



RETAIL INDUSTRY

COMMODITY
SALES
AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) THURS 9 NOV 2000

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- For further information about these and related statistics, contact the National Information Service on 1300 135 070 or Ross Upson on Canberra 02 6252 5644.

NOTES

ABOUT THIS PUBLICATION

This publication presents results in respect of 1998–99 from an Australian Bureau of Statistics (ABS) survey of employing retail businesses. The Retail Industry Survey collected structural data (such as income and expenses) and commodity sales from a sample of retail businesses operating in 1998–99. This survey was previously conducted in 1991–92 when similar data were collected from a larger sample of 29,000 business units. In total, in 1998–99, data relating to 127 retail commodities sold and the corresponding gross margin for the majority of commodities were collected covering each of the 38 retail industry classes. In 1991–92 data were published relating to sales in 41 broader commodity categories for each retail industry class.

COMMENTS ON THIS PUBLICATION

The ABS welcomes comments and suggestions from users recommending industries and data items for inclusion in future surveys. These comments should be addressed to the Director, Service Industries Surveys, Australian Bureau of Statistics, PO Box 10, Belconnen ACT 2616.

RELATED PUBLICATIONS

Other publications which may be of interest are:

Business Operations and Industry Performance, Australia (Cat. no. 8140.0)—annual

Retail Trade, Australia (Cat. no. 8501.0)—monthly

Retail Industry, Australia 1998–99 (Cat. no. 8622.0)

Wholesale Industry, Australia 1998–99 (Cat. no. 8638.0)



ABBREVIATIONS

ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
billion	thousand million
RSE	Relative standard error
SE	Standard error

Dennis Trewin
Australian Statistician

SOURCES OF INCOME

COMPONENTS OF TOTAL INCOME

During 1998–99 the retail trade industry generated \$169.3 billion in total income. Of this total 86% (\$146.2 billion) were retail sales.

As well, the retail industry generated \$12.8 billion in service income (such as income from repairs to goods, takings from meals, commission income and rent, leasing and hiring income) and \$8.2 billion in wholesale sales.

RETAIL SALES

The Supermarkets and grocery stores industry groups recorded the highest retail sales by far with \$38.3 billion which was 26% of total retail sales. Specialised food retailing (\$16.4 billion), Furniture, houseware and appliance retailing (\$16.3 billion) and Motor vehicle retailing (\$16.2 billion) were the next highest, each contributing approximately 11% to total retail sales.

Household equipment repair services had the lowest retail sales (\$0.1 billion) as income in this industry is derived mainly from services or repair activities.

WHOLESALE SALES

Wholesale sales include goods sold by retailers to other businesses, including export sales. Details in this publication relating to wholesale sales have been provided for Motor vehicle parts and accessories, Fleet sales of motor vehicles, Sales of motor vehicles to dealers, Other sales of commercial vehicles, and Other wholesale sales only.

Overall, wholesale sales contributed \$8.2 billion (5%) to total sales in the retail trade industry. Motor vehicle retailing, however, had a significant proportion of its income, 25% or \$5.7 billion, derived from wholesale sales. The motor vehicle retailing industry has a mixture of sales to the general public as well as sales to fleet operators, government, rental companies or other businesses and other motor vehicle dealers. Two industry classes, Domestic hardware and houseware retailing and Tyre retailing, also received a significant amount of their total income from wholesale sales (14% each). Apart from industry classes Trailer and caravan dealing and Specialised food retailing n.e.c. where 5% of their income is derived from wholesale sales, all the remaining retail industries derived less than 5% of their total income from wholesale sales. In fact, for more than half of the remaining retailers, wholesale sales was less than 1% of total income.

SERVICE INCOME

Total service income (\$12.8 billion), made up of Other service income (\$11.5 billion), Commission income (\$0.9 billion) and Rent, leasing and hiring income (\$0.4 billion), contributed 8% to total income. The major contributor to Other service income was Motor vehicle services (\$8.4 billion). Within this industry group, the two industry classes predominantly involved in repair activity were Automotive repair and services n.e.c. and Smash repairing which accounted for 84% of Other service income. The Automotive repair and services n.e.c. industry class derived 90% or \$4.1 billion of total income from Other service income, whilst Smash repairing derived 98% or \$3.0 billion of total income from Other service income. These classes contributed 49% and 35% respectively in Other service income in the Motor vehicle services industry group. Apart from the repair and service industries, only Floor covering retailing recorded a significant proportion (10%) of Other service income.

COMMODITY SALES AND GROSS MARGINS

COMMODITY SALES

The commodity classification used in the Retail industry survey was formed by aggregating the 1,100 or so products in the ABS's Input/Output Product Classification, taking into account how products sold by retail businesses are grouped in business records, and the need to comply with international standards.

For the purposes of this publication, the 127 retail commodities formed by this aggregation process have been grouped under eight generic categories to provide a broad structure for the individual commodity items and to facilitate their location in the tables.

The eight broad groupings are as follows:

- Clothing and accessories
- Footwear
- Fabrics and soft furnishings
- Household goods
- Personal and other goods
- Food and groceries
- Hardware
- Motor vehicles and associated goods

Sales and gross margin information for individual commodities within these broad categories are shown in Table 2. For a full explanation of the 'includes' and 'excludes' for individual commodity items the reader should consult the detailed descriptions in the Appendix.

Of the \$146.2 billion in retail sales recorded in 1998–99, the largest individual commodity was Petrol, diesel and distillate with \$10.8 billion, followed by Take away food, ice cream, soft drinks, milk drinks etc. (for immediate consumption) with \$7.5 billion and New cars and passenger vans with \$7.1 billion.

The commodity grouping with the largest sales was Food and groceries with \$51.5 billion or 35% of total retail sales. According to estimated resident population figures for Australia at June 1999, this represented an average of \$2,715 per head of population spent on food and groceries over the year. The major item in this commodity grouping was Take away food, ice cream, soft drinks, milk drinks etc. (for immediate consumption) with \$7.5 billion, whilst \$5.2 billion was spent on Fresh fruit and vegetables, \$4.7 billion on Cigarettes, cigars and other tobacco products and \$3.9 billion on Bread, cakes, pastries and biscuits.

The next largest commodity group was Personal and other goods with sales of \$31.6 billion, or 22% of retail sales. Of this amount \$7.0 billion was spent on Medical and pharmaceutical products, \$4.1 billion on Cosmetics, perfumes and toiletries and \$2.1 billion on Newspapers, periodicals and maps.

Motor vehicles and associated goods recorded \$30.1 billion (or 21%) of total retail sales. Within this group the largest contributing commodities were Petrol, diesel and distillate (\$10.8 billion), New cars and passenger vans (\$7.1 billion) and Used cars and passenger vans (\$6.9 billion).

HISTORICAL COMPARISON

Due to the differences in the commodity classifications between 1991–92 and 1998–99 only limited comparisons can be made and these are at the broader level aggregates. Of

COMMODITY SALES AND GROSS MARGINS *continued*

HISTORICAL COMPARISON *continued*

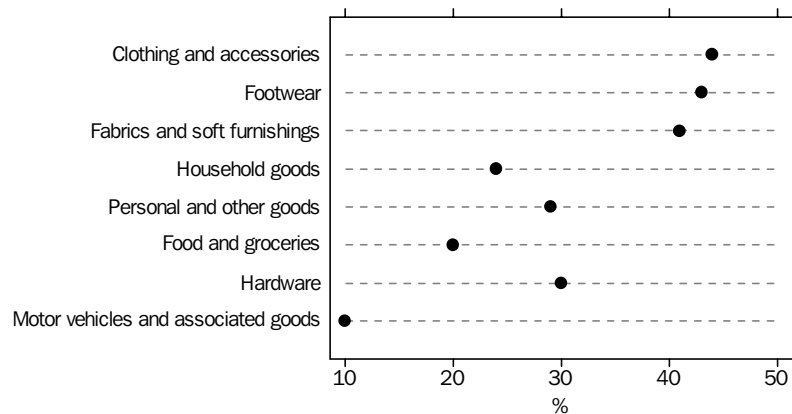
the eight retail commodity groups in 1998–99, all but Hardware are able to be compared with 1991–92. The percentage share of total retail sales of most of the seven comparable groups have remained fairly stable. The largest increases in percentage share of total retail sales occurred in Personal and other goods, up 5% to 22%.

GROSS MARGIN

Gross margin is the difference between the price for which a business purchases goods and the price for which they are sold. Gross margin information presented in Table 2 for each commodity has been expressed as a percentage of sales.

The commodity groupings Clothing and accessories (44%), Footwear (43%) and Fabrics and soft furnishings (41%) recorded the highest gross margins. The highest margin for an individual commodity was in the Personal and other goods commodity grouping where the commodities Jewellery and Silverware both recorded a gross margin of 49%. The lowest gross margin by far was recorded in the commodity grouping Motor vehicles and associated goods with only 10%. The lowest single commodity within this grouping was New cars and passenger vans which recorded a gross margin of only 5%.

PERCENTAGE GROSS MARGIN BY COMMODITY GROUPING



INCOME ITEMS BY INDUSTRY

INDUSTRY CLASS ANZSIC Code	Description	Retail sales \$m	Whole- sale sales \$m	Commis- sion \$m	Rent, leasing and hiring \$m	Other service income \$m	Other income \$m	Total income \$m
511	Supermarket and Grocery Stores	38 328.9	61.6	*43.8	**85.3	91.0	144.1	38 754.6
512	Specialised Food Retailing							
5121	Fresh Meat, Fish and Poultry Retailing	2 122.1	**53.6	—	*6.2	0.3	3.9	2 186.1
5122	Fruit and Vegetable Retailing	1 734.8	*28.5	**0.6	**1.6	**6.0	*4.0	1 775.5
5123	Liquor Retailing	2 628.3	0.5	2.1	*0.6	7.4	18.3	2 657.1
5124	Bread and Cake Retailing	1 141.1	*43.1	**—	**0.5	*4.4	**8.2	1 197.4
5125	Takeaway Food Retailing	6 948.4	35.4	5.0	**33.4	207.4	220.5	7 450.1
5126	Milk Vending	186.1	**1.3	**0.2	**0.3	**0.8	*0.8	189.5
5129	Specialised Food Retailing n.e.c.	1 649.6	*87.8	**0.2	**8.5	**7.6	*4.6	1 758.3
	<i>Total</i>	16 410.4	250.2	8.0	**51.1	233.9	260.2	17 213.9
521	Department Stores	11 885.0	314.4	42.7	2.5	125.1	779.1	13 148.8
522	Clothing and Soft Good Retailing							
5221	Clothing Retailing	6 448.2	96.7	**3.9	5.3	*16.9	113.3	6 684.3
5222	Footwear Retailing	1 503.9	3.7	**0.5	1.9	**3.2	13.2	1 526.5
5223	Fabrics and Other Soft Good Retailing	1 044.2	3.8	**0.6	**0.5	**4.0	*5.6	1 058.7
	<i>Total</i>	8 996.3	104.2	*5.1	7.7	24.1	132.1	9 269.5
523	Furniture, Houseware and Appliance Retailing							
5231	Furniture Retailing	3 253.5	*66.1	**2.5	2.0	*19.4	56.7	3 400.2
5232	Floor Covering Retailing	1 056.3	*16.2	1.5	*2.2	121.9	3.1	1 201.3
5233	Domestic Hardware and Houseware Retailing	2 996.3	509.5	**19.4	9.9	85.5	38.9	3 659.5
5234	Domestic Appliance Retailing	8 331.5	291.7	*215.5	11.8	256.2	**122.9	9 229.5
5235	Recorded Music Retailing	628.9	*2.0	**0.5	—	—	*4.7	636.1
	<i>Total</i>	16 266.4	885.5	*239.4	25.9	482.9	*226.3	18 126.5
524	Recreational Good Retailing							
5241	Sport and Camping Equipment Retailing	1 386.4	*2.6	*9.3	*29.5	*43.5	**11.9	1 483.2
5242	Toy and Game Retailing	552.4	**5.6	—	0.8	**1.1	3.7	563.5
5243	Newspaper, Book and Stationery Retailing	4 570.2	*78.6	166.4	**6.4	*52.9	19.3	4 893.9
5244	Photographic Equipment Retailing	327.7	7.7	*3.0	**1.7	21.0	*4.9	366.0
5245	Marine Equipment Retailing	656.3	1.1	*1.5	*0.4	38.4	*-1.0	696.6
	<i>Total</i>	7 493.1	*95.6	180.2	*38.8	156.9	38.7	8 003.2
525	Other Personal and Household Good Retailing							
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	7 877.5	14.0	**52.7	*9.5	*75.4	24.9	8 054.0
5252	Antique and Used Good Retailing	750.2	**2.0	*23.3	**2.5	**11.0	31.1	820.1
5253	Garden Supplies Retailing	836.7	*23.3	**0.5	**8.1	*12.2	**10.3	891.2
5254	Flower Retailing	311.8	**0.4	**0.5	**1.3	*2.0	*0.8	316.8
5255	Watch and Jewellery Retailing	1 495.1	**2.7	*1.6	*2.9	77.9	7.6	1 587.9
5259	Retailing n.e.c.	3 624.3	53.6	**1.4	8.0	*50.1	21.7	3 759.2
	<i>Total</i>	14 895.7	96.0	**80.0	32.2	228.7	96.4	15 429.1
526	Household Equipment Repair Services							
5261	Household Equipment Repair Services (Electrical)	**83.5	**7.4	13.6	*5.8	472.2	3.6	586.1
5269	Household Equipment Repair Services n.e.c.	12.1	*2.9	—	**0.3	128.7	*1.1	145.1
	<i>Total</i>	**95.6	**10.3	13.6	*6.1	601.0	4.8	731.3
531	Motor Vehicle Retailing							
5311	Car Retailing	14 059.5	5 701.7	199.3	22.9	1 056.7	87.4	21 127.6
5312	Motor Cycle Dealing	1 758.1	**6.0	3.0	*1.6	79.2	*5.3	1 853.1
5313	Trailer and Caravan Dealing	343.4	*19.5	**0.9	**1.0	*9.3	*3.5	377.5
	<i>Total</i>	16 161.0	5 727.1	203.2	25.5	1 145.2	96.1	23 358.2

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

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

— nil or rounded to zero (including null cells)

INCOME ITEMS BY INDUSTRY *continued*

INDUSTRY CLASS		Retail sales	Whole- sale sales	Commis- sion	Rent, leasing and hiring	Other service income	Other income	Total income
ANZSIC Code	Description	\$m	\$m	\$m	\$m	\$m	\$m	\$m
532	Motor Vehicle Services							
5321	Automotive Fuel Retailing	13 562.8	219.2	84.9	63.9	732.0	154.0	14 816.8
5322	Automotive Electrical Services	21.3	15.4	*6.8	*1.8	433.2	*2.3	480.8
5323	Smash Repairing	**31.6	*13.4	2.9	*9.3	2 967.3	15.8	3 040.4
5324	Tyre Retailing	1 843.1	321.6	*0.7	*1.9	188.1	9.3	2 364.6
5329	Automotive Repair and Services n.e.c.	*238.2	112.7	*25.9	*21.9	4 081.4	*33.1	4 513.3
	<i>Total</i>	15 697.0	682.2	121.3	98.9	8 402.0	214.5	25 215.9
	Total Retail Trade	146 229.5	8 227.1	937.3	374.0	11 490.8	1 992.3	169 251.0

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INCOME AND GROSS MARGIN BY COMMODITY ITEM

<i>Item</i>	<i>Gross margin</i>	
	<i>Sales</i>	<i>margin</i>
	\$m	%
Retail sales		
Clothing and accessories		
Women's and girl's clothing	4 797.0	46.4
Men's and boy's clothing	2 798.1	43.0
Infant's clothing	263.5	40.1
Sleepwear and underwear	1 325.3	43.5
Swimwear, tracksuits and other sportswear	799.8	40.1
Other clothing and accessories	711.5	39.9
<i>Total</i>	10 695.1	..
Footwear		
Running and jogging shoes	309.1	35.5
Other sports footwear	147.5	37.3
Hiking boots	*29.8	31.5
Other footwear	1 678.9	45.7
<i>Total</i>	2 165.3	..
Fabrics and soft furnishings		
Yarns and fabrics	244.5	45.1
Textile products and haberdashery	1 852.4	41.0
<i>Total</i>	2 096.9	..
Household goods		
Furniture and mattresses	3 663.7	31.1
Awnings and blinds	117.6	31.9
Floor coverings	1 131.5	30.3
Television sets	884.4	17.2
Video cassette recorders and players	360.6	13.8
Audio equipment	*970.1	22.8
Domestic appliances(a)	2 956.6	15.2
Other household appliances and parts	1 620.1	23.8
China, glassware, cutlery and other kitchenware	1 341.5	38.3
Telephone handsets, answering machines, facsimile machines and modems sold separately	203.2	24.5
Personal computers	1 270.4	13.7
Computer peripherals, parts and accessories	468.5	17.4
Blank computer storage media	99.3	21.7
Packaged computer software	244.9	22.0
Computer game machines	188.7	13.7
Other electronic equipment	*119.6	38.8
Lawn mowers	256.2	19.3
Other lawn and garden machinery and equipment	365.9	23.5
<i>Total</i>	16 262.8	..
Personal and other goods		
Blank audio and video media	167.0	24.6
Prerecorded audio CD's	838.9	27.2
Other prerecorded audio media	118.8	15.2
Prerecorded video cassettes	168.2	31.4
Mobile phones	520.0	15.7
Musical instruments	*268.2	27.4
Cosmetics, perfumes and toiletries	4 163.0	31.2
Medical and pharmaceutical products	6 996.5	29.2
Watches and clocks	333.5	45.7
Jewellery	1 350.5	49.3
Silverware	35.6	49.3
Handbags, suitcases and travel sets	541.2	46.7
Books	1 031.7	36.9
Greeting cards	542.4	43.1
Stationery	1 300.0	35.5
Newspapers, periodicals and maps	2 089.3	21.8
Other paper products	1 386.3	17.1

.. not applicable

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

(a) See Glossary for definition of Domestic appliances.

INCOME AND GROSS MARGIN BY COMMODITY ITEM *continued*

<i>Item</i>	<i>Gross margin</i>	
	<i>Sales</i>	<i>%</i>
	<i>\$m</i>	<i>%</i>
Retail sales <i>cont.</i>		
Writing and marking equipment	161.8	35.3
Artworks	*129.2	45.8
Craftworks	121.3	45.4
Hobby equipment	96.2	34.2
Bicycles	334.4	31.4
Ride-on toys	25.1	31.9
Other toys and games	1 088.5	31.1
Fishing tackle and bait supplies	160.2	30.9
Other sporting goods	893.0	29.3
Camping equipment	380.9	34.3
Cameras and lens	412.3	18.7
Other photographic equipment and supplies	215.9	26.0
Antiques and second hand goods	740.6	45.4
Souvenirs	421.7	45.4
Pets	*95.3	40.4
Plants	480.4	41.3
Seeds	86.7	27.2
Fertilisers	210.5	27.5
Pesticides, insecticides, fungicides and herbicides	161.2	28.3
Other garden supplies	579.3	34.6
Cut flowers and floral arrangements	389.3	41.2
Kerosene	*10.2	15.1
Other goods	2 545.8	29.2
<i>Total</i>	31 591.0	..
Food and groceries		
Take-away food, ice-cream, soft drinks, milk drinks etc (for immediate consumption)	7 532.1	..
Confectionery, chocolate and cocoa products	2 117.3	25.9
Bacon, ham and smallgoods	1 484.9	39.1
Fresh meat	3 511.9	28.7
Fresh poultry	965.3	29.4
Fresh seafood	*686.9	23.4
Fresh fruit and vegetables	5 181.2	36.8
Frozen meat	60.0	21.8
Frozen poultry	117.0	16.2
Frozen seafood	112.6	22.0
Frozen fruit and vegetables	386.8	23.9
Frozen cakes, pastries and biscuits	85.8	25.1
Bread, cakes, pastries and biscuits	3 919.4	35.4
Ice-cream and frozen confections	835.4	22.5
Milk and cream	1 938.1	19.1
Cheese	855.7	21.8
Other dairy products	590.6	16.4
Margarine, oils and fats	475.5	16.0
Eggs and egg pulp	276.8	16.6
Flour	106.0	19.2
Cereal foods and baking mixes	1 211.8	15.6
Canned foods	2 322.1	17.6
Sugar	216.1	17.4
Coffee	511.5	13.7
Tea	197.6	15.6
Fruit juice	611.6	18.8
Soft drinks, cordials and syrups	1 632.2	15.5
Other food products	2 780.7	23.6
Cigarettes, cigars and other tobacco products	4 718.7	10.6
Cleaning preparations	1 373.4	19.0
Prepared animal and bird food	1 001.2	17.9
Beer	1 358.8	14.0
Wine	1 435.6	23.9
Spirits and other alcoholic beverages	931.1	18.5
<i>Total</i>	51 542.1	..

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

.. not applicable

INCOME AND GROSS MARGIN BY COMMODITY ITEM *continued*

<i>Item</i>	<i>Gross margin</i>	
	<i>Sales</i>	<i>%</i>
	<i>\$m</i>	<i>%</i>
Retail sales <i>cont.</i>		
Hardware		
Hand tools, powered	235.0	20.7
Hand tools, unpowered	226.0	31.9
Paint	602.5	35.5
Plumbing supplies	157.0	26.1
Metal fasteners	91.9	34.8
Other metal products	109.0	21.7
Cement	57.2	17.6
Other builders' hardware and supplies	205.0	28.4
Electrical hardware	81.5	27.8
<i>Total</i>	<i>1 765.1</i>	<i>..</i>
Motor vehicles and associated goods		
Parts and accessories for motor cycles and motor scooters	464.6	27.6
New and used tyres and tubes for motor vehicles (sold to public)	1 911.2	24.6
New wet cell batteries (sold to public)	110.6	23.9
Oils and lubricants	336.8	29.9
Petrol, diesel and distillate	10 763.6	6.7
LPG—automotive and bottled	287.3	17.6
New cars and passenger vans	7 138.8	5.0
Used cars and passenger vans	6 874.4	13.1
New motor cycles and motor scooters	874.0	13.0
Used motor cycles and motor scooters	253.4	15.7
New caravans and camping trailers	212.0	17.6
Used caravans and camping trailers	140.0	22.1
New boats, outboard motors and boat trailers	620.5	18.8
Used boats, outboard motors and boat trailers	*124.0	16.3
<i>Total</i>	<i>30 111.2</i>	<i>..</i>
<i>Total retail sales</i>	<i>146 229.5</i>	<i>..</i>
Wholesale sales		
Motor vehicle parts and accessories	1 958.8	..
Fleet sales of motor vehicles	2 311.5	..
Sales of motor vehicles to dealers	*1 411.5	..
Other sales of commercial vehicles	787.5	..
Other wholesale sales	1 757.8	..
<i>Total wholesale sales</i>	<i>8 227.1</i>	<i>..</i>
Commission income		
Commission on motor vehicle sales	93.9	..
Commission on petrol sales	*40.0	..
Commission income n.e.c.	803.5	..
<i>Total commission income</i>	<i>937.3</i>	<i>..</i>
Rent, leasing and hiring income		
	374.0	..
Other service income		
Meals sold for consumption on the premises	348.0	..
Smash repairs	2 923.0	..
Auto electrical services	441.9	..
Other motor vehicle repairs and services	5 529.2	..
Other service income n.e.c.	2 248.7	..
<i>Total other service income</i>	<i>11 490.8</i>	<i>..</i>
Other income		
	1 992.3	..
Total income		
	169 251.0	..

.. not applicable

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

INCOME BY COMMODITY ITEM BY INDUSTRY

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES			
Women's and girls' clothing			
5221	Clothing Retailing	3 354.9	69.9
5210	Department Stores	1 321.8	27.6
	Other retailers	120.3	2.5
	<i>Total</i>	4 797.0	100.0
Men's and boys' clothing			
5221	Clothing Retailing	1 641.7	58.7
5210	Department Stores	998.7	35.7
	Other retailers	157.7	5.6
	<i>Total</i>	2 798.1	100.0
Infants' clothing			
5210	Department Stores	182.2	69.1
5110	Supermarket and Grocery Stores	35.6	13.5
5221	Clothing Retailing	32.9	12.5
	Other retailers	12.8	4.9
	<i>Total</i>	263.5	100.0
Sleepwear and underwear			
5210	Department Stores	1 018.3	76.8
5221	Clothing Retailing	242.1	18.3
	Other retailers	64.9	4.9
	<i>Total</i>	1 325.3	100.0
Swimwear, tracksuits and other sportswear			
5221	Clothing Retailing	*382.4	47.8
5210	Department Stores	241.2	30.2
5241	Sport and Camping Equipment Retailing	83.2	10.4
5259	Retailing n.e.c.	55.1	6.9
	Other retailers	37.9	4.7
	<i>Total</i>	799.8	100.0
Other clothing and accessories			
5221	Clothing Retailing	*336.7	47.3
5210	Department Stores	177.6	25.0
5110	Supermarket and Grocery Stores	116.0	16.3
	Other retailers	81.2	11.4
	<i>Total</i>	711.5	100.0
Running and jogging shoes			
5222	Footwear Retailing	185.1	59.9
5210	Department Stores	41.9	13.6
5221	Clothing Retailing	*38.4	12.4
5241	Sport and Camping Equipment Retailing	34.1	11.0
	Other retailers	9.6	3.1
	<i>Total</i>	309.1	100.0
Other sports footwear			
5222	Footwear Retailing	70.4	47.7
5241	Sport and Camping Equipment Retailing	39.8	27.0
5221	Clothing Retailing	**10.7	7.3
5259	Retailing n.e.c.	*3.9	2.6
	Other retailers	22.7	15.4
	<i>Total</i>	147.5	100.0

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INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Hiking boots			
5222	Footwear Retailing	**11.4	38.3
5241	Sport and Camping Equipment Retailing	*10.6	35.6
5110	Supermarket and Grocery Stores	**3.5	11.7
5221	Clothing Retailing	*3.1	10.4
	Other retailers	1.2	4.0
	<i>Total</i>	<i>*29.8</i>	<i>100.0</i>
Other footwear			
5222	Footwear Retailing	1 067.9	63.6
5210	Department Stores	469.7	28.0
	Other retailers	141.3	8.4
	<i>Total</i>	<i>1 678.9</i>	<i>100.0</i>
Yarns and fabrics			
5223	Fabric and Other Soft Good Retailing	178.8	73.1
5210	Department Stores	22.9	9.4
5221	Clothing Retailing	**10.8	4.4
	Other retailers	32.0	13.1
	<i>Total</i>	<i>244.5</i>	<i>100.0</i>
Textile products and haberdashery			
5223	Fabric and Other Soft Good Retailing	809.6	43.7
5210	Department Stores	744.4	40.2
5110	Supermarket and Grocery Stores	100.2	5.4
5221	Clothing Retailing	*68.7	3.7
	Other retailers	129.5	7.0
	<i>Total</i>	<i>1 852.4</i>	<i>100.0</i>
Furniture and mattresses			
5231	Furniture Retailing	2 956.2	80.7
5210	Department Stores	390.6	10.7
5234	Domestic Appliance Retailing	*149.2	4.1
	Other retailers	167.7	4.6
	<i>Total</i>	<i>3 663.7</i>	<i>100.0</i>
Awnings and blinds			
5231	Furniture Retailing	*69.4	59.0
5223	Fabric and Other Soft Good Retailing	**12.4	10.5
	Other retailers	35.8	30.4
	<i>Total</i>	<i>117.6</i>	<i>100.0</i>
Floor coverings			
5232	Floor Covering Retailing	1 032.7	91.3
5231	Furniture Retailing	71.7	6.3
	Other retailers	27.1	2.4
	<i>Total</i>	<i>1 131.5</i>	<i>100.0</i>
Television sets			
5234	Domestic Appliance Retailing	757.8	85.7
5210	Department Stores	116.7	13.2
	Other retailers	9.9	1.1
	<i>Total</i>	<i>884.4</i>	<i>100.0</i>
Video cassette recorders and players			
5234	Domestic Appliance Retailing	247.4	68.6
5210	Department Stores	101.5	28.1
	Other retailers	11.7	3.2
	<i>Total</i>	<i>360.6</i>	<i>100.0</i>

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Audio equipment			
5234	Domestic Appliance Retailing	*740.0	76.3
5210	Department Stores	183.9	19.0
	Other retailers	46.2	4.8
	<i>Total</i>	*970.1	100.0
Domestic appliances(a)			
5234	Domestic Appliance Retailing	*2 659.8	90.0
5210	Department Stores	189.6	6.4
	Other retailers	107.2	3.6
	<i>Total</i>	2 956.6	100.0
Other household appliances and parts			
5234	Domestic Appliance Retailing	830.8	51.3
5210	Department Stores	541.4	33.4
5110	Supermarket and Grocery Stores	155.0	9.6
	Other retailers	92.9	5.7
	<i>Total</i>	1 620.1	100.0
China, glassware, cutlery and other kitchenware			
5210	Department Stores	467.1	34.8
5233	Domestic Hardware and Houseware Retailing	399.2	29.8
5110	Supermarket and Grocery Stores	245.1	18.3
5259	Retailing n.e.c.	69.4	5.2
5255	Watch and Jewellery Retailing	49.6	3.7
	Other retailers	111.1	8.3
	<i>Total</i>	1 341.5	100.0
Telephone handsets, answering machines, facsimile machines and modems sold separately			
5234	Domestic Appliance Retailing	160.4	78.9
5210	Department Stores	42.8	21.1
	Other retailers	—	—
	<i>Total</i>	203.2	100.0
Personal computers			
5234	Domestic Appliance Retailing	*1 143.4	90.0
	Other retailers	127.0	10.0
	<i>Total</i>	1 270.4	100.0
Computer peripherals, parts and accessories			
5234	Domestic Appliance Retailing	418.2	89.3
5210	Department Stores	27.1	5.8
	Other retailers	23.2	5.0
	<i>Total</i>	468.5	100.0
Blank computer storage media			
5243	Newspaper, Book and Stationery Retailing	52.1	52.5
5234	Domestic Appliance Retailing	*46.4	46.7
	Other retailers	0.8	0.8
	<i>Total</i>	99.3	100.0
Packaged computer software			
5234	Domestic Appliance Retailing	*144.4	59.0
5210	Department Stores	78.5	32.1
	Other retailers	22.0	9.0
	<i>Total</i>	244.9	100.0

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— nil or rounded to zero (including null cells)

(a) See Glossary for definition of Domestic appliances.

INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC Code	Description	\$m	%
RETAIL SALES cont.			
Computer game machines			
5242	Toy and Game Retailing	43.6	23.1
5234	Domestic Appliance Retailing	*16.1	8.5
5259	Retailing n.e.c.	6.7	3.6
	Other retailers	122.3	64.8
	<i>Total</i>	188.7	100.0
Other electronic equipment			
5234	Domestic Appliance Retailing	*96.4	80.6
5210	Department Stores	6.8	5.7
	Other retailers	16.4	13.7
	<i>Total</i>	*119.6	100.0
Lawn mowers			
5233	Domestic Hardware and Houseware Retailing	*187.3	73.1
5329	Automotive Repair and Services n.e.c.	**21.4	8.4
5312	Motor Cycle Dealing	19.9	7.8
5234	Domestic Appliance Retailing	*18.1	7.1
	Other retailers	9.5	3.7
	<i>Total</i>	256.2	100.0
Other lawn and garden machinery and equipment			
5233	Domestic Hardware and Houseware Retailing	224.1	61.2
	Other retailers	141.8	38.8
	<i>Total</i>	365.9	100.0
Blank audio and video media			
5210	Department Stores	59.5	35.6
5110	Supermarket and Grocery Stores	54.0	32.3
5234	Domestic Appliance Retailing	*39.9	23.9
	Other retailers	13.6	8.1
	<i>Total</i>	167.0	100.0
Prerecorded audio CDs			
5235	Recorded Music Retailing	552.0	65.8
5210	Department Stores	173.7	20.7
5234	Domestic Appliance Retailing	81.7	9.7
	Other retailers	31.5	3.8
	<i>Total</i>	838.9	100.0
Other prerecorded audio media			
5235	Recorded Music Retailing	18.0	15.2
5259	Retailing n.e.c.	**13.7	11.5
	Other retailers	87.1	73.3
	<i>Total</i>	118.8	100.0
Prerecorded video cassettes			
5210	Department Stores	113.8	67.7
5243	Newspaper, Book and Stationery Retailing	**27.1	16.1
5235	Recorded Music Retailing	13.5	8.0
	Other retailers	13.8	8.2
	<i>Total</i>	168.2	100.0
Mobile phones			
5234	Domestic Appliance Retailing	510.1	98.1
	Other retailers	9.9	1.9
	<i>Total</i>	520.0	100.0
Musical instruments			
5259	Retailing n.e.c.	*253.1	94.4
	Other retailers	15.1	5.6
	<i>Total</i>	*268.2	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Cosmetics, perfumes and toiletries			
5110	Supermarket and Grocery Stores	1 728.1	41.5
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	1 320.7	31.7
5210	Department Stores	846.2	20.3
	Other retailers	268.0	6.4
	<i>Total</i>	4 163.0	100.0
Medical and pharmaceutical products			
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	6 070.9	86.8
5110	Supermarket and Grocery Stores	785.3	11.2
	Other retailers	140.3	2.0
	<i>Total</i>	6 996.5	100.0
Watches and clocks			
5255	Watch and Jewellery Retailing	202.4	60.7
5259	Retailing n.e.c.	60.5	18.1
5210	Department Stores	37.7	11.3
5221	Clothing Retailing	*10.9	3.3
	Other retailers	22.0	6.6
	<i>Total</i>	333.5	100.0
Jewellery			
5255	Watch and Jewellery Retailing	1 202.0	89.0
5259	Retailing n.e.c.	74.6	5.5
	Other retailers	73.9	5.5
	<i>Total</i>	1 350.5	100.0
Silverware			
5233	Domestic Hardware and Houseware Retailing	**11.3	31.7
5255	Watch and Jewellery Retailing	*8.3	23.3
	Other retailers	16.0	44.9
	<i>Total</i>	35.6	100.0
Handbags, suitcases and travel sets			
5259	Retailing n.e.c.	362.1	66.9
5210	Department Stores	131.0	24.2
5221	Clothing Retailing	*21.1	3.9
	Other retailers	27.0	5.0
	<i>Total</i>	541.2	100.0
Books			
5243	Newspaper, Book and Stationery Retailing	826.8	80.1
5210	Department Stores	150.8	14.6
	Other retailers	54.1	5.2
	<i>Total</i>	1 031.7	100.0
Greeting cards			
5243	Newspaper, Book and Stationery Retailing	292.2	53.9
5210	Department Stores	141.3	26.1
5110	Supermarket and Grocery Stores	76.1	14.0
	Other retailers	32.8	6.0
	<i>Total</i>	542.4	100.0
Stationery			
5243	Newspaper, Book and Stationery Retailing	844.5	65.0
5210	Department Stores	257.1	19.8
5110	Supermarket and Grocery Stores	142.0	10.9
	Other retailers	56.4	4.3
	<i>Total</i>	1 300.0	100.0

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INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Newspapers, periodicals and maps			
5243	Newspaper, Book and Stationery Retailing	1 623.0	77.7
5110	Supermarket and Grocery Stores	*308.7	14.8
	Other retailers	157.6	7.5
	<i>Total</i>	2 089.3	100.0
Other paper products			
5110	Supermarket and Grocery Stores	1 210.1	87.3
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	**111.8	8.1
	Other retailers	64.4	4.6
	<i>Total</i>	1 386.3	100.0
Writing and marking equipment			
5243	Newspaper, Book and Stationery Retailing	97.4	60.2
5110	Supermarket and Grocery Stores	*44.0	27.2
	Other retailers	20.4	12.6
	<i>Total</i>	161.8	100.0
Artworks			
5259	Retailing n.e.c.	*95.7	74.1
5243	Newspaper, Book and Stationery Retailing	*4.1	3.2
	Other retailers	29.4	22.8
	<i>Total</i>	*129.2	100.0
Craftworks			
5259	Retailing n.e.c.	94.7	78.1
	Other retailers	26.6	21.9
	<i>Total</i>	121.3	100.0
Hobby equipment			
5242	Toy and Game Retailing	*50.4	52.4
5259	Retailing n.e.c.	29.0	30.1
5243	Newspaper, Book and Stationery Retailing	6.0	6.2
	Other retailers	10.8	11.2
	<i>Total</i>	96.2	100.0
Bicycles			
5241	Sport and Camping Equipment Retailing	*276.5	82.7
5242	Toy and Game Retailing	18.4	5.5
	Other retailers	39.5	11.8
	<i>Total</i>	334.4	100.0
Ride-on toys			
5242	Toy and Game Retailing	10.1	40.2
5259	Retailing n.e.c.	*2.8	11.2
5241	Sport and Camping Equipment Retailing	**2.5	10.0
	Other retailers	9.7	38.6
	<i>Total</i>	25.1	100.0
Other toys and games			
5210	Department Stores	469.0	43.1
5242	Toy and Game Retailing	379.4	34.9
5259	Retailing n.e.c.	*108.2	9.9
5243	Newspaper, Book and Stationery Retailing	*41.3	3.8
	Other retailers	90.6	8.3
	<i>Total</i>	1 088.5	100.0
Fishing tackle and bait supplies			
5241	Sport and Camping Equipment Retailing	*109.7	68.5
	Other retailers	50.5	31.5
	<i>Total</i>	160.2	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Other sporting goods			
5241	Sport and Camping Equipment Retailing	558.4	62.5
5210	Department Stores	214.9	24.1
	Other retailers	119.7	13.4
	<i>Total</i>	893.0	100.0
Camping equipment			
5241	Sport and Camping Equipment Retailing	*187.0	49.1
5259	Retailing n.e.c.	*37.4	9.8
	Other retailers	156.5	41.1
	<i>Total</i>	380.9	100.0
Cameras and lenses			
5244	Photographic Equipment Retailing	225.1	54.6
5234	Domestic Appliance Retailing	*45.1	10.9
5210	Department Stores	41.7	10.1
	Other retailers	100.4	24.4
	<i>Total</i>	412.3	100.0
Other photographic equipment and supplies			
5244	Photographic Equipment Retailing	88.5	41.0
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	59.9	27.7
5259	Retailing n.e.c.	23.5	10.9
	Other retailers	44.0	20.4
	<i>Total</i>	215.9	100.0
Antiques and second hand goods			
5252	Antique and Used Good Retailing	711.7	96.1
	Other retailers	28.9	3.9
	<i>Total</i>	740.6	100.0
Souvenirs			
5259	Retailing n.e.c.	267.8	63.5
5221	Clothing Retailing	**32.7	7.8
5243	Newspaper, Book and Stationery Retailing	**25.3	6.0
5129	Specialised Food Retailing n.e.c.	**22.1	5.2
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	*16.9	4.0
5110	Supermarket and Grocery Stores	16.4	3.9
	Other retailers	40.5	9.6
	<i>Total</i>	421.7	100.0
Pets			
5259	Retailing n.e.c.	*95.3	100.0
	<i>Total</i>	*95.3	100.0
Plants			
5253	Garden Supplies Retailing	319.4	66.5
5233	Domestic Hardware and Houseware Retailing	67.8	14.1
5110	Supermarket and Grocery Stores	46.6	9.7
	Other retailers	46.6	9.7
	<i>Total</i>	480.4	100.0
Seeds			
5253	Garden Supplies Retailing	25.1	29.0
5233	Domestic Hardware and Houseware Retailing	23.2	26.8
5110	Supermarket and Grocery Stores	17.6	20.3
5210	Department Stores	17.0	19.6
	Other retailers	3.8	4.4
	<i>Total</i>	86.7	100.0

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INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Fertilizers			
5210	Department Stores	73.9	35.1
5233	Domestic Hardware and Houseware Retailing	57.4	27.3
5253	Garden Supplies Retailing	*45.8	21.8
5110	Supermarket and Grocery Stores	30.4	14.4
	Other retailers	3.0	1.4
	<i>Total</i>	210.5	100.0
Pesticides, insecticides, fungicides and herbicides			
5110	Supermarket and Grocery Stores	75.5	46.8
5253	Garden Supplies Retailing	*24.9	15.4
5233	Domestic Hardware and Houseware Retailing	19.7	12.2
	Other retailers	41.1	25.5
	<i>Total</i>	161.2	100.0
Other garden supplies			
5253	Garden Supplies Retailing	374.0	64.6
5233	Domestic Hardware and Houseware Retailing	79.6	13.7
5110	Supermarket and Grocery Stores	28.6	4.9
5259	Retailing n.e.c.	27.6	4.8
	Other retailers	69.5	12.0
	<i>Total</i>	579.3	100.0
Cut flowers and floral arrangements			
5254	Flower Retailing	296.7	76.2
5110	Supermarket and Grocery Stores	59.1	15.2
5259	Retailing n.e.c.	**13.3	3.4
	Other retailers	20.2	5.2
	<i>Total</i>	389.3	100.0
Kerosene			
5321	Automotive Fuel Retailing	*9.4	92.2
	Other retailers	0.8	7.8
	<i>Total</i>	*10.2	100.0
Takeaway food, ice-cream, soft drinks, milk drinks etc (for immediate consumption)			
5125	Takeaway Food Retailing	6330.9	84.1
5321	Automotive Fuel Retailing	672.0	8.9
5110	Supermarket and Grocery Stores	270.0	3.6
	Other retailers	259.2	3.4
	<i>Total</i>	7532.1	100.0
Confectionery, chocolate and cocoa products			
5110	Supermarket and Grocery Stores	1 315.2	62.1
5210	Department Stores	262.7	12.4
5321	Automotive Fuel Retailing	193.7	9.1
5129	Specialised Food Retailing n.e.c.	121.9	5.8
5125	Takeaway Food Retailing	*75.3	3.6
5243	Newspaper, Book and Stationery Retailing	53.1	2.5
	Other retailers	95.4	4.5
	<i>Total</i>	2 117.3	100.0
Bacon, ham and smallgoods			
5110	Supermarket and Grocery Stores	1 303.9	87.8
5129	Specialised Food Retailing n.e.c.	117.2	7.9
	Other retailers	63.8	4.3
	<i>Total</i>	1 484.9	100.0
Fresh meat			
5110	Supermarket and Grocery Stores	2 165.8	61.7
5121	Fresh Meat, Fish and Poultry Retailing	1 328.1	37.8
	Other retailers	18.0	0.5
	<i>Total</i>	3 511.9	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC Code	Description	\$m	%
RETAIL SALES cont.			
Fresh poultry			
5110	Supermarket and Grocery Stores	711.3	73.7
5121	Fresh Meat, Fish and Poultry Retailing	233.6	24.2
	Other retailers	20.4	2.1
	<i>Total</i>	965.3	100.0
Fresh seafood			
5121	Fresh Meat, Fish and Poultry Retailing	*481.7	70.1
5110	Supermarket and Grocery Stores	191.6	27.9
	Other retailers	13.6	2.0
	<i>Total</i>	*686.9	100.0
Fresh fruit and vegetables			
5110	Supermarket and Grocery Stores	3 531.9	68.2
5122	Fruit and Vegetable Retailing	1 620.5	31.3
	Other retailers	28.8	0.6
	<i>Total</i>	5 181.2	100.0
Frozen meat			
5110	Supermarket and Grocery Stores	37.1	61.8
5121	Fresh Meat, Fish and Poultry Retailing	**22.3	37.2
	Other retailers	0.6	1.0
	<i>Total</i>	60.0	100.0
Frozen poultry			
5110	Supermarket and Grocery Stores	116.7	99.7
	Other retailers	0.3	0.3
	<i>Total</i>	117.0	100.0
Frozen seafood			
5110	Supermarket and Grocery Stores	100.1	88.9
5121	Fresh Meat, Fish and Poultry Retailing	**12.3	10.9
	Other retailers	0.2	0.2
	<i>Total</i>	112.6	100.0
Frozen fruit and vegetables			
5110	Supermarket and Grocery Stores	385.7	99.7
	Other retailers	1.1	0.3
	<i>Total</i>	386.8	100.0
Frozen cakes, pastries and biscuits			
5110	Supermarket and Grocery Stores	77.7	90.6
	Other retailers	8.1	9.4
	<i>Total</i>	85.8	100.0
Bread, cakes, pastries and biscuits			
5110	Supermarket and Grocery Stores	2 650.1	67.6
5124	Bread and Cake Retailing	1 069.5	27.3
	Other retailers	199.8	5.1
	<i>Total</i>	3 919.4	100.0
Ice-cream and frozen confections			
5110	Supermarket and Grocery Stores	825.1	98.8
	Other retailers	10.3	1.2
	<i>Total</i>	835.4	100.0
Milk and cream			
5110	Supermarket and Grocery Stores	1 478.8	76.3
5126	Milk Vending	183.2	9.5
5321	Automotive Fuel Retailing	138.0	7.1
	Other retailers	138.1	7.1
	<i>Total</i>	1 938.1	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC Code	Description	\$m	%
RETAIL SALES cont.			
Cheese			
5110	Supermarket and Grocery Stores	813.0	95.0
	Other retailers	42.7	5.0
	<i>Total</i>	855.7	100.0
Other dairy products			
5110	Supermarket and Grocery Stores	582.5	98.6
	Other retailers	8.1	1.4
	<i>Total</i>	590.6	100.0
Margarine, oils and fats			
5110	Supermarket and Grocery Stores	472.0	99.3
	Other retailers	3.5	0.7
	<i>Total</i>	475.5	100.0
Egg and egg pulp			
5110	Supermarket and Grocery Stores	271.5	98.1
	Other retailers	5.3	1.9
	<i>Total</i>	276.8	100.0
Flour			
5110	Supermarket and Grocery Stores	103.3	97.5
	Other retailers	2.7	2.5
	<i>Total</i>	106.0	100.0
Cereal foods and baking mixes			
5110	Supermarket and Grocery Stores	1 201.1	99.1
	Other retailers	10.7	0.9
	<i>Total</i>	1 211.8	100.0
Canned foods			
5110	Supermarket and Grocery Stores	2 227.2	95.9
	Other retailers	94.9	4.1
	<i>Total</i>	2 322.1	100.0
Sugar			
5110	Supermarket and Grocery Stores	213.2	98.7
	Other retailers	2.9	1.3
	<i>Total</i>	216.1	100.0
Coffee			
5110	Supermarket and Grocery Stores	502.0	98.1
	Other retailers	9.5	1.9
	<i>Total</i>	511.5	100.0
Tea			
5110	Supermarket and Grocery Stores	192.3	97.3
	Other retailers	5.3	2.7
	<i>Total</i>	197.6	100.0
Fruit juice			
5110	Supermarket and Grocery Stores	592.2	96.8
	Other retailers	19.4	3.2
	<i>Total</i>	611.6	100.0
Soft drinks, cordials and syrups			
5110	Supermarket and Grocery Stores	1 576.6	96.6
	Other retailers	55.6	3.4
	<i>Total</i>	1 632.2	100.0
Other food products			
5110	Supermarket and Grocery Stores	2 557.3	92.0
	Other retailers	223.4	8.0
	<i>Total</i>	2 780.7	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC Code	Description	\$m	%
RETAIL SALES cont.			
Cigarettes, cigars and other tobacco products			
5110	Supermarket and Grocery Stores	2 264.8	48.0
5129	Specialised Food Retailing n.e.c.	904.3	19.2
5321	Automotive Fuel Retailing	782.3	16.6
5243	Newspaper, Book and Stationery Retailing	302.1	6.4
5125	Takeaway Food Retailing	*293.4	6.2
	Other retailers	171.8	3.6
	<i>Total</i>	4 718.7	100.0
Cleaning preparations			
5110	Supermarket and Grocery Stores	1 321.2	96.2
	Other retailers	52.2	3.8
	<i>Total</i>	1 373.4	100.0
Prepared animal and bird food			
5110	Supermarket and Grocery Stores	893.5	89.2
5259	Retailing n.e.c.	**83.2	8.3
	Other retailers	24.5	2.4
	<i>Total</i>	1 001.2	100.0
Beer			
5123	Liquor Retailing	886.8	65.3
5110	Supermarket and Grocery Stores	416.3	30.6
	Other retailers	55.7	4.1
	<i>Total</i>	1 358.8	100.0
Wine			
5123	Liquor Retailing	1 045.5	72.8
5110	Supermarket and Grocery Stores	335.1	23.3
	Other retailers	55.0	3.8
	<i>Total</i>	1 435.6	100.0
Spirits and other alcoholic beverages			
5123	Liquor Retailing	565.7	60.8
5110	Supermarket and Grocery Stores	281.7	30.3
	Other retailers	83.7	9.0
	<i>Total</i>	931.1	100.0
Hand tools, powered			
5233	Domestic Hardware and Houseware Retailing	183.8	78.2
	Other retailers	51.2	21.8
	<i>Total</i>	235.0	100.0
Hand tools, unpowered			
5233	Domestic Hardware and Houseware Retailing	156.5	69.2
5259	Retailing n.e.c.	30.0	13.3
5210	Department Stores	21.6	9.6
	Other retailers	17.9	7.9
	<i>Total</i>	226.0	100.0
Paint			
5233	Domestic Hardware and Houseware Retailing	538.4	89.4
	Other retailers	64.1	10.6
	<i>Total</i>	602.5	100.0
Plumbing supplies			
5233	Domestic Hardware and Houseware Retailing	139.1	88.6
	Other retailers	17.9	11.4
	<i>Total</i>	157.0	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
RETAIL SALES cont.			
Metal fasteners			
5233	Domestic Hardware and Houseware Retailing	89.4	97.3
	Other retailers	2.5	2.7
	<i>Total</i>	91.9	100.0
Other metal products			
5233	Domestic Hardware and Houseware Retailing	92.5	84.9
	Other retailers	16.5	15.1
	<i>Total</i>	109.0	100.0
Cement			
5233	Domestic Hardware and Houseware Retailing	53.9	94.2
	Other retailers	3.3	5.8
	<i>Total</i>	57.2	100.0
Other builders' hardware and supplies			
5233	Domestic Hardware and Houseware Retailing	184.7	90.1
5110	Supermarket and Grocery Stores	4.8	2.3
	Other retailers	15.5	7.6
	<i>Total</i>	205.0	100.0
Electrical hardware			
5233	Domestic Hardware and Houseware Retailing	67.5	82.8
	Other retailers	14.0	17.2
	<i>Total</i>	81.5	100.0
Parts and accessories for motor cycles and motor scooters			
5312	Motor Cycle Dealing	447.2	96.3
	Other retailers	17.4	3.7
	<i>Total</i>	464.6	100.0
New and used tyres and tubes for motor vehicles (sold to the public)			
5324	Tyre Retailing	1 790.1	93.7
	Other retailers	121.1	6.3
	<i>Total</i>	1 911.2	100.0
New wet cell batteries (sold to the public)			
5324	Tyre Retailing	35.0	31.6
5321	Automotive Fuel Retailing	23.3	21.1
5322	Automotive Electrical Services	21.3	19.3
5311	Car Retailing	**8.7	7.9
5329	Automotive Repair and Services n.e.c.	*5.7	5.2
	Other retailers	16.6	15.0
	<i>Total</i>	110.6	100.0
Oils and lubricants			
5321	Automotive Fuel Retailing	192.1	57.0
5311	Car Retailing	50.8	15.1
	Other retailers	93.9	27.9
	<i>Total</i>	336.8	100.0
Petrol, diesel and distillate			
5321	Automotive Fuel Retailing	10 660.8	99.0
	Other retailers	102.8	1.0
	<i>Total</i>	10 763.6	100.0
LPG—automotive and bottled			
5321	Automotive Fuel Retailing	283.2	98.6
	Other retailers	4.1	1.4
	<i>Total</i>	287.3	100.0

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage
ANZSIC	Share		
Code	Description	\$m	%
RETAIL SALES cont.			
New cars and passenger vans			
5311	Car Retailing	7 136.8	100.0
	Other retailers	2.0	—
	<i>Total</i>	7 138.8	100.0
Used cars and passenger vans			
5311	Car Retailing	6 772.2	98.5
	Other retailers	102.2	1.5
	<i>Total</i>	6 874.4	100.0
New motor cycles and motor scooters			
5312	Motor Cycle Dealing	857.0	98.1
	Other retailers	17.0	1.9
	<i>Total</i>	874.0	100.0
Used motor cycles and motor scooters			
5312	Motor Cycle Dealing	251.5	99.3
	Other retailers	1.9	0.7
	<i>Total</i>	253.4	100.0
New caravans and camping trailers			
5313	Trailer and Caravan Dealing	208.5	98.3
	Other retailers	3.5	1.7
	<i>Total</i>	212.0	100.0
Used caravans and camping trailers			
5313	Trailer and Caravan Dealing	121.4	86.7
	Other retailers	18.6	13.3
	<i>Total</i>	140.0	100.0
New boats, outboard motors and boat trailers			
5245	Marine Equipment Retailing	517.3	83.4
5312	Motor Cycle Dealing	76.9	12.4
	Other retailers	26.3	4.2
	<i>Total</i>	620.5	100.0
Used boats, outboard motors and boat trailers			
5245	Marine Equipment Retailing	*123.4	99.5
	Other retailers	0.6	0.5
	<i>Total</i>	*124.0	100.0
Commodities not elsewhere classified			
5110	Supermarket and Grocery Stores	815.8	32.0
5259	Retailing n.e.c.	742.2	29.2
5243	Newspaper, Book and Stationery Retailing	*201.9	7.9
5210	Department Stores	114.5	4.5
5321	Automotive Fuel Retailing	*99.1	3.9
5233	Domestic Hardware and Houseware Retailing	65.4	2.6
5231	Furniture Retailing	*46.1	1.8
5312	Motor Cycle Dealing	31.2	1.2
5221	Clothing Retailing	*26.9	1.1
	Other retailers	402.7	15.8
	<i>Total</i>	2 545.8	100.0
Total retail sales		146 229.5	100.0

— nil or rounded to zero (including null cells)

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INCOME BY COMMODITY ITEM BY INDUSTRY *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
WHOLESALE SALES			
Motor vehicle parts and accessories			
5311	Car Retailing	1 175.3	60.0
5324	Tyre Retailing	286.0	14.6
5210	Department Stores	148.6	7.6
5329	Automotive Repair and Services n.e.c.	*103.2	5.3
5234	Domestic Appliance Retailing	76.3	3.9
5321	Automotive Fuel Retailing	*75.6	3.9
	Other retailers	93.8	4.8
	<i>Total</i>	1 958.8	100.0
Fleet sales of motor vehicles			
5311	Car Retailing	2 311.5	100.0
	<i>Total</i>	2 311.5	100.0
Sales of motor vehicles to dealers			
5311	Car Retailing	*1 411.5	100.0
	<i>Total</i>	*1 411.5	100.0
Other sales of commercial vehicles			
5311	Car Retailing	787.4	100.0
	Other retailers	0.1	—
	<i>Total</i>	787.5	100.0
Other wholesale sales			
5233	Domestic Hardware and Houseware Retailing	472.3	26.9
5234	Domestic Appliance Retailing	215.4	12.3
5210	Department Stores	165.8	9.4
5321	Automotive Fuel Retailing	143.6	8.2
5221	Clothing Retailing	96.7	5.5
5129	Specialised Food Retailing n.e.c.	*87.8	5.0
	Other retailers	576.2	32.8
	<i>Total</i>	1 757.8	100.0
	Total wholesale sales	8 227.1	100.0
COMMISSION INCOME			
Commission on sales of motor vehicles			
5311	Car Retailing	93.1	99.1
	Other retailers	0.8	0.9
	<i>Total</i>	93.9	100.0
Commission on petrol sales			
5321	Automotive Fuel Retailing	*39.7	99.3
	Other retailers	0.3	0.8
	<i>Total</i>	*40.0	100.0
Other commission income			
5234	Domestic Appliance Retailing	*215.5	26.8
5243	Newspaper, Book and Stationery Retailing	166.4	20.7
5311	Car Retailing	106.2	13.2
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	**52.7	6.6
5321	Automotive Fuel Retailing	45.3	5.6
5110	Supermarket and Grocery Stores	*43.8	5.5
	Other retailers	173.6	21.6
	<i>Total</i>	803.5	100.0
	Total commission income	937.3	100.0

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INDUSTRY CLASS		Income	Percentage Share
ANZSIC Code	Description	\$m	%
RENT, LEASING AND HIRING INCOME			
Rent leasing and hiring income			
5110	Supermarket and Grocery Stores	**85.3	22.8
5321	Automotive Fuel Retailing	63.9	17.1
5125	Take-away Food Retailing	**33.4	8.9
5241	Sport and Camping Equipment Retailing	*29.5	7.9
5311	Car Retailing	22.9	6.1
5329	Automotive Repair and Services n.e.c.	*21.9	5.9
	Other retailers	117.1	31.3
	<i>Total</i>	374.0	100.0
SERVICE INCOME			
Meals sold for consumption on the premises			
5321	Automotive Fuel Retailing	*181.3	52.1
5125	Take-away Food Retailing	*98.0	28.2
	Other retailers	68.7	19.7
	<i>Total</i>	348.0	100.0
Smash repairs			
5323	Smash Repairing	2 885.7	98.7
	Other retailers	37.3	1.3
	<i>Total</i>	2 923.0	100.0
Automotive electrical services			
5322	Automotive Electrical Services	428.1	96.9
	Other retailers	13.8	3.1
	<i>Total</i>	441.9	100.0
Other motor vehicle repairs and services			
5329	Automotive Repair and Services n.e.c.	3 864.1	69.9
5311	Car Retailing	992.9	18.0
5321	Automotive Fuel Retailing	407.4	7.4
	Other retailers	264.8	4.8
	<i>Total</i>	5 529.2	100.0
Other service income			
5261	Household Equipment Repair Services (Electrical)	472.2	21.0
5234	Domestic Appliance Retailing	256.2	11.4
5329	Automotive Repair and Services n.e.c.	**181.2	8.1
5321	Automotive Fuel Retailing	**138.7	6.2
5269	Household Equipment Repair Services n.e.c.	128.7	5.7
5232	Floor Covering Retailing	121.9	5.4
	Other retailers	949.8	42.2
	<i>Total</i>	2 248.7	100.0
Total service income		11 490.8	100.0
OTHER INCOME			
Other income			
5210	Department Stores	779.1	39.1
5125	Takeaway Food Retailing	220.5	11.1
5321	Automotive Fuel Retailing	154.0	7.7
5110	Supermarket and Grocery Stores	144.1	7.2
5234	Domestic Appliance Retailing	**122.9	6.2
5221	Clothing Retailing	113.3	5.7
5311	Car Retailing	87.4	4.4
	Other retailers	371.0	18.6
	<i>Total</i>	1 992.3	100.0

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INCOME BY INDUSTRY BY COMMODITY ITEM

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5110	Supermarket and Grocery Stores		
	Fresh fruit and vegetables	3 531.9	9.1
	Bread, cakes, pastries and biscuits	2 650.1	6.8
	Other food products	2 557.3	6.6
	Cigarettes, cigars and other tobacco products	2 264.8	5.8
	Canned foods	2 227.2	5.7
	Fresh meat	2 165.8	5.6
	Cosmetics, perfumes and toiletries	1 728.1	4.5
	Soft drinks, cordials and syrups	1 576.6	4.1
	Milk and cream	1 478.8	3.8
	Cleaning preparations	1 321.2	3.4
	Confectionery, chocolate and cocoa products	1 315.2	3.4
	Bacon, ham and smallgoods	1 303.9	3.4
	Other paper products	1 210.1	3.1
	Cereal foods and baking mixes	1 201.1	3.1
	Prepared animal and bird food	893.5	2.3
	Ice-cream and frozen confections	825.1	2.1
	Cheese	813.0	2.1
	Medical and pharmaceutical products	785.3	2.0
	Other goods	8 479.9	21.9
	<i>Total retail sales</i>	38 328.9	98.9
	Other revenue	425.7	1.1
	Total income	38 754.6	100.0
5121	Fresh Meat, Fish and Poultry Retailing		
	Fresh meat	1 328.1	60.8
	Fresh seafood	*481.7	22.0
	Fresh poultry	233.6	10.7
	Other goods	78.7	3.6
	<i>Total retail sales</i>	2 122.1	97.1
	Other revenue		
	Wholesale sales	**53.6	2.5
	Other	10.4	0.5
	<i>Total other revenue</i>	64.0	2.9
	Total income	2 186.1	100.0
5122	Fruit and Vegetable Retailing		
	Fresh fruit and vegetables	1 620.5	91.3
	Other goods	114.3	6.4
	<i>Total retail sales</i>	1 734.8	97.7
	Other revenue	40.7	2.3
	Total income	1 775.5	100.0
5123	Liquor Retailing		
	Wine	1 045.5	39.3
	Beer	886.8	33.4
	Spirits and other alcoholic beverages	565.7	21.3
	Other goods	130.3	4.9
	<i>Total retail sales</i>	2 628.3	98.9
	Other revenue	28.8	1.1
	Total income	2 657.1	100.0

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INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5124	Bread and Cake Retailing		
	Bread, cakes, pastries and biscuits	1 069.5	89.3
	Take-away food, ice-cream, soft drinks, milk drinks etc	45.1	3.8
	Milk and cream	20.6	1.7
	Other goods	5.9	0.5
	<i>Total retail sales</i>	1 141.1	95.3
	Other revenue		
	Wholesale sales	*43.1	3.6
	Other	13.2	1.1
	<i>Total other revenue</i>	56.3	4.7
	Total income	1 197.4	100.0
5125	Take-away Food Retailing		
	Take-away food, ice-cream, soft drinks, milk drinks etc. (for immediate consumption)	6 330.9	85.0
	Cigarettes, cigars and other tobacco products	*293.4	3.9
	Other goods	324.1	4.4
	<i>Total retail sales</i>	6 948.4	93.3
	Other revenue		
	Service income		
	Meals sold for consumption on premises	*98.0	1.3
	Other	109.4	1.5
	<i>Total service income</i>	207.4	2.8
	Other	294.3	4.0
	<i>Total other revenue</i>	501.7	6.7
	Total income	7 450.1	100.0
5126	Milk Vending		
	Milk and cream	183.2	96.7
	Other goods	2.9	1.5
	<i>Total retail sales</i>	186.1	98.2
	Other revenue	3.4	1.8
	Total income	189.5	100.0
5129	Specialised Food Retailing n.e.c.		
	Cigarettes, cigars and other tobacco products	904.3	51.4
	Medical and pharmaceutical products	*133.8	7.6
	Other food products	*124.0	7.1
	Confectionery, chocolate and cocoa products	121.9	6.9
	Bacon, ham and smallgoods	117.2	6.7
	Other goods	248.4	14.1
	<i>Total retail sales</i>	1 649.6	93.8
	Other revenue		
	Wholesale sales	*87.8	5.0
	Other	20.9	1.2
	<i>Total other revenue</i>	108.7	6.2
	Total income	1 758.3	100.0

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INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5210	Department Stores		
	Women's and girls' clothing	1 321.8	10.1
	Sleepwear and underwear	1 018.3	7.7
	Men's and boys' clothing	998.7	7.6
	Cosmetics, perfumes and toiletries	846.2	6.4
	Textile products and haberdashery	744.4	5.7
	Other household appliances and parts	541.4	4.1
	Other footwear	469.7	3.6
	Other toys and games	469.0	3.6
	China, glassware, cutlery and other kitchenware	467.1	3.6
	Furniture and mattresses	390.6	3.0
	Confectionery, chocolate and cocoa products	262.7	2.0
	Stationery	257.1	2.0
	Swimwear, tracksuits and other sportswear	241.2	1.8
	Other sporting goods	214.9	1.6
	Domestic appliances(a)	189.6	1.4
	Audio equipment	183.9	1.4
	Prerecorded audio CDs	173.7	1.3
	Books	150.8	1.1
	Other goods	2 943.9	22.4
	<i>Total retail sales</i>	<i>11 885.0</i>	<i>90.4</i>
	Other revenue		
	Interest income	442.1	3.4
	Wholesale sales	314.4	2.4
	Other	507.3	3.9
	<i>Total other revenue</i>	<i>1 263.8</i>	<i>9.6</i>
	Total income	13 148.8	100.0
5221	Clothing Retailing		
	Women's and girls' clothing	3 354.9	50.2
	Men's and boys' clothing	1 641.7	24.6
	Swimwear, tracksuits and other sportswear	*382.4	5.7
	Other clothing and accessories	*336.7	5.0
	Sleepwear and underwear	242.1	3.6
	Other goods	490.4	7.3
	<i>Total retail sales</i>	<i>6 448.2</i>	<i>96.5</i>
	Other revenue	236.1	3.5
	Total income	6 684.3	100.0
5222	Footwear Retailing		
	Other footwear	1 067.9	70.0
	Running and jogging shoes	185.1	12.1
	Other sports footwear	70.4	4.6
	Men's and boys' clothing	*35.7	2.3
	Other goods	144.8	9.5
	<i>Total retail sales</i>	<i>1 503.9</i>	<i>98.5</i>
	Other revenue	22.6	1.5
	Total income	1 526.5	100.0

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(a) See Glossary for definition of Domestic appliances.

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5223	Fabric and Other Soft Good Retailing		
	Textile products and haberdashery	809.6	76.5
	Yarns and fabrics	178.8	16.9
	Women's and girls' clothing	14.1	1.3
	Other goods	41.7	3.9
	<i>Total retail sales</i>	<i>1 044.2</i>	<i>98.6</i>
	Other revenue	14.5	1.4
	Total income	1 058.7	100.0
5231	Furniture Retailing		
	Furniture and mattresses	2 956.2	86.9
	Floor coverings	71.7	2.1
	Awnings and blinds	*69.4	2.0
	Textile products and haberdashery	61.6	1.8
	Other goods	94.6	2.8
	<i>Total retail sales</i>	<i>3 253.5</i>	<i>95.7</i>
	Other revenue	146.7	4.3
	Total income	3 400.2	100.0
5232	Floor Covering Retailing		
	Floor coverings	1 032.7	86.0
	Other goods	23.6	2.0
	<i>Total retail sales</i>	<i>1 056.3</i>	<i>87.9</i>
	Other revenue		
	Wholesale sales	*16.2	1.3
	Service income	121.9	10.1
	Other	6.9	0.6
	<i>Total other revenue</i>	<i>145.0</i>	<i>12.1</i>
	Total income	1 201.3	100.0
5233	Domestic Hardware and Houseware Retailing		
	Paint	538.4	14.7
	China, glassware, cutlery and other kitchenware	399.2	10.9
	Other lawn and garden machinery and equipment	224.1	6.1
	Lawn mowers	*187.3	5.1
	Other builders' hardware and supplies	184.7	5.0
	Hand tools, powered	183.8	5.0
	Hand tools, unpowered	156.5	4.3
	Plumbing supplies	139.1	3.8
	Furniture and mattresses	129.5	3.5
	Other metal products	92.5	2.5
	Metal fasteners	89.4	2.4
	Other goods	671.8	18.4
	<i>Total retail sales</i>	<i>2 996.3</i>	<i>81.9</i>
	Other revenue		
	Wholesale sales	509.5	13.9
	Service income	85.5	2.3
	Other	68.2	1.9
	<i>Total other revenue</i>	<i>663.2</i>	<i>18.1</i>
	Total income	3 659.5	100.0

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

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5234	Domestic Appliance Retailing		
	Domestic appliances(a)	*2 659.8	28.8
	Personal computers	*1 143.4	12.4
	Other household appliances and parts	830.8	9.0
	Television sets	757.8	8.2
	Audio equipment	*740.0	8.0
	Mobile phones	510.1	5.5
	Computer peripherals, parts and accessories	418.2	4.5
	Video cassette recorders and players	247.4	2.7
	Telephone handsets, answering machines, facsimile machines and modems sold separately	160.4	1.7
	Other goods	863.6	9.4
	<i>Total retail sales</i>	8 331.5	90.3
	Other revenue		
	Wholesale sales	291.7	3.2
	Service income	256.2	2.8
	Other	350.1	3.8
	<i>Total other revenue</i>	898.0	9.7
	Total income	9 229.5	100.0
5235	Recorded Music Retailing		
	Prerecorded audio CDs	552.0	86.8
	Other prerecorded audio media	18.0	2.8
	Prerecorded video cassettes	13.5	2.1
	Other goods	45.4	7.1
	<i>Total retail sales</i>	628.9	98.9
	Other revenue	7.2	1.1
	Total income	636.1	100.0
5241	Sport and Camping Equipment Retailing		
	Other sporting goods	558.4	37.6
	Bicycles	*276.5	18.6
	Camping equipment	*187.0	12.6
	Fishing tackle and bait supplies	*109.7	7.4
	Swimwear, tracksuits and other sportswear	83.2	5.6
	Other sports footwear	39.8	2.7
	Running and jogging shoes	34.1	2.3
	Other goods	97.7	6.6
	<i>Total retail sales</i>	1 386.4	93.5
	Other revenue		
	Service income	*43.5	2.9
	Rent, leasing and hiring income	*29.5	2.0
	Other	23.8	1.6
	<i>Total other revenue</i>	96.8	6.5
	Total income	1 483.2	100.0

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

(a) See Glossary for definition of Domestic appliances.

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC Code	Description	\$m	%
5242	Toy and Game Retailing		
	Other toys and games	379.4	67.3
	Hobby equipment	*50.4	8.9
	Computer game machines	43.6	7.7
	Bicycles	18.4	3.3
	Ride-on-toys	10.1	1.8
	Other sporting goods	8.9	1.6
	Other goods	41.6	7.4
	<i>Total retail sales</i>	552.4	98.0
	Other revenue	11.1	2.0
	Total income	563.5	100.0
5243	Newspaper, Book and Stationery Retailing		
	Newspapers, periodicals and maps	1 623.0	33.2
	Stationery	844.5	17.3
	Books	826.8	16.9
	Cigarettes, cigars and other tobacco products	302.1	6.2
	Greeting cards	292.2	6.0
	Writing and marking equipment	97.4	2.0
	Other goods	584.2	11.9
	<i>Total retail sales</i>	4 570.2	93.4
	Other revenue		
	Commission income		
	Sales commission	146.3	3.0
	Other commission	*20.2	0.4
	<i>Total commission income</i>	166.4	3.4
	Wholesale sales	*78.6	1.6
	Other	78.6	1.6
	<i>Total other revenue</i>	323.7	6.6
	Total income	4 893.9	100.0
5244	Photographic Equipment Retailing		
	Cameras and lenses	225.1	61.5
	Other photographic equipment and supplies	88.5	24.2
	Other goods	14.1	3.9
	<i>Total retail sales</i>	327.7	89.5
	Other revenue		
	Service income	21.0	5.7
	Wholesale sales	7.7	2.1
	Other	9.6	2.6
	<i>Total other revenue</i>	38.3	10.5
	Total income	366.0	100.0
5245	Marine Equipment Retailing		
	New boats, outboard motors and boat trailers	517.3	74.3
	Used boats, outboard motors and boat trailers	*123.4	17.7
	Other goods	15.6	2.2
	<i>Total retail sales</i>	656.3	94.2
	Other revenue		
	Service income	38.4	5.5
	Other	1.9	0.3
	<i>Total other revenue</i>	40.3	5.8
	Total income	696.6	100.0

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

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5251	Pharmaceutical, Cosmetic and Toiletry Retailing		
	Medical and pharmaceutical products	6 070.9	75.4
	Cosmetics, perfumes and toiletries	1 320.7	16.4
	Other goods	485.9	6.0
	<i>Total retail sales</i>	7 877.5	97.8
	Other revenue	176.5	2.2
	Total income	8 054.0	100.0
5252	Antique and Used Good Retailing		
	Antiques and second hand goods	711.7	86.8
	Other goods	38.5	4.7
	<i>Total retail sales</i>	750.2	91.5
	Other revenue	69.9	8.5
	Total income	820.1	100.0
5253	Garden Supplies Retailing		
	Other garden supplies	374.0	42.0
	Plants	319.4	35.8
	Fertilisers	*45.8	5.1
	Seeds	25.1	2.8
	Pesticides, insecticides, fungicides and herbicides	*24.9	2.8
	Other goods	47.5	5.3
	<i>Total retail sales</i>	836.7	93.9
	Other revenue	54.5	6.1
	Total income	891.2	100.0
5254	Flower Retailing		
	Cut flowers and floral arrangements	296.7	93.7
	Other goods	15.1	4.8
	<i>Total retail sales</i>	311.8	98.4
	Other revenue	5.0	1.6
	Total income	316.8	100.0
5255	Watch and Jewellery Retailing		
	Jewellery	1 202.0	75.7
	Watches and clocks	202.4	12.7
	China, glassware, cutlery and other kitchenware	49.6	3.1
	Other goods	41.1	2.6
	<i>Total retail sales</i>	1 495.1	94.2
	Other revenue		
	Service income	77.9	4.9
	Other	14.9	0.9
	<i>Total other revenue</i>	92.8	5.8
	Total income	1 587.9	100.0

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

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5259	Retailing n.e.c.		
	Handbags, suitcases and travel sets	362.1	9.6
	Souvenirs	267.8	7.1
	Musical instruments	*253.1	6.7
	Cosmetics, perfumes and toiletries	234.1	6.2
	Other toys and games	*108.2	2.9
	Artworks	*95.7	2.5
	Pets	*95.3	2.5
	Craftworks	94.7	2.5
	Other goods	2 113.3	56.2
	<i>Total retail sales</i>	3 624.3	96.4
	Other revenue	134.9	3.6
	Total income	3 759.2	100.0
5261	Household Equipment Repair Services (Electrical)		
	Domestic appliances(a)	**68.7	11.7
	Other household appliances and parts	*5.5	0.9
	Other goods	9.3	1.6
	<i>Total retail sales</i>	**83.5	14.2
	Other revenue		
	Wholesale sales	**7.4	1.3
	Service income	472.2	80.6
	Rent, leasing and hiring income	*5.8	1.0
	Other	17.2	2.9
	<i>Total other revenue</i>	502.6	85.8
	Total income	586.1	100.0
5269	Household Equipment Repair Services n.e.c.		
	Jewellery	**2.5	1.7
	Handbags, suitcases and travel sets	**1.4	1.0
	Other footwear	*1.1	0.8
	Other goods	7.1	4.9
	<i>Total retail sales</i>	12.1	8.3
	Other revenue		
	Wholesale sales	*2.9	2.0
	Service income	128.7	88.7
	Other	1.4	1.0
	<i>Total other revenue</i>	133.0	91.7
	Total income	145.1	100.0

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

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

(a) See Glossary for definition of Domestic appliances.

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5311	Car Retailing		
	Used cars and passenger vans	6 772.2	32.1
	Other goods	7 287.3	34.5
	<i>Total retail sales</i>	14 059.5	66.5
	Other revenue		
	Wholesale sales		
	Fleet sales	2 311.5	10.9
	Sales to dealers	*1 411.5	6.7
	Other wholesale sales	1 978.7	9.4
	<i>Total wholesale sales</i>	5 701.7	27.0
	Service income		
	Motor vehicle repairs and service	999.7	4.7
	Other service income	*57.0	0.3
	<i>Total service income</i>	1 056.7	5.0
	Other	309.7	1.5
	<i>Total other revenue</i>	7 068.1	33.5
	Total income	21 127.6	100.0
5312	Motor Cycle Dealing		
	New motor cycles and motor scooters	857.0	46.2
	Parts and accessories for motor cycles and motor scooters	447.2	24.1
	Used motor cycles and motor scooters	251.5	13.6
	Other goods	202.4	10.9
	<i>Total retail sales</i>	1 758.1	94.9
	Other revenue		
	Wholesale sales	**6.0	0.3
	Service income		
	Motor vehicle repairs and service	*42.1	2.3
	Other service income	*37.1	2.0
	<i>Total service income</i>	79.2	4.3
	Other	9.8	0.5
	<i>Total other revenue</i>	95.0	5.1
	Total income	1 853.1	100.0
5313	Trailer and Caravan Dealing		
	New caravans and camping trailers	208.5	55.2
	Used caravans and camping trailers	121.4	32.2
	Other goods	13.5	3.6
	<i>Total retail sales</i>	343.4	91.0
	Other revenue		
	Wholesale sales	*19.5	5.2
	Other	14.6	3.9
	<i>Total other revenue</i>	34.1	9.0
	Total income	377.5	100.0

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

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

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5321	Automotive Fuel Retailing		
	Petrol, diesel and distillate	10 660.8	72.0
	Cigarettes, cigars and other tobacco products	782.3	5.3
	LPG—automotive and bottled	283.2	1.9
	Confectionery, chocolate and cocoa products	193.7	1.3
	Oils and lubricants	192.1	1.3
	Other goods	1 450.7	9.8
	<i>Total retail sales</i>	<i>13 562.8</i>	<i>91.5</i>
	Other revenue		
	Service income		
	Motor vehicle repair and service	412.1	2.8
	Meals sold for consumption on the premises	*181.3	1.2
	Other service income	**138.7	0.9
	<i>Total service income</i>	<i>732.0</i>	<i>4.9</i>
	Sales commission	*45.2	0.3
	Other	476.7	3.2
	<i>Total other revenue</i>	<i>1 254.0</i>	<i>8.5</i>
	Total income	14 816.8	100.0
5322	Automotive Electrical Services		
	New wet cell batteries (sold to public)	21.3	4.4
	<i>Total retail sales</i>	<i>21.3</i>	<i>4.4</i>
	Other revenue		
	Wholesale sales	15.4	3.2
	Service income		
	Automotive electrical services	428.1	89.0
	Other	5.1	1.1
	<i>Total service income</i>	<i>433.2</i>	<i>90.1</i>
	Other	10.9	2.3
	<i>Total other revenue</i>	<i>459.5</i>	<i>95.6</i>
	Total income	480.8	100.0
5323	Smash Repairing		
	Petrol, diesel and distillate	**30.5	1.0
	Other goods	1.1	—
	<i>Total retail sales</i>	<i>**31.6</i>	<i>1.0</i>
	Other revenue		
	Service income		
	Smash repairs	2 885.7	94.9
	Other	81.6	2.7
	<i>Total service income</i>	<i>2 967.3</i>	<i>97.6</i>
	Other	41.5	1.4
	<i>Total other revenue</i>	<i>3 008.8</i>	<i>99.0</i>
	Total income	3 040.4	100.0

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

— nil or rounded to zero (including null cells)

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

INCOME BY INDUSTRY BY COMMODITY ITEM *continued*

INDUSTRY CLASS		Income	Percentage Share
ANZSIC			
Code	Description	\$m	%
5324	Tyre Retailing		
	New and used tyres and tubes for motor vehicles (sold to the public)	1 790.1	75.7
	Other goods	53.0	2.2
	<i>Total retail sales</i>	1 843.1	77.9
	Other revenue		
	Wholesale sales	321.6	13.6
	Service income	188.1	8.0
	Other	11.8	0.5
	<i>Total other revenue</i>	521.5	22.1
	Total income	2 364.6	100.0
5329	Automotive Repair and Services n.e.c.		
	Used cars and passenger vans	**101.7	2.3
	Petrol, diesel and distillate	**25.4	0.6
	New boats and marine accessories	**23.8	0.5
	Lawn mowers	**21.4	0.5
	New motor cycles and motor scooters	**13.2	0.3
	Other goods	52.7	1.2
	<i>Total retail sales</i>	*238.2	5.3
	Other revenue		
	Service income		
	Motor vehicle repairs and service	3 900.3	86.4
	Other service income	**181.2	4.0
	<i>Total service income</i>	4 081.4	90.4
	Other	193.6	4.3
	<i>Total other revenue</i>	4 275.1	94.7
	Total income	4 513.3	100.0

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

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

EXPLANATORY NOTES

SCOPE AND COVERAGE

1 The scope of the Retail Industry Survey was all public and private employing businesses in Australia, recorded on the ABS Business Register with a predominant activity of retailing (i.e. ANZSIC Division G). The ABS defines a retail business as a business mainly engaged in the resale of new or used goods to final consumers for personal or household consumption or in selected repair activities such as repair of household equipment or motor vehicles. The population for the Retail Industry Survey was taken from the ABS Business Register and was limited to the 116,000 employing retail businesses on the register in June 1999. Non-employing businesses were therefore excluded from this collection.

2 Approximately 7,200 business units were selected from the population using stratified random sampling techniques. All businesses with 50 or more employees and/or multi-state retailing business units were selected in the sample.

3 Data in this publication have been adjusted to allow for lags in processing new businesses to the ABS business register, and the omission of some businesses from the business register. The majority of businesses affected and to which the adjustments apply are small in size. For more information, please refer to ABS Information Paper: *Improvements to ABS Economic Statistics, 1997* (Cat. no. 1357.0).

REFERENCE PERIOD

4 The statistical results in this publication are based on the financial year ending 30 June 1999. In a minority of cases, where businesses did not account on a June-year basis, details were reported in respect of the accounting year that ended between 1 October 1998 and 30 September 1999.

STATISTICAL UNIT

5 The unit about which information was collected in the Retail Industry Survey is termed the management unit. The management unit is the highest-level accounting unit within a business, having regard for industry homogeneity, for which accounts are maintained. In nearly all cases it coincides with the legal entity owning the business (i.e. company, partnership, trust, sole operator, etc.). In the case of large diversified businesses, however, there may be more than one management unit, each coinciding with a 'division' or 'line of business'. A division or line of business is recognised where separate and comprehensive accounts are compiled for it.

CLASSIFICATION BY INDUSTRY

6 This publication presents statistics in Tables 1, 3 and 4 classified according to the *Australian and New Zealand Standard Industry Classification, 1993* (Cat. no. 1292.0). Each business unit is classified to a single industry. The industry allocated is based on an estimate of the primary activity of the management unit irrespective of whether a range of activities or a single activity is undertaken by the unit. For example a management unit which derives most of its income from retailing activities would have all of its operations included in the aggregates for retailing, even if significant secondary activities (e.g. wholesaling) were undertaken.

CLASSIFICATION BY COMMODITY

7 The product classification used in Tables 2, 3, 4 and 5 was formed by aggregating the 1,100 or so products in the Input/Output Product Classification taking into account how products sold by retail businesses are grouped in records, and the need to comply with international standards.

RELIABILITY OF THE DATA

8 The estimates in this publication are subject to sampling and non-sampling error.

STANDARD ERROR

9 The estimates in this publication are based on information from a sample

EXPLANATORY NOTES *continued*

STANDARD ERROR *continued*

of businesses in the surveyed population. Consequently, the estimates in this publication are subject to sampling variability; that is, they may differ from the figures that would have been obtained if all units had been included in the survey. One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of units was included.

10 There are two chances in three that a sample estimate will differ by less than one SE from the figure that would have been obtained if a census had been conducted, and approximately 19 chances in 20 that the difference will be less than 2 SEs.

RELATIVE STANDARD ERROR

11 Sampling variability can be measured by the relative standard error (RSE) which is obtained by expressing the SE as a percentage of the estimate to which it refers. The RSE is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer also to the size of the estimate.

12 As an example of the above, the estimate of Petrol diesel and distillate sales is \$10,763 million and the RSE is 7.4%, giving an SE of \$796 million. Therefore, there would be 2 chances in 3 that, if all units had been included in the survey, a figure of \$9,967 million to \$11,559 million would have been obtained, and 19 chances in 20 (i.e. a confidence level of 95%) that the figure would have been in the range \$9,229 million to \$12,414 million.

13 Information about the relative standard errors relating to key aggregates in this publication can be found in the table at the end of these Explanatory Notes.

NON-SAMPLING ERROR

14 Errors other than those due to sampling may occur because of deficiencies in the register of units from which the sample was selected, non-response, and imperfections in reporting by respondents. Inaccuracies of this kind are referred to as non-sampling errors and they may occur in any collection, whether it be a census or a sample.

15 While it is not possible to quantify non-sampling error, every effort has been made to reduce non-sampling error to a minimum by careful design and testing of questionnaires, efficient operating procedures and systems, and appropriate methodology.

AVAILABILITY OF ADDITIONAL DATA

16 Enquires for further information about these and related statistics in this publication can be made by telephoning the National Information Services 1300 135 070 or Ross Upson on Canberra 02 6252 5644.

COMPARABILITY WITH 1991-92 RETAIL INDUSTRY SURVEY OUTPUT

17 The 1991-92 Retail Industry Survey was collected from 29,000 retail businesses using a broad commodity classification containing 41 categories. The 1998-99 Retail Industry Survey was collected from a smaller sample of 7,200 retail businesses using a finer level commodity classification containing 151 categories. Consequently, a number of cells have a high RSE in 1998-99.

18 It is therefore difficult to draw accurate comparisons as there are a limited number of broad categories which support a one to one match across the two collections.

GENERAL ACKNOWLEDGMENT

19 ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continued cooperation is 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*

GENERAL ACKNOWLEDGMENT

continued

RELATIVE STANDARD ERRORS FOR SELECTED COMMODITY
ITEMS

	<i>Income</i>
	%
Petrol, diesel and distillate	7.4
Take-away food, ice-cream, soft drinks, milk drinks etc (for immediate consumption)	6.2
New cars and passenger vans	5.3
Medical and pharmaceutical products	13.1
Used cars and passenger vans	12.0
Fresh fruit and vegetables	3.4
Cigarettes, cigars and other tobacco products	5.1
Women's and girl's clothing	7.2
Cosmetics, perfumes and toiletries	4.8
Bread, cakes, pastries and biscuits	2.8
Furniture and mattresses	7.9
Fresh meat	3.7
Domestic appliances(a)	24.0
Other food products	3.5
Men's and boy's clothing	11.4
Canned foods	3.1
Confectionery, chocolate and cocoa products	2.3
Newspapers, periodicals and maps	9.9
Milk and cream	3.8
New and used tyres and tubes for motor vehicles (sold to public)	6.5

(a) See Glossary for definition of Domestic appliances.

APPENDIX DESCRIPTION OF COMMODITY ITEMS

OVERVIEW

This Appendix has been prepared to help users understand the ordering of income items within the tables, and to provide more detailed information on the range of sales items comprising individual commodity items.

The 127 detailed commodity items provided by respondents in respect of retail sales have been grouped under eight generic categories to provide broad structure to the individual commodity items, and to facilitate their location in the tables.

The eight broad groupings are as follows:

- Clothing and accessories
- Footwear
- Fabrics and soft furnishings
- Household goods
- Personal and other goods
- Food and groceries
- Hardware
- Motor vehicles and associated goods

In addition, data providers were requested to provide estimates of their wholesale sales, commission income, leasing and hiring income, service income and other income. These additional income items are presented at the end of the commodity listing.

Detailed 'includes' and 'excludes' for the income items mentioned above are also presented in the commodity listing and should be consulted by the reader.

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS

To assist in the definition of commodity items a list of the commodities, together with a list of the includes and the excludes, as contained on the actual forms used for the survey, are provided below. Where items do not have includes or excludes the item description itself is considered self explanatory.

Clothing and Accessories

Women's and girls' clothing

Includes dressing gowns and robes.

Excludes sleepwear, underwear and hosiery, swimwear, tracksuits and other sportswear.

Men's and boys' clothing

Includes dressing gowns and robes.

Excludes sleepwear, underwear and hosiery, swimwear, tracksuits and other sportswear.

Infants' clothing (sizes 0000 to 1)

Excludes sleepwear, swimwear, underwear and hosiery.

Sleepwear and underwear

Includes foundation garments.

Excludes dressing gowns and robes.

Swimwear, tracksuits and other sportswear

Includes sweat suits and jogging suits.

Other clothing and clothing accessories

Includes hosiery, leather clothing, scarves, hats, gloves and belts, waterproof clothing, wetsuits and other rubber clothing.

Excludes footwear, jewellery, handbags.

Footwear

Running and jogging shoes

Excludes other sports specific footwear, hiking boots, other footwear.

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS *continued*

Other sports footwear

Excludes running and jogging shoes, hiking boots, other footwear.

Hiking boots

Excludes running and jogging shoes, other sports specific footwear, other footwear.

Other footwear

Includes dress shoes, casual shoes, boots, slippers, thongs.

Excludes running and jogging shoes, other sports specific footwear, hiking boots.

Fabrics and soft furnishings

Yarns and fabrics

Textile products and haberdashery

Includes manchester, linen and blankets, soft furnishings, textile awnings and blinds, lounge covers, takings from the making and installation of curtains.

Household goods

Furniture and mattresses

Includes outdoor furniture.

Excludes office furniture, computer furniture.

Awnings and blinds

Excludes textile awnings and blinds, takings from installation.

Floor coverings

Includes carpet, mats, rugs, vinyl and linoleum, parquetry.

Excludes ceramic tiles, takings from laying carpet.

Television sets

Includes sets which integrate other functions (e.g. VCRs).

Video cassette recorders and players

Includes DVD video players.

Audio equipment

Includes radios, Hi-fi, cassette players, audio disc players (e.g. DVD, CD).

Excludes musical instruments and related equipment.

Domestic appliances—See Glossary

Includes all parts for these appliances.

Excludes installation or delivery charges.

Other household appliances and parts

Includes irons, vacuum cleaners, electric fans, sewing machines, kitchen appliances (e.g. toasters, kettles, blenders), hair dryers and other personal care goods and all parts for these appliances.

China, glassware, cutlery and other kitchenware

Includes cooking implements and utensils, crockery, glasses, coolers for drinks, picnic ware and ornaments.

Excludes silverware.

Telephone handsets, answering machines, facsimile machines and modems sold separately

Includes cordless telephones.

Excludes mobile phones.

Personal computers

Includes PCs and similar desktop units, notebooks, laptops and similar portables.

Excludes organisers, diaries.

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS *continued*

- Computer peripherals, parts and accessories
Includes scanners, printers, keyboards, CDROM and DVD-ROM drives, RAM, sound cards, video cards.
Excludes modems sold separately.
- Blank computer storage media
Includes disks, tapes, etc.
Excludes RAM.
- Packaged computer software
On tape, disk, cartridge, CDROM, DVD-ROM.
- Computer game machines
Includes hand-held units, consoles for use with a television.
- Other electronic equipment
Includes organisers and diaries.
- Lawn mowers
Includes push and ride on mowers.
- Other lawn and garden machinery and equipment
Includes garden tools, lawn trimmers.
Excludes lawn mowers.
- Personal and other goods
- Blank audio and video media
Includes tapes, cassettes and recordable CDs.
- Prerecorded audio CD's
Includes audio CDs, DVDs
- Other prerecorded audio media
Includes tapes, records, cassettes.
Excludes CDs.
- Prerecorded video cassettes
- Mobile phones
Includes mobile personal and car phones, rebates received from telecommunication companies.
Excludes connection fees, commission for the sales of a 'call plan'.
- Musical instruments
Includes all electric and acoustic instruments, including electronic keyboards, cases, strings, straps and other accessories, parts for musical instruments.
Excludes tuition books.
- Cosmetics, perfumes and toiletries
Includes hair shampoos and conditioners, soap, hand creams or lotions, deodorants, hair brushes, toothbrushes (except electric) and other brushes for personal use.
Excludes detergents.
- Medical and pharmaceutical products
Includes non-prescription and prescription pharmaceutical goods for human use, amounts received under pharmaceutical benefits schemes, vitamins and minerals for human use.
- Watches and clocks
- Jewellery

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF
COMMODITIES AND INCOME
ITEMS *continued*

Silverware

Excludes cutlery.

Handbags, suitcases and travel sets

Includes purses, wallets and billfolds, key cases.

Books

Greeting cards

Stationery

Includes computer and photocopying paper.

Newspapers, periodicals and maps

Other paper products

Includes toilet paper, tissues, towels, serviettes and similar paper for household and sanitary purposes, paper dishes, cups, plates, cardboard boxes and packaging materials.

Writing and marking equipment

Includes pens, pencils and refills, crayons and chalk, inks and ink pads.

Artworks

Includes paintings, sculptures, drawings, limited edition prints and original photographs.

Craftworks

Includes pottery, ceramics.

Hobby equipment

Bicycles

Ride-on-toys

Other toys and games

Includes playing cards, board games, dolls, toy cars.

Excludes video games.

Fishing tackle and bait supplies

Other sporting goods

Includes cricket bats, squash and tennis racquets, surfboards, snow skis.

Excludes sportswear, sporting footwear.

Camping equipment

Excludes clothing and footwear.

Cameras and lenses

Includes video cameras.

Other photographic equipment and supplies

Includes projectors, photographic chemicals and films.

Excludes film processing on own premises.

Antiques and second-hand goods

Includes second-hand clothing, unredeemed pledges.

Excludes motor vehicles, trailers.

Souvenirs

Includes goods normally associated with an identifying place or event.

Pets

Plants

Seeds

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS *continued*

Food and Groceries

Fertilisers

Excludes agricultural supplies.

Pesticides, insecticides, fungicides and herbicides

Excludes agricultural supplies.

Other garden supplies

Includes garden ornaments.

Cut flowers and floral arrangements

Includes dried flower arrangements, floral tributes, bouquets.

Excludes pot plants.

Kerosene

Take-away food, ice-cream, soft drinks, milk drinks etc (for immediate consumption)

Includes food sold in take-away packs, bags, or containers.

Excludes ice-cream sold for consumption at a later date, confectionery.

Confectionery, chocolate and cocoa products

Excludes chocolate coated biscuits.

Bacon, ham and smallgoods

Excludes all canned products.

Fresh meat

Excludes frozen and canned meat, smallgoods, bacon and ham, poultry.

Fresh poultry

Excludes frozen poultry.

Fresh seafood

Excludes frozen and canned seafood.

Fresh fruit and vegetables

Excludes frozen and canned fruit and vegetables.

Frozen meat

Excludes frozen poultry.

Frozen poultry

Frozen seafood

Frozen fruit and vegetables

Frozen cakes, pastries and biscuits

Includes frozen pizzas.

Bread, cakes, pastries and biscuits

Excludes frozen cakes and pastries, bread, cakes and pastries baked on the premises but not sold to the public.

Ice-cream and frozen confections

Excludes ice-creams sold for immediate consumption.

Milk and cream

Includes yoghurt, flavoured milk.

Excludes canned milk, dried milk—regular and skim.

Cheese

Other dairy products

Includes dried milk—regular and skim, butter.

Margarine, oils and fats

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS *continued*

Eggs and egg pulp

Flour

Cereal foods and baking mixes

Canned foods
Includes meat, vegetable, meat and vegetables, fish, soups, canned and bottled jams, canned and bottled preserved fruit and vegetables, bottled sauces.
Excludes canned pet foods, soft drinks and juices.

Sugar

Coffee

Tea

Fruit juice

Soft drinks, cordials and syrups
Excludes soft drinks for immediate consumption.

Other food products
Excludes dry or canned pet food.

Cigarettes, cigars and other tobacco products
Excludes cigarette lighters, pipes.

Cleaning preparations
Includes detergents, bleaches and disinfectants.
Excludes soap.

Prepared animal and bird food
Includes canned or dried pet food.

Beer
Excludes home brew kits and ingredients.

Wine
Excludes non-alcoholic wines.

Spirits and other alcoholic beverages
Includes packaged spirit mixers.

Hardware

Hand tools, powered

Hand tools, unpowered
Excludes garden tools.

Paint
Excludes automotive paint.

Plumbing supplies
Includes pipes and pipe fittings, taps, cocks and valves, baths, toilets, sinks and basins, vanity units.
Excludes ceramic wall, floor and roofing tiles.

Metal fasteners
Includes nuts, bolts, screws, washers and nails.

Other metal products
Includes metal ladders, metal fencing, roofing iron.
Excludes doors and security screens.

Cement
Other builders' hardware and supplies

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS *continued*

Motor vehicles and associated goods

Electrical hardware
Includes switches and other electrical fittings, power boards and adaptors, extension cords.

Parts and accessories for motor cycles and motor scooters
Includes motor cycle tyres, helmets.
Excludes clothing and boots, batteries, parts used in repairs.

New and used tyres and tubes for motor vehicles (sold to the public)
Includes stock retreads and recaps.
Excludes tyres for motor cycles, tyres for farm machinery, construction, mining, etc.

New wet cell batteries (sold to the public)
Includes batteries for motor vehicles, motor cycles and motor scooters sold to the public.

Oils and lubricants
Includes solvents, petroleum jelly, waxes, gas oil and fuel oil.
Excludes motor spirits, kerosene.

Petrol, diesel and distillate
Excludes those products sold on commission.

LPG—automotive and bottled

New cars and passenger vans
Note passenger vans have a maximum seating capacity of 9 persons.

Used cars and passenger vans
Note passenger vans have a maximum seating capacity of 9 persons.

New motor cycles and motor scooters
Includes trail bikes.

Used motor cycles and motor scooters
Includes trail bikes.

New caravans and camping trailers
Includes car and box trailers.
Excludes boat trailers, revenue from hiring caravans.

Used caravans and camping trailers
Includes car and box trailers.
Excludes boat trailers, revenue from hiring caravans.

New boats, outboard motors and boat trailers
Includes all parts and accessories for boats.
Excludes car and box trailers, revenue from hiring boats.

Used boats, outboard motors and boat trailers
Includes all parts and accessories for boats.
Excludes car and box trailers, revenue from hiring boats.

Wholesale sales

Motor vehicle parts and accessories
Includes sales of new and used tyres and tubes for motor vehicles to businesses, sales of new and used tyres and tubes for other vehicles and equipment, sales of new wet cell batteries to businesses, car radios, cassettes and CD players, other new parts and accessories and used parts and accessories.

APPENDIX DESCRIPTION OF COMMODITY ITEMS *continued*

DETAILED DESCRIPTIONS OF COMMODITIES AND INCOME ITEMS *continued*

Fleet sales of motor vehicles

Includes sales of new and used cars and passenger vans to fleet operators, government, rental companies or other businesses and sales of new and used commercial vehicles to fleet operators, government, rental companies or other businesses.

Sales of motor vehicles to other dealers

Includes sales of new and used cars and passenger vans to motor vehicle dealers and sales of new and used commercial vehicles to motor vehicle dealers.

Other sales of commercial vehicles

Includes sales of new and used commercial vehicles to the public.

Other wholesale sales

Includes doors and security screens, other wooden builders' joinery and carpentry, plywood and veneers, hardboard and particle board, other timber, sand, gravel and other construction materials, clay products, concrete products, plaster products and lighting.

Commission income

Includes income received from sales of goods not owned by the business.

Rent, leasing and hiring income

Rent, leasing and hiring income

Includes income received from renting, leasing or hiring of vehicles, land, buildings, plant, machinery, equipment and any other property to other businesses or individuals.

Total other service income

Meals sold for consumption on premises

Includes meals consumed on the premises with cutlery.

Excludes meals consumed on the premises served without cutlery and/or in take away packaging.

Smash repairs

Other motor vehicle repairs and services

Other service income

Includes consultancy fees, contract mining services, installation fees, management and administration service fees, subscriptions and membership fees and other specified and unspecified service fees.

GLOSSARY

Commission income	Includes income received from sales of goods not owned by the business.
Domestic appliances	Includes domestic stoves, refrigerators, freezers, washing machines, wall and microwave ovens, dryers, dishwashers, airconditioners, evaporative coolers and space heaters.
Gross Margin	The difference between the price for which a business purchases goods and the price for which they are sold.
Other income	Includes interest, government funding, royalties and dividends, net profit (loss) on the sale of non-current assets, foreign loans as a result of variations in foreign exchange rates/transaction and on share trading. Excluded are extraordinary profits or losses such as goodwill revaluations.
Other service income	Includes consultancy fees, installation fees, management and administration service fees, subscriptions and membership fees and other specified and unspecified service fees.
Retail sales	Includes sales of goods to the public, delivery charges not separately invoiced and export sales to final consumers.
Rent, leasing and hiring income	Includes income received from renting, leasing or hiring of vehicles, land, buildings, plant, machinery, equipment and any other property to other businesses or individuals.
RSE	Relative standard error. See paragraph 11–13 of the Explanatory Notes.
Sales	As shown in the heading in table 2 refers to an income item which is in the main retail sales. All items appearing below the total retail sales figure in the table are other sources of income.
Total income	The sum of all income items. The major items included are retail sales, wholesale sales, service and other income. Income from all other sources such as renting, leasing, hiring, interest earned, government funding, royalty and dividend are also included.
Wholesale sales	Includes goods sold to other businesses, delivery charges not separately invoiced to other businesses and export sales to other businesses.

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