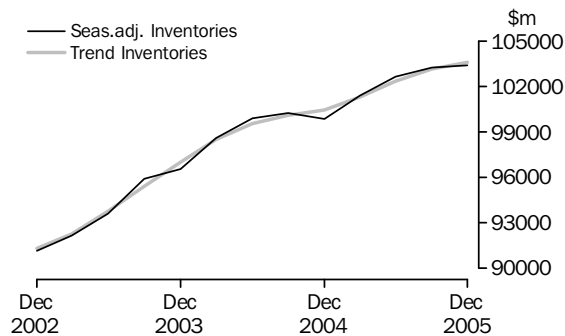
The following graphs and commentary refer to seasonally adjusted and trend estimates of: sales of goods and services ('Sales') and inventories ('Inv.') in volume terms; and wages and salaries ('Wages') and company gross operating profits ('CGOP') in current price terms.

### TOTAL ALL INDUSTRIES

The trend estimate of company gross operating profits increased 3% this quarter, the growth rate falling in comparison to the previous two quarters. Seasonally adjusted the estimate increased 1%, the growth rate weaker than the previous two quarters. Wages and salaries trend estimates increased 2% this quarter and increased 2% in seasonally adjusted terms. The estimate continues the steady growth of recent quarters.



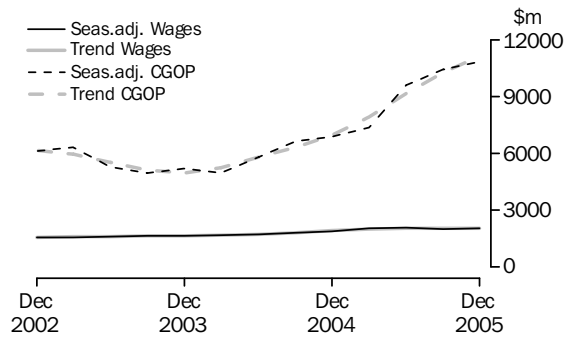
The trend estimate for total inventories is relatively flat this quarter, which is a smaller increase compared to the previous three quarters. Seasonally adjusted the estimate was relatively flat.



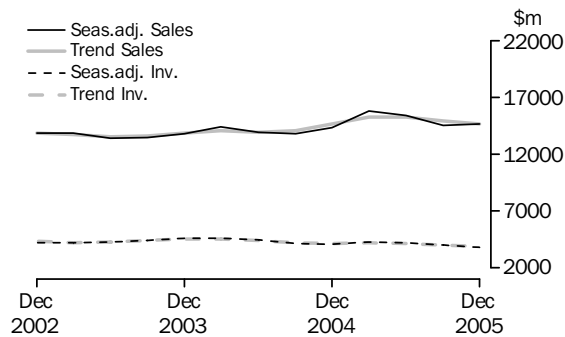
## ANALYSIS BY INDUSTRY *continued*

### MINING

The trend estimate for company gross operating profit increased 8% this quarter, the rate of growth remains at high levels. The seasonally adjusted estimate increased 4% this quarter, after a rise of 8% in the previous quarter. The trend estimate for wages and salaries decreased 1% this quarter after the growth rate had been slowing for the past three quarters. The seasonally adjusted estimate increased 2% after a fall of 4% in the previous quarter.



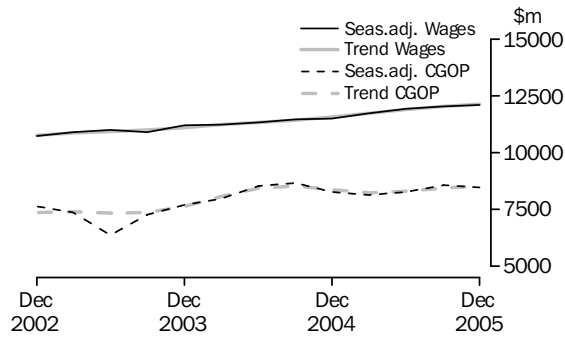
The trend estimate for sales of goods and services decreased 2% this quarter, the second consecutive fall. The seasonally adjusted estimate increased 1%, following two quarters of decreases. The trend estimate and seasonally adjusted estimate for inventories both decreased 4% this quarter. The seasonally adjusted estimate was the third consecutive quarter of decreases.



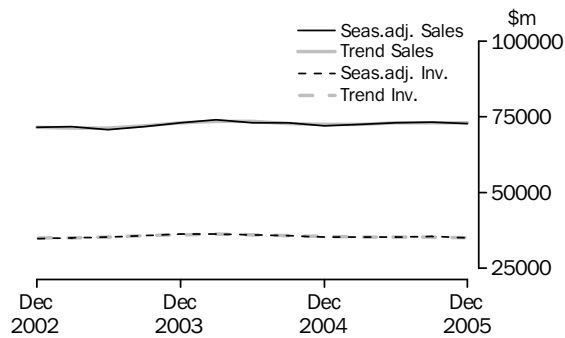
## ANALYSIS BY INDUSTRY *continued*

### MANUFACTURING

The trend estimate for company gross operating profits increased 1% this quarter, the third consecutive quarter of small increases. The seasonally adjusted estimate decreased 1% this quarter after a strong 4% increase in the previous quarter. The trend estimate for wages and salaries increased 1% this quarter. The seasonally adjusted estimate was relatively flat this quarter, following a 1% increase in the previous quarter.



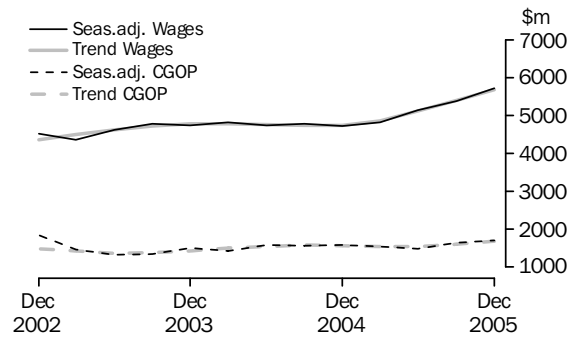
The trend estimate for sales of goods and services was relatively flat this quarter, the fifth consecutive quarter of relatively flat growth. The seasonally adjusted estimate fell by 1% this quarter, the first decrease after three quarters of weak growth. The trend estimate for inventories was relatively flat this quarter similar to the previous three quarters. The seasonally adjusted estimate decreased 1% this quarter.



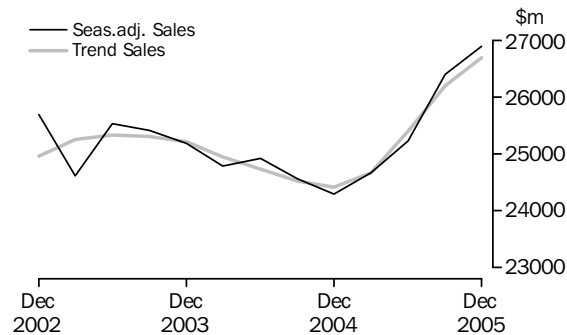
## ANALYSIS BY INDUSTRY *continued*

### CONSTRUCTION

The trend estimate for company gross operating profits increased 5% this quarter a similar level of growth to the previous quarter. The seasonally adjusted estimate increased 3% this quarter, following a strong increase of 10% in the previous quarter. The trend estimate for wages and salaries increased 5% this quarter, which was similar to the growth in the previous two quarters. The seasonally adjusted estimate increased 6% this quarter.

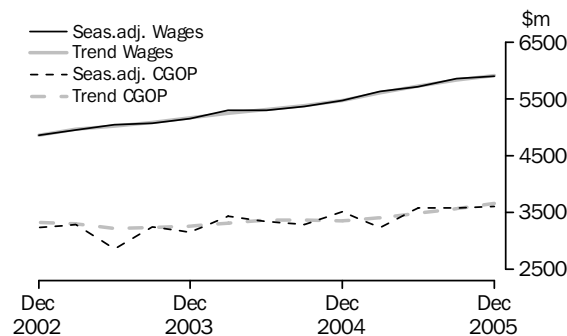


The trend estimate for sales of goods and services increased 2% this quarter, the fourth consecutive quarter of positive growth. The seasonally adjusted estimate increased 2%, following stronger growth of 5% in the previous quarter.



### WHOLESALE TRADE

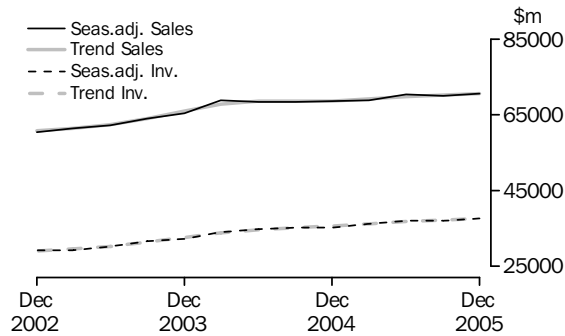
The trend estimate for company gross operating profits increased 2% this quarter, the fourth consecutive quarter of similar growth. The seasonally adjusted estimate increased 1% this quarter. The trend estimate for wages and salaries increased 1% this quarter. The seasonally adjusted estimate increased 1% this quarter, after an increase of 3% in the previous quarter.



## ANALYSIS BY INDUSTRY *continued*

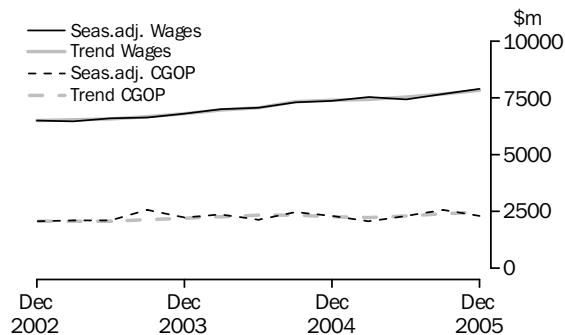
### WHOLESALE TRADE *continued*

The trend estimate for sales of goods and services increased 1% this quarter, a similar increase to the previous quarter. The seasonally adjusted estimate also increased 1% after a small decline in the previous quarter. The trend estimate for inventories increased 1% this quarter. The seasonally adjusted estimate increased 2% after relatively flat growth in the previous quarter.

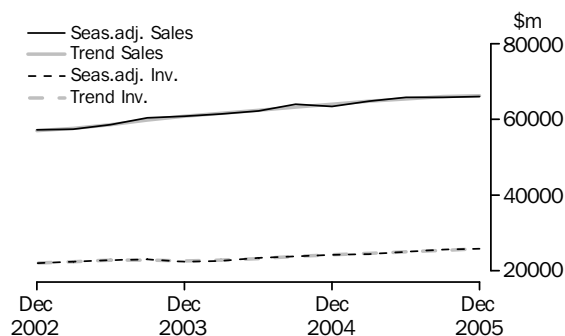


### RETAIL TRADE

The trend estimate for company gross operating profits increased 3% this quarter after a revised increase of 4% in the previous quarter. The seasonally adjusted estimate decreased 10% this quarter, after a strong increase of 11% in the previous quarter. The trend estimate for wages and salaries increased 2% this quarter. The seasonally adjusted estimate increased 3% this quarter, the second consecutive quarter of similar growth.



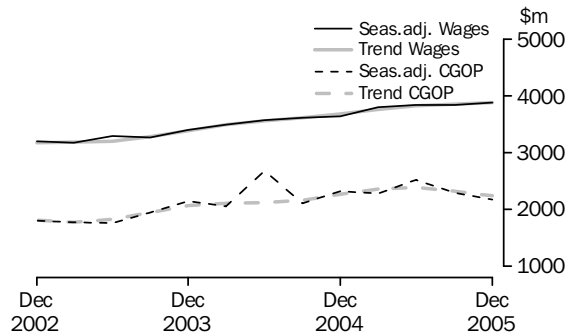
The trend estimate for sales of goods and services was relatively flat this quarter following eight consecutive quarters of subdued growth of 1%. The seasonally adjusted estimate has been relatively flat for the past two quarters. The trend estimate for inventories increased 2% this quarter, the seventh consecutive quarter of similar growth. The seasonally adjusted estimate increased 1%, following two quarters of slightly stronger growth.



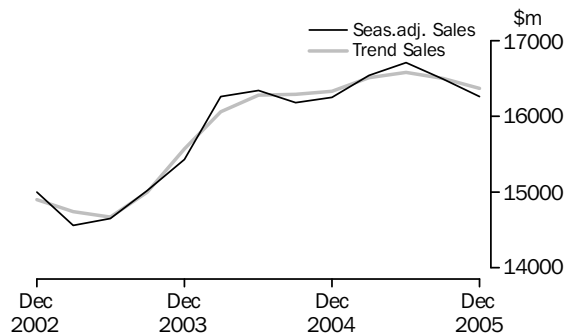
## ANALYSIS BY INDUSTRY *continued*

### TRANSPORT AND STORAGE

The trend estimate for company gross operating profits decreased 4% this quarter, the second consecutive quarter of decreases. The seasonally adjusted estimate decreased 5% this quarter, after a strong fall last quarter of 9%. The trend estimate for wages and salaries was relatively flat this quarter, continuing the decline in growth rates over the previous two quarters.

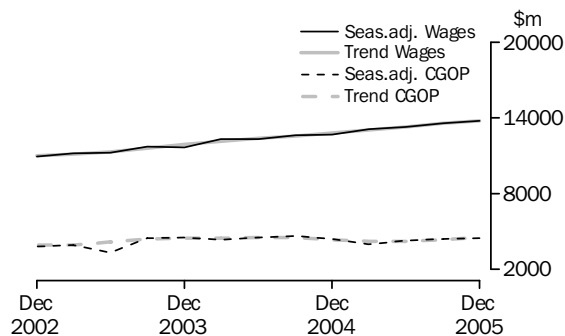


The trend estimate for sales of goods and services decreased 1% this quarter after relatively flat growth over the previous two quarters. The seasonally adjusted estimate decreased 1%, after a similar fall in the previous quarter.



### PROPERTY AND BUSINESS SERVICES

The trend estimate for company gross operating profits increased 3% this quarter, following a similar increase in the previous quarter. The seasonally adjusted estimate increased 1%, the growth rate falling compared to the previous two quarters. The trend estimate for wages and salaries increased 2% this quarter, the eleventh consecutive quarter of similar growth. The seasonally adjusted estimate increased 2%, similar to the previous two quarters' growth rates.

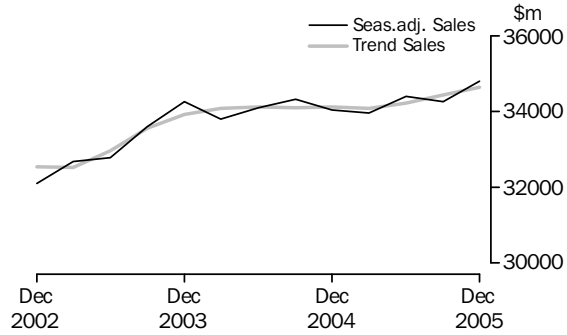




## ANALYSIS BY INDUSTRY *continued*

### PROPERTY AND BUSINESS SERVICES *continued*

The trend estimate for sales of goods and services has increased 1% this quarter. The seasonally adjusted estimate increased 2% this quarter, after a small fall in the previous quarter.



## LIST OF TABLES

page

### SALES OF GOODS AND SERVICES

<b>1</b>	Chain volume measures	11
<b>2</b>	Chain volume measures, Percentage change from previous quarter	12
<b>3</b>	Current prices	13
<b>4</b>	By state, Current prices, Original	14
<b>5</b>	By state, Current prices, Original, Percentage change from previous quarter	14

### INVENTORIES

<b>6</b>	Chain volume measures	15
<b>7</b>	Chain volume measures, Percentage change from previous quarter	16
<b>8</b>	Current prices	17

### COMPANY PROFITS BEFORE INCOME TAX

<b>9</b>	Current prices	18
<b>10</b>	Current prices, Percentage change from previous quarter	19

### COMPANY GROSS OPERATING PROFITS

<b>11</b>	Current prices	20
<b>12</b>	Current prices, Percentage change from previous quarter	21

### UNINCORPORATED GROSS OPERATING PROFITS

<b>13</b>	Current prices	22
<b>14</b>	Current prices, Percentage change from previous quarter	23

### BUSINESS GROSS OPERATING PROFITS

<b>15</b>	Current prices	24
<b>16</b>	Current prices, Percentage change from previous quarter	25

### WAGES AND SALARIES

<b>17</b>	Current prices	26
<b>18</b>	Current prices, Percentage change from previous quarter	27
<b>19</b>	By state, Current prices, Original	28
<b>20</b>	By state, Current prices, Original, Percentage change from previous quarter	28

### SELECTED OPERATING RATIOS

<b>21</b>	Inventories/sales of goods and services, Current prices, Original	29
<b>22</b>	Sales of goods and services/wages and salaries, Current prices, Original	29
<b>23</b>	Business gross operating profits/sales of goods and services, Current prices, Original	30

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

	<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>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2003-04</b>								
December	14 290	75 953	26 076	67 501	65 843	16 257	35 218	34 271
March	13 591	69 763	23 605	66 091	59 019	15 664	32 026	31 923
June	13 936	73 158	25 348	68 097	60 681	15 948	34 790	34 140
<b>2004-05</b>								
September	13 991	74 345	24 418	68 971	62 762	16 347	34 491	35 021
December	14 905	74 799	25 170	70 811	68 643	17 128	34 996	34 085
March	14 891	68 386	23 464	66 043	62 294	15 944	32 165	31 396
June	15 372	72 972	25 673	70 059	64 120	16 294	35 051	32 926
<b>2005-06</b>								
September	14 801	74 681	26 235	70 775	64 837	16 654	34 477	33 769
December	15 252	75 500	27 875	72 904	71 379	17 157	35 806	33 792
SEASONALLY ADJUSTED (c)								
<b>2003-04</b>								
December	13 781	73 020	25 187	65 428	60 667	15 435	34 265	33 498
March	14 416	74 054	24 784	68 774	61 430	16 261	33 804	33 256
June	13 923	73 091	24 916	68 357	62 191	16 333	34 088	34 423
<b>2004-05</b>								
September	13 786	73 042	24 559	68 328	63 870	16 178	34 306	34 185
December	14 352	71 934	24 291	68 606	63 388	16 250	34 032	33 263
March	15 815	72 607	24 661	68 672	64 787	16 536	33 949	32 686
June	15 359	72 919	25 229	70 277	65 791	16 703	34 399	33 192
<b>2005-06</b>								
September	14 546	73 343	26 392	69 866	65 856	16 491	34 257	33 031
December	14 668	72 656	26 891	70 587	66 013	16 260	34 801	32 935
TREND (c)								
<b>2003-04</b>								
December	13 858	72 871	25 210	66 031	60 770	15 569	33 925	33 040
March	14 058	73 579	24 949	67 753	61 566	16 057	34 086	33 731
June	13 959	73 401	24 737	68 553	62 397	16 274	34 113	34 126
<b>2004-05</b>								
September	14 056	72 773	24 528	68 521	63 221	16 283	34 108	33 940
December	14 634	72 376	24 418	68 544	63 981	16 329	34 113	33 442
March	15 236	72 538	24 669	69 080	64 761	16 505	34 087	32 996
June	15 268	72 867	25 399	69 676	65 438	16 581	34 221	32 961
<b>2005-06</b>								
September	14 908	73 045	26 194	70 173	65 929	16 502	34 445	33 018
December	14 660	72 974	26 693	70 581	66 154	16 364	34 636	33 033

(a) Reference year for chain volume measures is 2003-04.

(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>2003-04</b>								
December	3.9	4.1	3.1	4.1	11.4	7.1	4.5	4.3
March	-4.9	-8.1	-9.5	-2.1	-10.4	-3.6	-9.1	-6.9
June	2.5	4.9	7.4	3.0	2.8	1.8	8.6	6.9
<b>2004-05</b>								
September	0.4	1.6	-3.7	1.3	3.4	2.5	-0.9	2.6
December	6.5	0.6	3.1	2.7	9.4	4.8	1.5	-2.7
March	-0.1	-8.6	-6.8	-6.7	-9.3	-6.9	-8.1	-7.9
June	3.2	6.7	9.4	6.1	2.9	2.2	9.0	4.9
<b>2005-06</b>								
September	-3.7	2.3	2.2	1.0	1.1	2.2	-1.6	2.6
December	3.0	1.1	6.2	3.0	10.1	3.0	3.9	0.1
SEASONALLY ADJUSTED (c)								
<b>2003-04</b>								
December	2.2	1.9	-0.9	2.3	0.5	2.8	2.0	4.4
March	4.6	1.4	-1.6	5.1	1.3	5.4	-1.3	-0.7
June	-3.4	-1.3	0.5	-0.6	1.2	0.4	0.8	3.5
<b>2004-05</b>								
September	-1.0	-0.1	-1.4	0.0	2.7	-1.0	0.6	-0.7
December	4.1	-1.5	-1.1	0.4	-0.8	0.4	-0.8	-2.7
March	10.2	0.9	1.5	0.1	2.2	1.8	-0.2	-1.7
June	-2.9	0.4	2.3	2.3	1.5	1.0	1.3	1.5
<b>2005-06</b>								
September	-5.3	0.6	4.6	-0.6	0.1	-1.3	-0.4	-0.5
December	0.8	-0.9	1.9	1.0	0.2	-1.4	1.6	-0.3
TREND (c)								
<b>2003-04</b>								
December	2.2	1.4	-0.4	3.2	1.5	3.8	1.1	1.9
March	1.4	1.0	-1.0	2.6	1.3	3.1	0.5	2.1
June	-0.7	-0.2	-0.9	1.2	1.4	1.4	0.1	1.2
<b>2004-05</b>								
September	0.7	-0.9	-0.8	0.0	1.3	0.1	0.0	-0.5
December	4.1	-0.5	-0.4	0.0	1.2	0.3	0.0	-1.5
March	4.1	0.2	1.0	0.8	1.2	1.1	-0.1	-1.3
June	0.2	0.5	3.0	0.9	1.0	0.5	0.4	-0.1
<b>2005-06</b>								
September	-2.4	0.2	3.1	0.7	0.7	-0.5	0.7	0.2
December	-1.7	-0.1	1.9	0.6	0.3	-0.8	0.6	0.0

(a) Reference year for chain volume measures is 2003-04.

(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

	<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 (a)</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2003-04</b>								
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	77 616	25 289	70 368	62 886	16 572	35 033	35 768
December	17 303	79 714	26 464	72 398	69 229	17 865	35 724	35 452
March	17 061	72 741	25 021	66 491	62 480	16 643	32 979	33 103
June	20 406	79 177	27 681	71 603	64 755	17 179	36 199	34 898
<b>2005-06</b>								
September	21 422	82 148	28 568	73 181	66 526	17 940	36 297	36 335
December	22 546	84 108	30 654	75 915	73 058	18 760	38 153	36 544
SEASONALLY ADJUSTED (b)								
<b>2003-04</b>								
December	13 444	72 385	24 953	65 313	60 595	15 560	34 068	33 319
March	13 741	74 064	24 933	67 934	61 466	16 298	34 058	33 475
June	14 886	74 384	25 457	68 299	62 377	16 388	34 432	34 849
<b>2004-05</b>								
September	16 141	76 284	25 439	69 713	64 038	16 418	34 855	34 922
December	16 664	76 730	25 543	70 160	63 970	16 966	34 750	34 601
March	18 124	77 171	26 297	69 284	65 023	17 280	34 817	34 506
June	20 388	79 097	27 189	71 883	66 486	17 629	35 536	35 147
<b>2005-06</b>								
September	21 041	80 691	28 749	72 246	67 615	17 783	36 076	35 533
December	21 650	81 046	29 579	73 548	67 609	17 798	37 092	35 630
TREND (b)								
<b>2003-04</b>								
December	13 377	72 288	25 017	65 792	60 721	15 568	33 815	32 882
March	13 949	73 673	25 100	67 264	61 588	16 103	34 248	33 913
June	14 831	74 900	25 255	68 680	62 548	16 393	34 491	34 572
<b>2004-05</b>								
September	15 811	75 843	25 421	69 430	63 495	16 593	34 657	34 777
December	16 969	76 653	25 673	69 771	64 286	16 894	34 791	34 726
March	18 398	77 699	26 287	70 311	65 241	17 291	34 974	34 721
June	19 860	78 961	27 359	71 236	66 321	17 578	35 480	35 049
<b>2005-06</b>								
September	21 044	80 284	28 522	72 417	67 290	17 749	36 187	35 426
December	21 865	81 426	29 576	73 555	67 943	17 862	36 910	35 733

(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.

## 4

## 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>2003-04</b>								
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	114 898	89 237	61 462	24 350	37 830	5 361	3 190	3 626
December	120 182	91 976	63 661	25 796	39 651	5 753	3 539	3 579
March	110 006	83 430	58 657	23 978	38 913	5 483	2 978	3 072
June	116 804	91 600	64 979	24 541	40 739	6 052	3 620	3 564
<b>2005-06</b>								
September	118 308	93 549	69 294	25 551	42 254	6 121	3 829	3 510
December	123 765	98 312	72 178	25 904	45 567	6 535	3 831	3 646

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

## 5

## 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>2003-04</b>								
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	3.3	3.2	3.6	1.6	2.6	2.0	6.8	-2.1
December	4.6	3.1	3.6	5.9	4.8	7.3	10.9	-1.3
March	-8.5	-9.3	-7.9	-7.0	-1.9	-4.7	-15.8	-14.2
June	6.2	9.8	10.8	2.3	4.7	10.4	21.5	16.0
<b>2005-06</b>								
September	1.3	2.1	6.6	4.1	3.7	1.2	5.8	-1.5
December	4.6	5.1	4.2	1.4	7.8	6.7	0.1	3.9

(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)

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
<b>2003-04</b>						
December	4 638	35 604	34 812	22 695	1 083	98 871
March	4 549	36 533	34 848	22 844	1 104	99 898
June	4 417	36 217	34 089	22 746	1 078	98 547
<b>2004-05</b>						
September	4 215	36 124	34 347	24 091	1 049	99 826
December	4 082	34 709	37 067	24 499	1 035	101 393
March	4 226	35 652	36 565	24 611	995	102 048
June	4 188	35 290	36 324	24 429	994	101 224
<b>2005-06</b>						
September	4 099	35 772	36 155	25 871	974	102 871
December	3 857	34 383	39 713	26 206	963	105 124
SEASONALLY ADJUSTED						
<b>2003-04</b>						
December	4 635	36 219	32 292	22 406	1 062	96 538
March	4 587	36 258	33 987	22 657	1 100	98 575
June	4 464	36 165	34 788	23 372	1 090	99 879
<b>2004-05</b>						
September	4 139	35 802	35 316	23 940	1 061	100 258
December	4 077	35 313	35 254	24 196	1 020	99 859
March	4 270	35 420	36 270	24 424	989	101 372
June	4 225	35 237	37 051	25 099	1 006	102 618
<b>2005-06</b>						
September	4 027	35 461	37 084	25 699	981	103 251
December	3 852	34 977	37 746	25 882	951	103 408
TREND						
<b>2003-04</b>						
December	4 577	36 163	32 600	22 672	1 076	97 020
March	4 576	36 282	33 801	22 794	1 091	98 518
June	4 407	36 099	34 691	23 274	1 086	99 556
<b>2004-05</b>						
September	4 216	35 778	35 197	23 823	1 059	100 072
December	4 156	35 469	35 616	24 194	1 024	100 459
March	4 191	35 342	36 193	24 578	1 003	101 307
June	4 171	35 327	36 798	25 069	992	102 357
<b>2005-06</b>						
September	4 049	35 263	37 296	25 565	978	103 151
December	3 882	35 128	37 663	25 964	963	103 600

(a) Reference year for chain volume measures is 2003-04.

(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

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	%	%	%	%	%	%
ORIGINAL						
<b>2003-04</b>						
December	3.4	-1.6	15.2	-2.3	2.1	4.1
March	-1.9	2.6	0.1	0.7	2.0	1.0
June	-2.9	-0.9	-2.2	-0.4	-2.4	-1.4
<b>2004-05</b>						
September	-4.6	-0.3	0.8	5.9	-2.7	1.3
December	-3.2	-3.9	7.9	1.7	-1.4	1.6
March	3.5	2.7	-1.4	0.5	-3.9	0.6
June	-0.9	-1.0	-0.7	-0.7	-0.1	-0.8
<b>2005-06</b>						
September	-2.1	1.4	-0.5	5.9	-2.1	1.6
December	-5.9	-3.9	9.8	1.3	-1.1	2.2
SEASONALLY ADJUSTED						
<b>2003-04</b>						
December	5.2	0.9	2.3	-3.1	-0.9	0.6
March	-1.1	0.1	5.2	1.1	3.6	2.1
June	-2.7	-0.3	2.4	3.2	-0.9	1.3
<b>2004-05</b>						
September	-7.3	-1.0	1.5	2.4	-2.7	0.4
December	-1.5	-1.4	-0.2	1.1	-3.8	-0.4
March	4.7	0.3	2.9	0.9	-3.1	1.5
June	-1.0	-0.5	2.2	2.8	1.7	1.2
<b>2005-06</b>						
September	-4.7	0.6	0.1	2.4	-2.5	0.6
December	-4.3	-1.4	1.8	0.7	-3.1	0.2
TREND						
<b>2003-04</b>						
December	3.0	0.9	3.9	-0.6	1.9	1.7
March	0.0	0.3	3.7	0.5	1.4	1.5
June	-3.7	-0.5	2.6	2.1	-0.5	1.1
<b>2004-05</b>						
September	-4.3	-0.9	1.5	2.4	-2.5	0.5
December	-1.4	-0.9	1.2	1.6	-3.3	0.4
March	0.8	-0.4	1.6	1.6	-2.0	0.8
June	-0.5	0.0	1.7	2.0	-1.1	1.0
<b>2005-06</b>						
September	-2.9	-0.2	1.4	2.0	-1.4	0.8
December	-4.1	-0.4	1.0	1.6	-1.6	0.4

(a) Reference year for chain volume measures is 2003-04.

(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

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(a)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
.....						
ORIGINAL						
<b>2003-04</b>						
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	38 224	33 498	23 994	1 083	101 497
December	4 592	37 626	35 480	24 450	1 100	103 248
March	4 675	38 848	34 789	24 506	1 079	103 897
June	5 149	38 900	34 580	24 338	1 071	104 038
<b>2005-06</b>						
September	5 477	39 852	34 927	25 885	1 061	107 202
December	5 484	39 024	38 627	26 367	1 051	110 554
.....						
SEASONALLY ADJUSTED						
<b>2003-04</b>						
December	4 548	35 826	31 850	22 409	1 065	95 698
March	4 586	35 962	32 853	22 774	1 102	97 277
June	4 568	36 749	33 464	23 379	1 100	99 260
<b>2004-05</b>						
September	4 613	37 897	34 315	23 844	1 094	101 763
December	4 586	38 264	33 964	24 147	1 084	102 045
March	4 723	38 582	34 731	24 321	1 074	103 431
June	5 195	38 863	35 368	25 006	1 084	105 516
<b>2005-06</b>						
September	5 380	39 524	35 714	25 713	1 067	107 398
December	5 477	39 665	37 097	26 041	1 039	109 319
.....						
TREND						
<b>2003-04</b>						
December	4 491	35 729	32 000	22 695	1 075	95 990
March	4 572	36 135	32 781	22 842	1 095	97 425
June	4 591	36 849	33 511	23 290	1 100	99 341
<b>2004-05</b>						
September	4 567	37 659	33 983	23 778	1 095	101 082
December	4 623	38 258	34 308	24 103	1 085	102 377
March	4 818	38 629	34 661	24 479	1 081	103 668
June	5 096	38 973	35 262	25 007	1 075	105 413
<b>2005-06</b>						
September	5 348	39 368	36 024	25 583	1 064	107 387
December	5 555	39 734	36 760	26 118	1 048	109 215

(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>2003-04</b>									
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	6 492	1 070	2 697	1 603	867	3 637	4 454	25 831
December	2 791	6 236	^ 1 308	3 078	2 562	1 484	^ 3 628	6 505	27 593
March	4 741	5 259	^ 1 040	2 465	1 217	^ 895	^ 2 220	3 519	21 357
June	5 056	5 551	^ 1 107	2 868	1 181	^ 821	^ 3 422	3 955	23 960
<b>2005-06</b>									
September	8 885	6 506	^ 1 096	2 956	1 722	^ 957	^ 3 117	4 097	29 335
December	7 458	6 181	1 640	3 186	2 586	1 266	4 232	4 145	30 694
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	4 537	5 166	1 052	2 586	1 624	972	3 138	3 460	22 535
March	2 602	5 325	1 056	2 778	1 623	880	3 214	3 154	20 632
June	2 337	6 022	1 219	2 579	1 459	1 354	3 511	1 919	20 400
<b>2004-05</b>									
September	4 422	6 160	1 140	2 642	1 746	886	3 557	4 273	24 826
December	3 291	5 608	1 133	2 896	1 817	1 107	3 329	5 810	24 991
March	4 338	5 602	1 130	2 546	1 448	987	2 660	4 076	22 787
June	5 495	6 193	1 123	3 033	1 563	1 090	3 362	4 254	26 113
<b>2005-06</b>									
September	7 790	6 179	1 172	2 894	1 854	980	3 036	3 968	27 873
December	8 807	5 562	1 409	2 994	1 837	873	3 922	3 486	28 890
TREND									
<b>2003-04</b>									
December	3 359	4 924	1 043	2 657	1 635	894	3 373	3 197	21 082
March	3 091	5 539	1 106	2 670	1 568	943	3 446	2 657	21 020
June	3 062	5 902	1 149	2 669	1 607	939	3 417	3 104	21 849
<b>2004-05</b>									
September	3 296	5 932	1 162	2 681	1 676	967	3 440	4 004	23 158
December	3 780	5 810	1 141	2 715	1 661	1 019	3 236	4 793	24 155
March	4 433	5 822	1 110	2 790	1 608	1 053	3 013	4 804	24 633
June	5 787	5 968	1 146	2 862	1 622	1 036	3 075	4 200	25 696
<b>2005-06</b>									
September	7 424	5 999	1 225	2 941	1 739	976	3 347	3 826	27 477
December	8 406	5 864	1 312	3 014	1 882	921	3 609	3 731	28 739

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

- (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>2003-04</b>									
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	20.5	-11.5	10.8	47.0	-20.6	2.3	180.1	39.3
December	-44.3	-3.9	22.2	14.1	59.8	71.3	-0.3	46.0	6.8
March	69.8	-15.7	-20.5	-19.9	-52.5	-39.7	-38.8	-45.9	-22.6
June	6.6	5.5	6.4	16.3	-3.0	-8.3	54.1	12.4	12.2
<b>2005-06</b>									
September	75.7	17.2	-1.0	3.1	45.7	16.6	-8.9	3.6	22.4
December	-16.1	-5.0	49.7	7.8	50.2	32.2	35.8	1.2	4.6
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	56.4	17.0	2.1	-4.9	-5.6	19.8	-24.3	16.9	8.9
March	-42.6	3.1	0.3	7.4	0.0	-9.5	2.4	-8.8	-8.4
June	-10.2	13.1	15.4	-7.1	-10.1	53.8	9.2	-39.2	-1.1
<b>2004-05</b>									
September	89.2	2.3	-6.4	2.5	19.7	-34.6	1.3	122.7	21.7
December	-25.6	-9.0	-0.7	9.6	4.0	24.9	-6.4	36.0	0.7
March	31.8	-0.1	-0.3	-12.1	-20.3	-10.9	-20.1	-29.8	-8.8
June	26.7	10.6	-0.6	19.1	7.9	10.5	26.4	4.4	14.6
<b>2005-06</b>									
September	41.8	-0.2	4.4	-4.6	18.6	-10.2	-9.7	-6.7	6.7
December	13.0	-10.0	20.2	3.5	-0.9	-10.9	29.2	-12.1	3.6
TREND									
<b>2003-04</b>									
December	-11.2	9.8	2.7	2.5	-4.7	18.5	8.6	-18.2	-1.3
March	-8.0	12.5	6.0	0.5	-4.1	5.5	2.2	-16.9	-0.3
June	-0.9	6.5	4.0	-0.1	2.5	-0.4	-0.8	16.8	3.9
<b>2004-05</b>									
September	7.6	0.5	1.1	0.5	4.2	2.9	0.7	29.0	6.0
December	14.7	-2.1	-1.8	1.3	-0.9	5.4	-5.9	19.7	4.3
March	17.3	0.2	-2.7	2.7	-3.2	3.4	-6.9	0.2	2.0
June	30.5	2.5	3.2	2.6	0.9	-1.7	2.1	-12.6	4.3
<b>2005-06</b>									
September	28.3	0.5	6.9	2.8	7.2	-5.7	8.8	-8.9	6.9
December	13.2	-2.2	7.1	2.5	8.2	-5.7	7.8	-2.5	4.6

(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>2003-04</b>									
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	8 998	1 512	3 362	2 263	2 109	4 948	5 230	35 431
December	7 043	8 716	^ 1 710	3 709	3 237	2 812	4 645	5 745	37 617
March	6 962	7 647	^ 1 444	3 055	1 827	2 172	^ 3 585	5 006	31 700
June	9 385	8 038	^ 1 517	3 488	1 839	2 105	4 284	5 940	36 597
<b>2005-06</b>									
September	10 987	8 871	^ 1 593	3 674	2 367	2 282	4 707	5 777	40 258
December	11 157	8 957	1 853	3 828	3 265	2 673	4 720	6 312	42 764
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	5 212	7 704	1 507	3 162	2 227	2 154	4 534	5 014	31 513
March	4 958	7 967	1 438	3 434	2 361	2 060	4 345	5 237	31 801
June	5 791	8 539	1 593	3 342	2 143	2 674	4 527	4 895	33 504
<b>2004-05</b>									
September	6 652	8 685	1 561	3 289	2 489	2 111	4 678	5 023	34 487
December	6 900	8 279	1 592	3 517	2 302	2 320	4 420	5 441	34 770
March	7 378	8 149	1 548	3 232	2 070	2 279	4 007	5 435	34 096
June	9 603	8 279	1 491	3 584	2 318	2 526	4 316	5 968	38 086
<b>2005-06</b>									
September	10 417	8 575	1 645	3 588	2 581	2 295	4 444	5 640	39 185
December	10 842	8 464	1 702	3 610	2 319	2 180	4 469	5 915	39 503
TREND									
<b>2003-04</b>									
December	4 958	7 639	1 434	3 268	2 201	2 067	4 469	5 109	31 185
March	5 244	8 076	1 503	3 314	2 266	2 110	4 485	5 045	32 185
June	5 785	8 448	1 550	3 365	2 332	2 122	4 545	5 034	33 402
<b>2004-05</b>									
September	6 326	8 531	1 579	3 367	2 326	2 161	4 529	5 090	34 064
December	6 968	8 376	1 570	3 360	2 261	2 265	4 378	5 314	34 525
March	7 917	8 240	1 539	3 414	2 247	2 369	4 226	5 584	35 505
June	9 144	8 308	1 557	3 491	2 309	2 389	4 256	5 728	37 177
<b>2005-06</b>									
September	10 272	8 443	1 612	3 574	2 410	2 328	4 386	5 810	38 835
December	11 126	8 548	1 687	3 660	2 471	2 239	4 521	5 881	40 183

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

- (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>2003-04</b>									
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	2.6	31.8	-5.7	9.9	8.7	10.1
December	0.5	-3.1	13.1	10.3	43.0	33.3	-6.1	9.8	6.2
March	-1.1	-12.3	-15.5	-17.6	-43.5	-22.7	-22.8	-12.9	-15.7
June	34.8	5.1	5.0	14.2	0.6	-3.1	19.5	18.7	15.4
<b>2005-06</b>									
September	17.1	10.4	5.0	5.3	28.7	8.4	9.9	-2.7	10.0
December	1.5	1.0	16.3	4.2	38.0	17.2	0.3	9.2	6.2
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	4.7	6.1	11.9	-2.7	-13.0	10.5	1.2	0.0	2.2
March	-4.9	3.4	-4.6	8.6	6.0	-4.3	-4.2	4.4	0.9
June	16.8	7.2	10.8	-2.7	-9.2	29.8	4.2	-6.5	5.4
<b>2004-05</b>									
September	14.9	1.7	-2.1	-1.6	16.2	-21.0	3.4	2.6	2.9
December	3.7	-4.7	2.0	6.9	-7.5	9.9	-5.5	8.3	0.8
March	6.9	-1.6	-2.7	-8.1	-10.1	-1.8	-9.3	-0.1	-1.9
June	30.2	1.6	-3.7	10.9	12.0	10.9	7.7	9.8	11.7
<b>2005-06</b>									
September	8.5	3.6	10.4	0.1	11.4	-9.2	3.0	-5.5	2.9
December	4.1	-1.3	3.4	0.6	-10.2	-5.0	0.6	4.9	0.8
TREND									
<b>2003-04</b>									
December	-2.9	3.7	3.9	1.1	2.7	6.0	1.3	1.1	1.7
March	5.8	5.7	4.8	1.4	2.9	2.0	0.4	-1.3	3.2
June	10.3	4.6	3.1	1.6	2.9	0.6	1.3	-0.2	3.8
<b>2004-05</b>									
September	9.4	1.0	1.8	0.0	-0.2	1.8	-0.4	1.1	2.0
December	10.2	-1.8	-0.6	-0.2	-2.8	4.8	-3.3	4.4	1.4
March	13.6	-1.6	-2.0	1.6	-0.6	4.6	-3.5	5.1	2.8
June	15.5	0.8	1.2	2.3	2.8	0.8	0.7	2.6	4.7
<b>2005-06</b>									
September	12.3	1.6	3.6	2.4	4.4	-2.5	3.1	1.4	4.5
December	8.3	1.2	4.6	2.4	2.5	-3.8	3.1	1.2	3.5

(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.

	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>2003-04</b>									
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	1 875	1 244	6 625
December	^ 16	^ 835	^ 911	^ 510	1 339	^ 301	^ 1 891	1 305	7 108
March	^ 12	^ 540	^ 668	*419	1 078	^ 246	^ 1 642	979	5 585
June	^ 17	^ 569	^ 837	*461	1 042	^ 288	^ 1 734	1 013	5 960
<b>2005-06</b>									
September	^ 14	^ 684	^ 837	*535	1 125	^ 281	^ 1 858	1 401	6 734
December	21	687	801	548	1 315	309	1 661	1 202	6 545
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	23	506	734	655	1 105	252	2 257	1 020	6 552
March	27	499	646	653	1 159	278	2 067	1 088	6 417
June	31	580	662	590	1 225	237	1 967	1 157	6 449
<b>2004-05</b>									
September	29	636	817	557	1 178	250	1 776	1 166	6 409
December	16	714	831	455	1 168	283	1 837	1 232	6 536
March	15	628	754	437	1 123	273	1 781	1 020	6 031
June	14	635	827	522	1 112	298	1 748	1 104	6 260
<b>2005-06</b>									
September	14	637	830	514	1 175	263	1 761	1 303	6 497
December	21	586	731	491	1 149	290	1 609	1 127	6 004
TREND									
<b>2003-04</b>									
December	22	499	698	616	1 156	262	2 176	1 034	6 463
March	28	521	676	636	1 168	258	2 108	1 087	6 482
June	30	579	708	609	1 188	253	1 951	1 155	6 473
<b>2004-05</b>									
September	26	642	766	532	1 193	256	1 840	1 181	6 436
December	20	670	805	476	1 158	270	1 796	1 143	6 338
March	15	661	813	467	1 132	282	1 785	1 118	6 273
June	14	638	805	489	1 134	282	1 763	1 138	6 263
<b>2005-06</b>									
September	16	618	796	508	1 146	281	1 712	1 180	6 257
December	18	605	777	512	1 162	282	1 657	1 217	6 230

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

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

(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>2003-04</b>									
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	-4.0	17.5	8.1
December	-44.8	22.0	10.9	-11.8	19.0	12.6	0.9	4.9	7.3
March	-23.6	-35.4	-26.6	-17.9	-19.5	-18.1	-13.2	-25.0	-21.4
June	35.9	5.4	25.2	9.9	-3.4	16.7	5.6	3.5	6.7
<b>2005-06</b>									
September	-17.7	20.4	0.0	16.1	7.9	-2.4	7.1	38.3	13.0
December	52.4	0.4	-4.2	2.6	16.9	10.1	-10.6	-14.2	-2.8
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	17.7	2.4	2.5	28.8	-8.5	-5.1	6.5	3.4	3.7
March	19.6	-1.3	-11.9	-0.4	4.9	10.4	-8.4	6.7	-2.1
June	16.0	16.2	2.3	-9.6	5.7	-14.9	-4.8	6.3	0.5
<b>2004-05</b>									
September	-6.8	9.6	23.5	-5.6	-3.8	5.7	-9.7	0.8	-0.6
December	-44.7	12.3	1.7	-18.3	-0.9	13.2	3.4	5.7	2.0
March	-6.3	-12.0	-9.3	-3.9	-3.9	-3.7	-3.0	-17.2	-7.7
June	-9.1	1.1	9.7	19.4	-1.0	9.5	-1.9	8.2	3.8
<b>2005-06</b>									
September	1.0	0.4	0.4	-1.4	5.7	-11.9	0.8	18.0	3.8
December	51.5	-8.1	-11.9	-4.5	-2.2	10.5	-8.6	-13.5	-7.6
TREND									
<b>2003-04</b>									
December	-7.1	1.3	-3.9	4.3	0.9	3.7	4.6	5.7	2.7
March	26.2	4.4	-3.1	3.2	1.1	-1.6	-3.1	5.1	0.3
June	8.0	11.1	4.8	-4.2	1.7	-2.2	-7.4	6.3	-0.1
<b>2004-05</b>									
September	-11.3	10.9	8.1	-12.6	0.4	1.3	-5.7	2.3	-0.6
December	-24.3	4.5	5.1	-10.4	-2.9	5.5	-2.4	-3.2	-1.5
March	-27.3	-1.3	1.0	-2.1	-2.3	4.6	-0.6	-2.2	-1.0
June	-4.2	-3.6	-0.9	4.8	0.2	-0.1	-1.3	1.8	-0.2
<b>2005-06</b>									
September	14.2	-3.1	-1.1	3.9	1.1	-0.5	-2.9	3.7	-0.1
December	16.2	-2.1	-2.5	0.8	1.4	0.5	-3.2	3.1	-0.4

(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>2003-04</b>									
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	9 683	2 333	3 940	3 389	2 377	6 823	6 474	42 056
December	7 059	9 551	2 621	4 220	4 576	3 113	6 537	7 050	44 726
March	6 975	8 187	2 113	3 474	2 906	2 419	5 227	5 985	37 285
June	9 401	8 607	2 354	3 949	2 881	2 393	6 018	6 953	42 556
<b>2005-06</b>									
September	11 001	9 556	2 430	4 208	3 492	2 563	6 565	7 179	46 992
December	11 178	9 644	2 654	4 376	4 580	2 982	6 381	7 514	49 309
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	5 235	8 210	2 241	3 817	3 332	2 406	6 791	6 034	38 065
March	4 985	8 466	2 084	4 087	3 520	2 338	6 412	6 325	38 218
June	5 822	9 119	2 255	3 932	3 368	2 911	6 494	6 052	39 953
<b>2004-05</b>									
September	6 681	9 321	2 378	3 846	3 667	2 361	6 454	6 189	40 896
December	6 916	8 993	2 423	3 972	3 470	2 603	6 257	6 673	41 306
March	7 393	8 777	2 302	3 669	3 193	2 552	5 788	6 455	40 127
June	9 617	8 914	2 318	4 106	3 430	2 824	6 064	7 072	44 346
<b>2005-06</b>									
September	10 431	9 212	2 475	4 102	3 756	2 558	6 205	6 943	45 682
December	10 863	9 050	2 433	4 101	3 468	2 470	6 078	7 042	45 507
TREND									
<b>2003-04</b>									
December	4 980	8 138	2 132	3 884	3 357	2 329	6 645	6 143	37 648
March	5 272	8 597	2 179	3 950	3 434	2 368	6 593	6 132	38 667
June	5 815	9 027	2 258	3 974	3 520	2 375	6 496	6 189	39 875
<b>2004-05</b>									
September	6 352	9 173	2 345	3 899	3 519	2 417	6 369	6 271	40 500
December	6 988	9 046	2 375	3 836	3 419	2 535	6 174	6 457	40 863
March	7 932	8 901	2 352	3 881	3 379	2 651	6 011	6 702	41 778
June	9 158	8 946	2 362	3 980	3 443	2 671	6 019	6 866	43 440
<b>2005-06</b>									
September	10 288	9 061	2 408	4 082	3 556	2 609	6 098	6 990	45 092
December	11 144	9 153	2 464	4 172	3 633	2 521	6 178	7 098	46 413

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

(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>2003-04</b>									
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	3.8	18.2	-3.5	5.7	10.3	9.8
December	0.3	-1.4	12.3	7.1	35.0	31.0	-4.2	8.9	6.3
March	-1.2	-14.3	-19.4	-17.7	-36.5	-22.3	-20.0	-15.1	-16.6
June	34.8	5.1	11.4	13.7	-0.8	-1.1	15.1	16.2	14.1
<b>2005-06</b>									
September	17.0	11.0	3.2	6.6	21.2	7.1	9.1	3.2	10.4
December	1.6	0.9	9.2	4.0	31.2	16.4	-2.8	4.7	4.9
SEASONALLY ADJUSTED									
<b>2003-04</b>									
December	4.7	5.9	8.6	1.6	-11.5	8.6	2.9	0.5	2.5
March	-4.8	3.1	-7.0	7.1	5.6	-2.8	-5.6	4.8	0.4
June	16.8	7.7	8.2	-3.8	-4.3	24.5	1.3	-4.3	4.5
<b>2004-05</b>									
September	14.8	2.2	5.5	-2.2	8.9	-18.9	-0.6	2.3	2.4
December	3.5	-3.5	1.9	3.3	-5.4	10.2	-3.1	7.8	1.0
March	6.9	-2.4	-5.0	-7.6	-8.0	-2.0	-7.5	-3.3	-2.9
June	30.1	1.6	0.7	11.9	7.4	10.7	4.8	9.6	10.5
<b>2005-06</b>									
September	8.5	3.3	6.8	-0.1	9.5	-9.4	2.3	-1.8	3.0
December	4.1	-1.8	-1.7	0.0	-7.7	-3.4	-2.0	1.4	-0.4
TREND									
<b>2003-04</b>									
December	-2.9	3.6	1.2	1.6	2.1	5.7	2.3	1.8	1.8
March	5.9	5.6	2.2	1.7	2.3	1.7	-0.8	-0.2	2.7
June	10.3	5.0	3.6	0.6	2.5	0.3	-1.5	0.9	3.1
<b>2004-05</b>									
September	9.2	1.6	3.9	-1.9	0.0	1.8	-2.0	1.3	1.6
December	10.0	-1.4	1.3	-1.6	-2.8	4.9	-3.1	3.0	0.9
March	13.5	-1.6	-1.0	1.2	-1.2	4.6	-2.6	3.8	2.2
June	15.5	0.5	0.4	2.6	1.9	0.8	0.1	2.4	4.0
<b>2005-06</b>									
September	12.3	1.3	1.9	2.6	3.3	-2.3	1.3	1.8	3.8
December	8.3	1.0	2.3	2.2	2.2	-3.4	1.3	1.5	2.9

(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>2003-04</b>									
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	7 203	3 617	12 616	18 437	65 558
December	1 899	11 828	4 861	5 588	7 644	3 755	12 930	19 178	67 682
March	1 992	11 254	4 657	5 413	7 374	3 713	12 581	18 567	65 551
June	2 112	11 886	5 113	5 776	7 390	3 806	13 534	19 435	69 052
<b>2005-06</b>									
September	2 034	12 231	5 429	5 880	7 552	3 826	13 565	20 111	70 629
December	2 088	12 423	5 877	6 033	8 204	4 005	14 035	20 771	73 436
SEASONALLY ADJUSTED (b)									
<b>2003-04</b>									
December	1 662	11 183	4 741	5 149	6 794	3 394	11 639	17 970	62 532
March	1 682	11 233	4 823	5 296	6 991	3 488	12 351	18 069	63 933
June	1 745	11 319	4 738	5 300	7 071	3 568	12 297	18 565	64 603
<b>2004-05</b>									
September	1 814	11 475	4 776	5 369	7 310	3 617	12 605	18 399	65 365
December	1 875	11 510	4 720	5 465	7 349	3 644	12 697	18 852	66 112
March	2 036	11 733	4 823	5 631	7 529	3 797	13 085	19 026	67 660
June	2 104	11 913	5 138	5 708	7 430	3 838	13 285	19 359	68 775
<b>2005-06</b>									
September	2 027	12 044	5 375	5 859	7 668	3 832	13 547	20 063	70 415
December	2 058	12 096	5 709	5 900	7 880	3 883	13 783	20 410	71 719
TREND (b)									
<b>2003-04</b>									
December	1 662	11 112	4 788	5 170	6 805	3 382	11 866	17 784	62 569
March	1 692	11 237	4 786	5 250	6 956	3 487	12 150	18 105	63 663
June	1 739	11 344	4 766	5 315	7 052	3 557	12 375	18 355	64 503
<b>2004-05</b>									
September	1 808	11 433	4 734	5 381	7 334	3 614	12 571	18 557	65 432
December	1 913	11 563	4 748	5 476	7 381	3 685	12 765	18 766	66 297
March	2 010	11 726	4 868	5 607	7 436	3 764	13 034	19 041	67 486
June	2 059	11 890	5 109	5 727	7 531	3 822	13 296	19 478	68 912
<b>2005-06</b>									
September	2 065	12 024	5 396	5 831	7 665	3 854	13 548	19 946	70 329
December	2 051	12 117	5 667	5 911	7 814	3 872	13 758	20 408	71 598

(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>2003-04</b>									
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	-1.2	1.0
December	4.3	1.5	0.9	3.6	6.1	3.8	2.5	4.0	3.2
March	4.9	-4.8	-4.2	-3.1	-3.5	-1.1	-2.7	-3.2	-3.1
June	6.0	5.6	9.8	6.7	0.2	2.5	7.6	4.7	5.3
<b>2005-06</b>									
September	-3.7	2.9	6.2	1.8	2.2	0.5	0.2	3.5	2.3
December	2.6	1.6	8.3	2.6	8.6	4.7	3.5	3.3	4.0
SEASONALLY ADJUSTED (b)									
<b>2003-04</b>									
December	0.7	2.6	-0.7	1.6	2.7	4.0	-0.9	4.0	2.0
March	1.2	0.4	1.7	2.9	2.9	2.8	6.1	0.6	2.2
June	3.7	0.8	-1.8	0.1	1.1	2.3	-0.4	2.7	1.0
<b>2004-05</b>									
September	4.0	1.4	0.8	1.3	3.4	1.4	2.5	-0.9	1.2
December	3.4	0.3	-1.2	1.8	0.5	0.7	0.7	2.5	1.1
March	8.6	1.9	2.2	3.0	2.4	4.2	3.1	0.9	2.3
June	3.3	1.5	6.5	1.4	-1.3	1.1	1.5	1.8	1.6
<b>2005-06</b>									
September	-3.7	1.1	4.6	2.6	3.2	-0.2	2.0	3.6	2.4
December	1.5	0.4	6.2	0.7	2.8	1.3	1.7	1.7	1.9
TREND (b)									
<b>2003-04</b>									
December	1.2	0.9	1.5	1.6	2.3	3.2	2.4	2.0	1.9
March	1.8	1.1	0.0	1.5	2.2	3.1	2.4	1.8	1.7
June	2.8	1.0	-0.4	1.2	1.4	2.0	1.9	1.4	1.3
<b>2004-05</b>									
September	4.0	0.8	-0.7	1.2	4.0	1.6	1.6	1.1	1.4
December	5.8	1.1	0.3	1.8	0.6	2.0	1.5	1.1	1.3
March	5.1	1.4	2.5	2.4	0.7	2.1	2.1	1.5	1.8
June	2.4	1.4	5.0	2.1	1.3	1.5	2.0	2.3	2.1
<b>2005-06</b>									
September	0.3	1.1	5.6	1.8	1.8	0.8	1.9	2.4	2.1
December	-0.7	0.8	5.0	1.4	1.9	0.5	1.6	2.3	1.8

(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>2003-04</b>									
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	23 894	17 185	11 398	4 404	6 189	1 047	566	875	65 558
December	24 696	17 656	11 616	4 605	6 495	1 133	620	854	67 682
March	23 936	16 956	11 227	4 394	6 574	1 078	582	802	65 551
June	25 176	18 057	12 066	4 421	6 648	1 162	642	880	69 052
<b>2005-06</b>									
September	25 367	18 366	12 753	4 507	6 848	1 217	690	881	70 629
December	26 165	19 369	13 291	4 611	7 201	1 235	676	889	73 436

## 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>2003-04</b>									
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	4.4	0.0	4.5	-0.3	-6.6	1.0
December	3.4	2.7	1.9	4.6	5.0	8.2	9.7	-2.5	3.2
March	-3.1	-4.0	-3.3	-4.6	1.2	-4.8	-6.2	-6.0	-3.1
June	5.2	6.5	7.5	0.6	1.1	7.7	10.4	9.7	5.3
<b>2005-06</b>									
September	0.8	1.7	5.7	1.9	3.0	4.8	7.4	0.1	2.3
December	3.1	5.5	4.2	2.3	5.1	1.5	-2.0	1.0	4.0

(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.

# 21

## 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>2003-04</b>								
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	0.27	0.47	na	0.49	0.35	na	na	na
March	0.27	0.53	na	0.52	0.39	na	na	na
June	0.25	0.49	na	0.48	0.38	na	na	na
<b>2005-06</b>								
September	0.26	0.49	na	0.48	0.39	na	na	na
December	0.24	0.46	na	0.51	0.36	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.

# 22

## 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>2003-04</b>								
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	8.73	4.58	2.78	1.94
December	9.11	6.74	5.44	12.96	9.06	4.76	2.76	1.85
March	8.56	6.46	5.37	12.28	8.47	4.48	2.62	1.78
June	9.66	6.66	5.41	12.40	8.76	4.51	2.67	1.80
<b>2005-06</b>								
September	10.53	6.72	5.26	12.45	8.81	4.69	2.68	1.81
December	10.80	6.77	5.22	12.58	8.91	4.68	2.72	1.76

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

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

(c) 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/SALES RATIO(a), Current prices—Original**



	<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>2003-04</b>								
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	0.19	0.18
December	0.41	0.12	0.10	0.06	0.07	0.17	0.18	0.20
March	0.41	0.11	0.08	0.05	0.05	0.15	0.16	0.18
June	0.46	0.11	0.09	0.06	0.04	0.14	0.17	0.20
<b>2005-06</b>								
September	0.51	0.12	0.09	0.06	0.05	0.14	0.18	0.20
December	0.50	0.11	0.09	0.06	0.06	0.16	0.17	0.21



(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

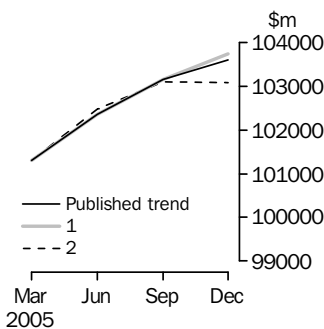
## EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

### 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.

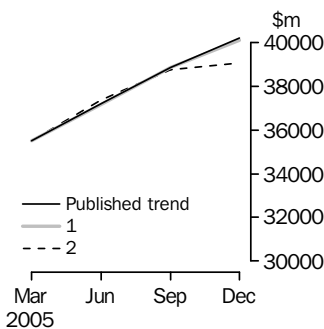
1. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are higher than the current quarter's estimate by the percentage shown.
2. Next quarter's seasonally adjusted estimate of total inventories, and seasonally 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>2005</b>						
March	101 307	0.8	101 307	0.8	101 307	0.8
June	102 357	1.0	102 348	1.0	102 481	1.2
September	103 151	0.8	103 147	0.8	103 101	0.6
December	103 600	0.4	103 729	0.6	103 087	0.0

### 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>2005</b>						
March	35 505	2.8	35 505	2.8	35 505	2.8
June	37 177	4.7	37 144	4.6	37 363	5.2
September	38 835	4.5	38 836	4.6	38 760	3.7
December	40 183	3.5	40 102	3.3	39 049	0.7

## 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 2003–04). 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 2006 issue of this publication, the chain volume measures for 2005–06 will have 2004–05 (the previous financial year) as their base year rather than 2003–04, and the reference year is 2004–05. 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-employed businesses, which are outside the scope of Quarterly Business Indicators Survey.
- 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.
- 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
CGOP	company gross operating profits
GOS	gross operating surplus
PAYGW	pay-as-you-go withholding
QBIS	Quarterly Business Indicators Survey
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>Industries</i>	<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>
	\$m	\$m	\$m	\$m	\$m
Mining	227	186	407	153	30
Manufacturing	219	192	989	473	160
Construction	215	201	1 033	na	213
Wholesale trade	211	223	1 700	855	113
Retail trade	146	137	1 214	499	152
Transport and storage	160	126	580	na	108
Property and business services	414	399	1 131	na	396
Other selected industries(a)	205	200	641	47	293
<b>Total</b>	<b>672</b>	<b>629</b>	na	<b>1 108</b>	<b>602</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>Industries</i>	<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>
	\$m	\$m	\$m	\$m	\$m
Mining	178	145	297	216	19
Manufacturing	191	183	685	507	111
Construction	228	220	821	na	187
Wholesale trade	162	134	958	855	71
Retail trade	153	145	803	510	120
Transport and storage	82	75	314	na	65
Property and business services	309	305	547	na	201
Other selected industries(a)	216	207	554	45	254
<b>Total</b>	<b>565</b>	<b>534</b>	na	<b>1 139</b>	<b>421</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:

	<i>December Qtr 2005</i>
<i>Data items</i>	<i>%</i>
Company gross operating profits	1.1
Company profits before income tax	1.1
Sales of goods and services	0.9
Inventories	0.5
Wages and salaries	1.1

**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 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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