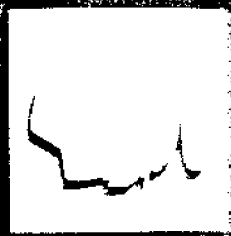
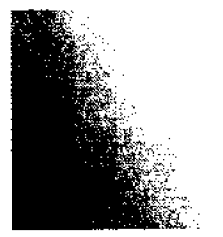
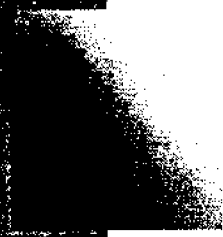
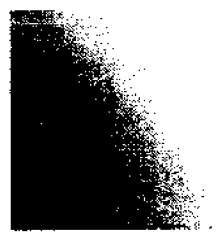
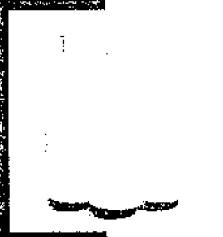
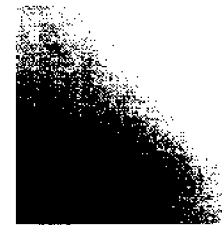
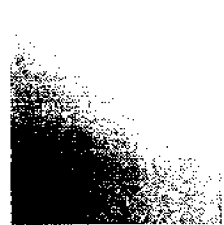
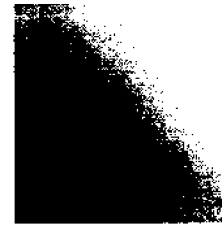
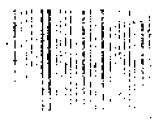




**Australian
Bureau of
Statistics**



EMBARGOED UNTIL 11.30 A.M. 4 MAY 1994

**RETAIL INDUSTRY
AUSTRALIA
1991-92**

IAN CASTLES
Australian Statistician

AUSTRALIA BUREAU OF STATISTICS

CATALOGUE NO. 8622.0

© Commonwealth of Australia 1994

CONTENTS

| | <i>Page</i> |
|---|-------------|
| Introduction | iv |
| Section 1. Retail Industry - an Overview | 1 |
| Section 2. Industry Analysis | 2 |
| Table 1 Summary of Operations by ANZSIC Class, Australia, 1991-92 | 3 |
| Section 3. Income, Expenditure and Profit | 4 |
| Table 2 Income, Expenditure and Profit by ANZSIC Group, Australia, 1991-92 | 5 |
| Section 4. Performance Measures | 7 |
| Table 3 Performance Measures by ANZSIC Class, Australia, 1991-92 | 8 |
| Section 5. Business Size Analysis | 9 |
| Table 4 Summary of Operations by Size of Business by ANZSIC Class, Australia, 1991-92 | 10 |
| Explanatory Notes | 12 |
| Table 5 Relative Standard Errors for Selected Items by ANZSIC Class, Australia, 1991-92 | 14 |
| Glossary of Terms | 15 |

INQUIRIES

- *for further information about statistics in this publication and the availability of unpublished statistics, contact Clem Tozer on Canberra (06) 252 6726 or any ABS State Office*
 - *for information about other statistics and services please contact Information Services on Canberra (06) 252 6627, 252 5402, 252 6007 or any ABS State office*
-

INTRODUCTION

The Retail Activity Survey collected structural (income, expenses, etc) and commodity data from a sample of retail businesses operating in 1991-92. The Retail Activity Survey was an important and integral component of the 1991-92 Retail and Services collection program.

This publication presents estimates covering Australian level structural data. State structural data estimates will be contained in a later release Retail Industry 1991-92, State and Territory Summary (Catalogue No. 8625.0).

The commodity data component of the Retail Activity Survey will be presented in Retail Industry, Australia - Commodity Sales (Catalogue No. 8624.0), which is the next scheduled release from the 1991-92 Retail Census. Both Australia and State level commodity details will be included in this publication.

For the Retail Activity Survey the unit from which data was collected was the management unit. In nearly all cases the management unit coincides with the legal entity owning the business. For a small number of large businesses the management unit coincides with a "division" or "line of business".

The population for the survey was all management units on the ABS Register of Businesses coded to Division G (Retail Trade) of the Australian and New Zealand Standard Industrial Classification (ANZSIC).

The Retail Activity Survey differs in scope and coverage to the Retail and Services Census, the results of which have recently been released in the series of publications 'Retailing in Australia/States' (Catalogue No's 8613.0 and 8623.1-8). This means that estimates from both collections will not necessarily agree. The most significant differences are:

- the population for the Retail and Services Census included those businesses that do not employ staff, whereas the Retail Activity Survey covered only employing businesses; and
- the Retail Activity Survey was a survey of management units, whereas the Retail and Services Census collected data from all shopfront locations. A management unit may comprise several locations which are involved in different industries. However, it would only be included in the Retail Activity Survey if the predominant activity of the management unit is Retail Trade. For example, where a particular management unit includes some retail locations but its predominant activity is in Wholesale trade, the data for the retail locations were included in estimates from the Retail and Services Census but were excluded from the Retail Activity Survey.

The Explanatory Notes section on Page 12 of this publication provides a more detailed explanation of the points raised above.

SECTION 1: THE RETAIL INDUSTRY — AN OVERVIEW

During 1991-92 there were close to 83,600 retail businesses (management units) operating across Australia. The 1991-92 Retail Activity Survey also showed that these businesses generated turnover of some \$114.3 billion.

Other features of the Retail Industry in Australia include:

- At 30 June 1992 the Retail Industry was employing more than 831,000 people.
- During 1991-92 the industry generated a trading profit of almost \$32 billion. This represented an operating profit before tax of \$2.7 billion, giving a 2.4 per cent profit margin.
- The net worth of the Australian retail industry was measured at \$9.3 billion with total assets of \$39.3 billion and total liabilities of \$30.0 billion.

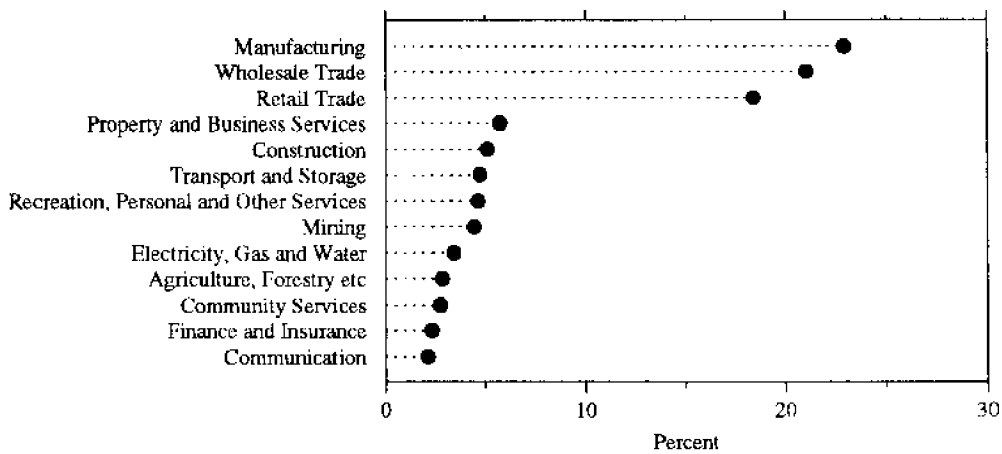
An industry dominated by small business

In terms of number of businesses, the Retail industry is dominated by small business with 96 per cent of businesses employing less than 20 people. Small business, with almost \$50 billion in turnover, also accounted for a significant portion (44 per cent) of the industry's turnover during 1991-92.

The Retail Industry and the Australian Economy

In terms of Sales of goods and services, the Retail Industry is the third largest of Australia's industries behind Manufacturing and Wholesale.

CHART 1. CONTRIBUTION TO SALES OF GOODS AND SERVICES BY INDUSTRY SECTOR, AUSTRALIA, 1991-92



Source: Business Operations and Industry Performance Australia (ABS Catalogue No \$140.0).

Comparison to the Location Census

By comparison, results from the Retail and Services Location Census (released in ABS Catalogue No's 8623.1-8) indicate that there were about 171,000 retail locations operating in Australia at 30 June 1992. These locations were employing about 1,060,000 people and during 1991-92 recorded turnover of \$131 billion. The difference between the two measures is mainly accounted for by the inclusion in the Retail and Services Location Census of those businesses which do not employ staff as well as those Retail locations which are part of a business which is mainly engaged in an industry other than Retail.

SECTION 2: INDUSTRY ANALYSIS

The scope of the Retail Activity Survey was the Retail Industry (Division G) as defined in the Australian and New Zealand Standard Industry Classification (ANZSIC). Under ANZSIC the Retail Industry is divided into 10 industry Groups, with each Group consisting of one or more industry Class. The Groups included were:

| | |
|--|--------------------|
| Supermarket and Grocery Stores | – ANZSIC Group 511 |
| Specialised Food Retailing | – ANZSIC Group 512 |
| Department Stores | – ANZSIC Group 521 |
| Clothing and Soft Good Retailing | – ANZSIC Group 522 |
| Furniture, Houseware and Appliance Retailing | – ANZSIC Group 523 |
| Recreational Good Retailing | – ANZSIC Group 524 |
| Other Personal and Household Good Retailing | – ANZSIC Group 525 |
| Household Equipment Repair Services | – ANZSIC Group 526 |
| Motor Vehicle Retailing | – ANZSIC Group 531 |
| Motor Vehicle Services | – ANZSIC Group 532 |

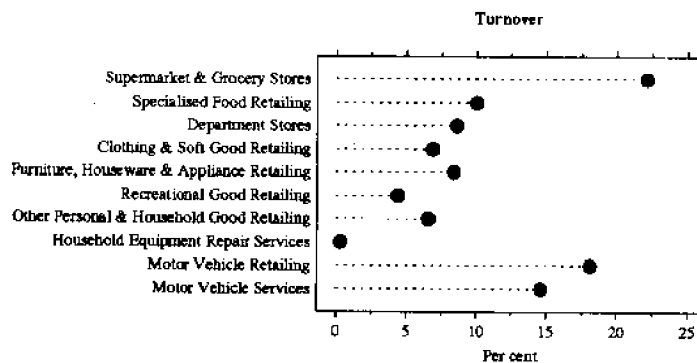
Supermarkets and Grocery Stores had the Largest Turnover

Supermarkets and Grocery Stores were the largest of the industry groups recording turnover of \$25.3 billion during 1991-92, which represented 22 per cent of total Retail Industry turnover. At 30 June 1992, there were an estimated 172,482 people employed in Supermarkets and Grocery Stores or 21 per cent of total retail employment.

The Motor Vehicle Retailing and Services sector (ANZSIC Groups 531 and 532) were also significant contributors to Retail Industry turnover with Motor Vehicle Retailing recording 18 per cent of the total with \$20.7 billion and Motor Vehicle Services generating \$16.7 billion or about 15 per cent of the industry's total turnover.

In terms of number of businesses, the Specialised Food Retailing Group (dominated by the Takeaway Food Retailing Class) was largest with about 19,800 units recorded. This group was closely followed by the Motor Vehicle Services Group with about 19,300 units recorded.

CHART 2. RETAIL INDUSTRY: DISTRIBUTION OF TURNOVER BY ANZSIC GROUP, AUSTRALIA, 1991-92



Assets and Liabilities

Assets exceeded liabilities in all industry groups. Department Stores had assets worth almost \$7 billion which was the highest value estimated for any group.

The net worth of the Retail industry was \$9.3 billion. The highest net worth was recorded in the Other Personal and Household Good Retailing group, while at the other end of the scale were the Motor Vehicle Retailing group with \$0.3 billion and the Household Equipment Repair Services group with \$28 million.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS, AUSTRALIA, 1991-92

| ANZSIC | | Manage- | Persons | Wages and | Turnover | Cost of | Industry | Total | Total |
|---------------------|--|---------------|----------------|---------------|----------------|---------------|---------------|---------------|---------------|
| Code | Description | ment units | employed | salaries | | goods sold | gross product | assets | liabilities |
| | | No. | No. | \$m | \$m | \$m | \$m | \$m | \$m |
| 5110 | Supermarkets and grocery stores | 5,602 | 172,482 | 2,362 | 25,280 | 19,941 | 3,283 | 5,517 | 4,338 |
| 5121 | Fresh meat, fish and poultry retailing | 3,936 | 19,642 | 292 | 2,121 | 1,400 | 451 | 560 | 407 |
| 5122 | Fruit & vegetable retailing | 1,712 | 10,283 | 138 | 1,489 | 1,092 | 223 | 368 | 270 |
| 5123 | Liquor retailing | 939 | 7,431 | 125 | 1,928 | 1,477 | 220 | 836 | 659 |
| 5124 | Bread & cake retailing | 2,402 | 15,620 | 189 | 747 | 298 | 295 | 304 | 237 |
| 5125 | Takeaway food retailing | 8,923 | 91,398 | 709 | 3,971 | 1,871 | 1,068 | 2,557 | 1,919 |
| — | Milk vending and Specialised food retailing n.e.c. (a) | 1,883 | 10,367 | 123 | 1,279 | 943 | 197 | 337 | *237 |
| 512 | Specialised Food Retailing | 19,795 | 154,741 | 1,577 | 11,536 | 7,083 | 2,454 | 4,961 | 3,729 |
| 5210 | Department stores | 14 | 93,538 | 1,473 | 9,830 | 6,416 | 1,930 | 6,957 | 5,762 |
| 5221 | Clothing retailing | 5,257 | 53,196 | 804 | 5,731 | 3,474 | 1,076 | 2,645 | 1,854 |
| 5222 | Footwear retailing | 886 | 11,797 | 176 | 1,121 | 690 | 210 | 571 | 415 |
| 5223 | Fabrics and other soft good retailing | 1,599 | 10,692 | 154 | 988 | 591 | 212 | 493 | 336 |
| 522 | Clothing and soft good retailing | 7,742 | 75,685 | 1,133 | 7,839 | 4,755 | 1,498 | 3,708 | 2,605 |
| 5231 | Furniture retailing | 1,328 | 8,929 | 191 | 1,776 | 1,182 | 249 | 827 | 605 |
| 5232 | Floor covering retailing | 787 | 4,168 | 90 | 871 | 579 | 130 | 306 | 240 |
| 5233 | Domestic hardware and houseware retailing | 2,644 | 18,908 | 326 | 2,351 | 1,552 | 413 | 1,058 | 742 |
| 5234 | Domestic appliance retailing | 1,677 | 17,378 | 391 | 4,200 | 3,132 | 529 | 1,331 | 967 |
| 5235 | Recorded music retailing | 281 | 2,131 | 39 | 353 | 239 | 47 | 125 | 90 |
| 523 | Furniture, houseware and appliance retailing | 6,718 | 51,513 | 1,037 | 9,552 | 6,684 | 1,368 | 3,646 | 2,643 |
| 5241 | Sport & camping equipment retailing | 1,755 | 7,615 | 120 | 1,024 | 677 | 189 | 447 | 305 |
| 5242 | Toy & game retailing | 477 | 2,186 | 31 | 298 | 195 | 46 | 143 | 106 |
| 5243 | Newspaper, book and stationery retailing | 3,771 | 26,644 | 319 | 3,202 | 2,207 | 575 | 1,649 | 1,107 |
| 5244 | Photographic equipment retailing | 264 | 1,695 | 32 | 240 | 162 | 44 | 100 | 63 |
| 5245 | Marine equipment retailing | 380 | 1,894 | 35 | 307 | 220 | 51 | 166 | 129 |
| 524 | Recreational good retailing | 6,648 | 40,033 | 537 | 5,070 | 3,461 | 905 | 2,505 | 1,711 |
| 5251 | Pharmaceutical, cosmetic and toiletry retailing | 4,881 | 35,325 | 498 | 3,953 | 2,489 | 923 | 1,823 | 1,016 |
| 5252 | Antique and used good retailing | 1,046 | 3,293 | 47 | 297 | 155 | 74 | 231 | 142 |
| 5253 | Garden supplies retailing | 686 | 3,987 | 61 | 372 | 218 | 94 | 249 | 155 |
| 5254 | Flower retailing | 1,169 | 4,149 | 48 | 261 | 134 | 66 | 103 | 71 |
| 5255 | Watch & jewellery retailing | 1,472 | 12,360 | 210 | 1,236 | 584 | 327 | 700 | 513 |
| 5259 | Retailing nec | 2,557 | 12,552 | 185 | 1,431 | 833 | 274 | 720 | 481 |
| 525 | Other personal and household good retailing | 11,811 | 71,666 | 1,047 | 7,550 | 4,414 | 1,759 | 3,826 | 2,378 |
| 526 | Household equipment repair services | 1,220 | 5,154 | 89 | 306 | 105 | 128 | 128 | 100 |
| 5311 | Car retailing | 3,988 | 48,549 | 1,182 | 19,854 | 16,793 | 1,714 | 3,782 | 3,574 |
| 5312 | Motor cycle dealing | 577 | 3,058 | 57 | 629 | 457 | 100 | 233 | 150 |
| 5313 | Trailer and caravan dealing | 164 | 824 | 15 | 164 | 124 | 24 | 60 | 42 |
| 531 | Motor vehicle retailing | 4,730 | 52,432 | 1,255 | 20,648 | 17,373 | 1,839 | 4,075 | 3,765 |
| 5321 | Automotive fuel retailing | 5,742 | 42,054 | 573 | 10,394 | 8,861 | 980 | 1,441 | 1,082 |
| 5322 | Automotive electrical services | 1,328 | 5,899 | 104 | 398 | 181 | 158 | 188 | 128 |
| 5323 | Smash repairing | 4,390 | 27,434 | 569 | 2,035 | 843 | 783 | 809 | 614 |
| 5324 | Tyre retailing | 875 | 9,486 | 218 | 1,715 | 1,253 | 267 | 653 | 525 |
| 5329 | Automotive repair and services n.e.c. | 6,983 | 29,199 | 509 | 2,155 | 1,007 | 742 | 863 | 652 |
| 532 | Motor vehicle services | 19,318 | 114,072 | 1,974 | 16,696 | 12,146 | 2,931 | 3,954 | 3,001 |
| Total retail | | 83,596 | 831,315 | 12,483 | 114,307 | 82,377 | 18,095 | 39,277 | 30,031 |

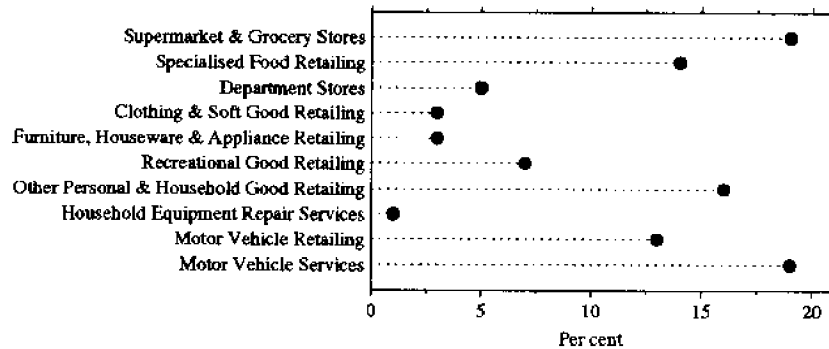
(a) Includes ANZSIC classes 5126 and 5129. * Relative standard error of estimate is greater than 25%

SECTION 3: INCOME, EXPENDITURE AND PROFIT

The total operating profit before tax for the Retail Industry for 1991-92 was estimated to be \$2.7 billion. The largest contributing Industry Group was Supermarkets and Grocery Stores with \$522 million, 19 per cent of the total. Supermarkets and Grocery Stores were closely followed by Motor Vehicle Retailing and Services which recorded \$512 million (a little less than 19 per cent of the total).

Trading profit (turnover less cost of goods sold) followed a slightly different pattern across the Industry Groups. The different distribution patterns between trading profit and operating profit were due to differing levels in some expense items. For example, Department Stores recorded a higher than average level of interest expenses while the Clothing and Soft Good Retailing Group recorded a higher level of rent expenses.

CHART 3. RETAIL INDUSTRY: DISTRIBUTION OF OPERATING PROFIT BEFORE TAX BY ANZSIC GROUP, AUSTRALIA, 1991-92



Operating Profit as a Percentage of Trading Profit

Operating profit before tax as a percentage of trading profit varied across the industry groups. The highest percentage was recorded by the Other Personal and Household Good Retailing group (14%) while three groups (Department Stores, Clothing and Soft Good Retailing, and Furniture, Houseware and Appliance Retailing) were below the industry average of 8.6%.

CHART 4. RETAIL INDUSTRY: OPERATING PROFIT BEFORE TAX AS A PERCENTAGE OF TRADING PROFIT, AUSTRALIA, 1991-92

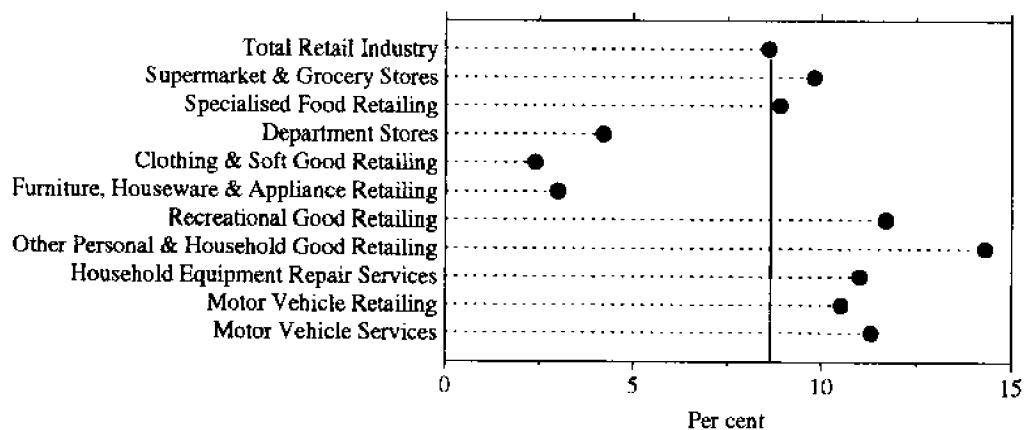


TABLE 2. INCOME, EXPENDITURE AND PROFIT BY ANZSIC GROUP, AUSTRALIA, 1991-92
\$ million

| | <i>Food Retailing</i> | | | | | | |
|---|--|---|---|------------------------------------|--|--|--|
| | <i>Supermarkets and grocery stores</i> | <i>Specialised food retailing</i> | <i>Total food retailing</i> | | | | |
| Turnover | 25,280 | 11,536 | 36,816 | | | | |
| less Opening stock | 1,852 | 388 | 2,240 | | | | |
| less Purchases | 20,069 | 7,104 | 27,172 | | | | |
| plus Closing stock | 1,980 | 410 | 2,390 | | | | |
| Cost of goods sold | 19,941 | 7,083 | 27,023 | | | | |
| Trading profit | 5,339 | 4,453 | 9,792 | | | | |
| plus | | | | | | | |
| Interest income | 88 | 36 | 123 | | | | |
| Government subsidies | 2 | 2 | 5 | | | | |
| Other income | 127 | 84 | 211 | | | | |
| less | | | | | | | |
| Wages | 2,362 | 1,577 | 3,939 | | | | |
| Other labour costs | 118 | 91 | 209 | | | | |
| Rent, leasing and hiring expenses | 676 | 705 | 1,381 | | | | |
| Bad debts written off | 2 | 7 | 10 | | | | |
| Insurance premiums | 32 | 48 | 80 | | | | |
| Depreciation | 218 | 161 | 379 | | | | |
| Other expenses | 1,383 | 1,302 | 2,685 | | | | |
| Earnings before interest and tax | 765 | 685 | 1,450 | | | | |
| less | | | | | | | |
| Interest expenses | 243 | 290 | 532 | | | | |
| Operating profit before tax | 522 | 396 | 918 | | | | |
| | <i>Personal and Household Good Retailing</i> | | | | | | |
| | <i>Department stores</i> | <i>Clothing and soft good retailing</i> | <i>Furniture, houseware and appliance retailing</i> | <i>Recreational good retailing</i> | <i>Other personal and household good retailing</i> | <i>Household equipment repair services</i> | <i>Total personal and household good retailing</i> |
| Turnover | 9,830 | 7,839 | 9,552 | 5,070 | 7,550 | 306 | 40,147 |
| less Opening stock | 1,732 | 1,426 | 1,333 | 653 | 1,105 | 26 | 6,275 |
| less Purchases | 6,476 | 4,777 | 6,746 | 3,491 | 4,449 | 104 | 26,044 |
| plus Closing stock | 1,792 | 1,448 | 1,395 | 683 | 1,141 | 25 | 6,484 |
| Cost of goods sold | 6,416 | 4,755 | 6,684 | 3,461 | 4,414 | 105 | 25,835 |
| Trading profit | 3,414 | 3,084 | 2,867 | 1,610 | 3,136 | 200 | 14,312 |
| plus | | | | | | | |
| Interest income | 623 | 40 | 18 | 17 | 30 | *1 | 730 |
| Government subsidies | 0 | 3 | 2 | *8 | 2 | *0 | *14 |
| Other income | 244 | 43 | 52 | 36 | 43 | 1 | 419 |
| less | | | | | | | |
| Wages | 1,473 | 1,133 | 1,037 | 537 | 1,047 | 89 | 5,316 |
| Other labour costs | 38 | 70 | 69 | 39 | 57 | 5 | 278 |
| Rent, leasing and hiring expenses | 519 | 720 | 432 | 262 | 501 | 16 | 2,450 |
| Bad debts written off | 6 | 4 | 12 | *22 | *8 | *2 | 55 |
| Insurance premiums | 11 | 25 | 31 | 19 | 39 | 2 | 128 |
| Depreciation | 158 | 116 | 78 | 38 | 69 | 5 | 464 |
| Other expenses | 966 | 869 | 1,073 | 452 | 883 | 57 | 4,299 |
| Earnings before interest and tax | 1,110 | 230 | 211 | 302 | 608 | 25 | 2,487 |
| less | | | | | | | |
| Interest expenses | 966 | 156 | 125 | 113 | 160 | 4 | 1,524 |
| Operating profit before tax | 144 | *74 | *86 | 189 | 448 | 22 | 963 |

TABLE 2. INCOME, EXPENDITURE AND PROFIT BY ANZSIC GROUP,
AUSTRALIA, 1991-92 — *Continued*
\$ million

| <i>Motor Vehicle Retailing and Services</i> | | | | |
|---|--|---------------------------------------|---|-------------------------|
| | <i>Motor vehicle retailing</i> | <i>Motor vehicle services</i> | <i>Total motor vehicle retailing and services</i> | <i>Total retail</i> |
| Turnover | 20,648 | 16,696 | 37,344 | 114,307 |
| less Opening stock | 1,253 | 588 | 1,842 | 10,357 |
| less Purchases | 17,421 | 12,165 | 29,586 | 82,803 |
| plus Closing stock | 1,301 | 608 | 1,909 | 10,783 |
| Cost of goods sold | 17,373 | 12,146 | 29,519 | 82,377 |
| Trading profit | 3,274 | 4,551 | 7,825 | 31,929 |
| plus | | | | |
| Interest income | 48 | 28 | 75 | 928 |
| Government subsidies | 2 | 5 | 7 | 26 |
| Other income | 98 | 84 | 182 | 812 |
| less | | | | |
| Wages | 1,255 | 1,974 | 3,228 | 12,483 |
| Other labour costs | 71 | 144 | 215 | 702 |
| Rent, leasing and hiring expenses | 205 | 446 | 652 | 4,483 |
| Bad debts written off | 11 | 29 | 40 | 104 |
| Insurance premiums | 38 | 72 | 110 | 318 |
| Depreciation | 56 | 112 | 168 | 1,011 |
| Other expenses | 1,236 | 1,184 | 2,420 | 9,404 |
| Earnings before interest and tax | 550 | 706 | 1,256 | 5,193 |
| less | | | | |
| Interest expenses | 205 | 194 | 399 | 2,455 |
| Operating profit before tax | 345 | 512 | 857 | 2,738 |

* Relative standard error of estimate is greater than 25%

SECTION 4: PERFORMANCE MEASURES

Table 3 presents a series of ratios which can be used as indicators of the relative performance of the various industry classes.

One of these measures is stock turns (cost of goods sold divided by average stock). The Motor Vehicle Service Group recorded the highest stock turn ratio (13.6 times), with the Group dominated by the Automotive Fuel Retailing (ANZSIC Class 5321). The Clothing and Soft Good Retailing Group recorded the lowest stock turn level at 2.2 times.

The return on net worth ratio measures the rate of return on assets and during 1991-92 there was a considerable variability recorded across the Retail industry for this measure. The highest return was recorded by the Motor Vehicle Retailing Group with 111 per cent while Clothing and Soft Good Retailing Group return was the lowest with 7 per cent.

Another useful measure is operating profit before tax per person employed. This measure varied from \$1,000 per person employed in Clothing and Soft Good Retailing, to \$6,600 for the Motor Vehicle Retailing Group. The Other Personal and Household Good Retailing Group also recorded a strong ratio with \$6,300 per person.

CHART 5. RETAIL INDUSTRY: STOCK TURNS BY ANZSIC GROUP, AUSTRALIA, 1991-92

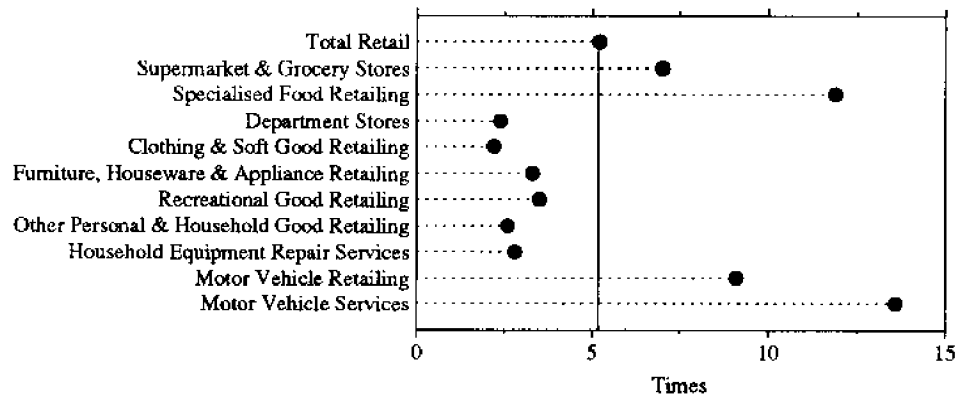


CHART 6. RETAIL INDUSTRY: OPERATING PROFIT BEFORE TAX PER PERSON EMPLOYED, AUSTRALIA, 1991-92

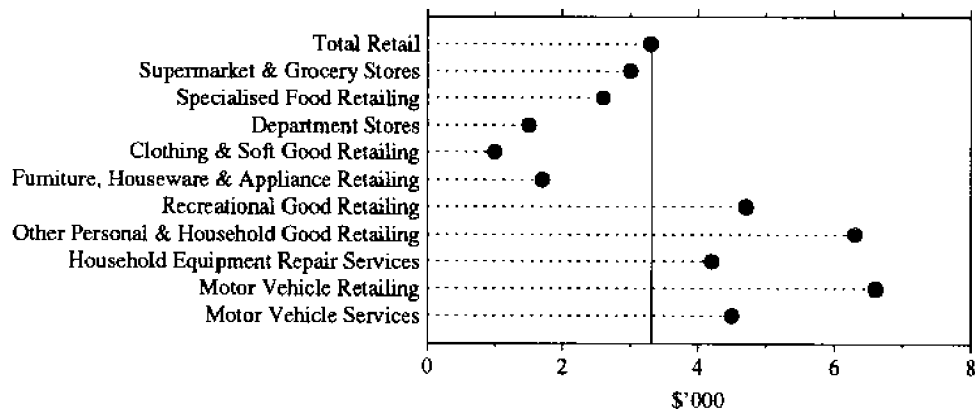


TABLE 3 PERFORMANCE MEASURES BY ANZSIC CLASS, AUSTRALIA, 1991-92

| ANZSIC | | Stock | Asset | Operating | Return | Return on | Liquidity | Current | Operating | Selected |
|--------------|---|-------|----------|-----------|-----------|-----------|-----------|---------|------------|-----------|
| Code | Description | turns | turnover | profit | on assets | net worth | ratio | ratio | profit | labour |
| | | times | times | margin | percent | percent | times | times | before tax | costs per |
| | | | | percent | percent | percent | | | per person | person |
| | | | | | | | | | employed | employed |
| | | | | | | | | | \$'000 | \$'000 |
| 5110 | Supermarkets and grocery stores | 7.0 | 4.6 | 2.1 | 9.5 | 44.3 | 0.2 | 0.2 | 3.0 | 14.4 |
| 5121 | Fresh meat, fish and poultry retailing | 39.4 | 3.8 | 4.1 | 15.5 | 56.6 | 0.8 | 0.8 | 4.4 | 15.9 |
| 5122 | Fruit & vegetable retailing | 34.5 | 4.0 | 2.5 | 10.2 | 38.0 | 0.6 | 0.6 | 3.7 | 14.4 |
| 5123 | Liquor retailing | 5.4 | 2.3 | 2.2 | 5.1 | 24.1 | 0.4 | 0.4 | 5.7 | 17.5 |
| 5124 | Bread & cake retailing | 13.4 | 2.5 | 7.6 | 18.6 | 85.1 | 0.7 | 0.7 | 3.6 | 12.8 |
| 5125 | Takeaway food retailing | 15.7 | 1.6 | 3.5 | 5.5 | 21.9 | 0.3 | 0.3 | 1.5 | 8.1 |
| — | Milk vending and Specialised food retailing (a) | 8.5 | 3.8 | *2.5 | *9.5 | *32.2 | *0.2 | 0.2 | *3.1 | 13.0 |
| 512 | Specialised food retailing | 11.9 | 2.3 | 3.4 | 8.0 | 32.1 | 0.4 | 0.4 | 2.6 | 10.8 |
| 5210 | Department stores | 2.4 | 1.4 | 1.5 | 2.1 | 12.1 | 0.0 | 0.0 | 1.5 | 16.2 |
| 5221 | Clothing retailing | 2.4 | 2.2 | *0.8 | *1.7 | *5.7 | 0.5 | 0.5 | *0.8 | 16.1 |
| 5222 | Footwear retailing | 1.9 | 2.0 | *0.6 | *1.2 | *4.3 | 0.5 | 0.5 | *0.6 | 15.6 |
| 5223 | Fabrics and other soft good retailing | 1.9 | 2.0 | *2.3 | *4.6 | *14.5 | 0.6 | 0.6 | *2.1 | 15.4 |
| 522 | Clothing and soft good retailing | 2.2 | 2.1 | *0.9 | *2.0 | *6.7 | 0.5 | 0.5 | *1.0 | 15.9 |
| 5231 | Furniture retailing | 2.7 | 2.1 | *0.6 | *1.3 | *4.9 | 0.5 | 0.5 | *1.2 | 22.9 |
| 5232 | Floor covering retailing | 4.0 | 2.8 | 2.0 | 5.6 | 25.9 | 0.7 | 0.7 | 4.1 | 24.0 |
| 5233 | Domestic hardware and houseware retailing | 2.6 | 2.2 | *0.4 | *0.9 | *3.1 | 0.5 | 0.5 | *0.5 | 18.4 |
| 5234 | Domestic appliance retailing | 4.0 | 3.2 | 1.2 | 3.8 | 13.8 | 0.4 | 0.4 | 2.9 | 23.8 |
| 5235 | Recorded music retailing | 3.7 | 2.8 | *-0.6 | *-1.6 | *-5.6 | 0.5 | 0.5 | *-0.9 | 19.5 |
| 523 | Furniture, houseware and appliance retailing | 3.3 | 2.6 | *0.9 | *2.4 | *8.6 | 0.5 | 0.5 | *1.7 | 21.5 |
| 5241 | Sport & camping equipment retailing | 2.4 | 2.3 | 3.6 | 8.2 | 25.9 | 0.5 | 0.5 | 4.8 | 17.0 |
| 5242 | Toy & game retailing | 1.8 | 2.1 | *1.7 | *3.5 | *13.5 | 0.3 | 0.3 | *2.3 | 15.3 |
| 5243 | Newspaper, book and stationery retailing | 4.4 | 1.9 | 4.3 | 8.4 | 25.6 | 0.6 | 0.6 | 5.2 | 12.8 |
| 5244 | Photographic equipment retailing | 3.8 | 2.4 | 2.3 | 5.5 | 14.9 | 1.0 | 1.0 | 3.3 | 20.1 |
| 5245 | Marine equipment retailing | 3.3 | 1.9 | *0.8 | *1.4 | *6.4 | 0.5 | 0.5 | *1.2 | 19.4 |
| 524 | Recreational good retailing | 3.5 | 2.0 | 3.7 | 7.5 | 23.7 | 0.6 | 0.6 | 4.7 | 14.4 |
| 5251 | Pharmaceutical, cosmetic and toiletry retailing | 3.4 | 2.2 | 7.6 | 16.6 | 37.4 | 0.7 | 0.7 | 8.5 | 14.8 |
| 5252 | Antique and used good retailing | 1.3 | 1.3 | 6.1 | 7.9 | 20.5 | 0.6 | 0.6 | 5.5 | 14.9 |
| 5253 | Garden supplies retailing | 3.0 | 1.5 | 4.3 | 6.4 | 17.0 | 0.7 | 0.7 | 4.0 | 16.0 |
| 5254 | Flower retailing | 7.0 | 2.5 | *2.6 | *6.6 | *21.7 | 0.7 | 0.7 | *1.6 | 12.1 |
| 5255 | Watch & jewellery retailing | 1.6 | 1.8 | 4.6 | 8.1 | 30.5 | 0.6 | 0.6 | 4.6 | 18.0 |
| 5259 | Retailing n.e.c. | 2.3 | 2.0 | 3.4 | 6.7 | 20.1 | 0.6 | 0.6 | 3.9 | 15.5 |
| 525 | Other personal and household good retailing | 2.6 | 2.0 | 5.9 | 11.7 | 31.0 | 0.7 | 0.7 | 6.3 | 15.4 |
| 526 | Household equipment repair services | 2.8 | 2.4 | 7.1 | 16.9 | 77.0 | 0.7 | 0.7 | 4.2 | 18.2 |
| 5311 | Car retailing | 9.7 | 5.2 | 1.6 | 8.2 | 149.4 | 0.5 | 0.5 | 6.4 | 25.7 |
| 5312 | Motor cycle dealing | 3.2 | 2.7 | 4.8 | 12.8 | 35.8 | 0.5 | 0.5 | 9.8 | 20.0 |
| 5313 | Trailer and caravan dealing | 4.1 | 2.8 | 2.0 | 5.5 | 18.4 | 0.6 | 0.6 | *4.0 | 19.9 |
| 531 | Motor vehicle retailing | 9.1 | 5.1 | 1.7 | 8.5 | 111.2 | 0.5 | 0.5 | 6.6 | 25.3 |
| 5321 | Automotive fuel retailing | 25.2 | 7.2 | 2.4 | 17.6 | 70.6 | 0.7 | 0.7 | 6.0 | 14.5 |
| 5322 | Automotive electrical services | 4.4 | 2.1 | 8.2 | 17.3 | 53.6 | 0.8 | 0.8 | 5.5 | 19.1 |
| 5323 | Smash repairing | 10.2 | 2.5 | 4.7 | 11.7 | 48.5 | 0.7 | 0.7 | 3.5 | 22.3 |
| 5324 | Tyre retailing | 4.8 | 2.6 | 1.1 | 2.8 | *14.5 | 0.7 | 0.7 | 2.0 | 24.7 |
| 5329 | Automotive repair and services n.e.c. | 6.6 | 2.5 | 5.2 | 13.0 | 53.1 | 0.7 | 0.7 | 3.8 | 18.8 |
| 532 | Motor vehicle services | 13.6 | 4.2 | 3.1 | 13.0 | 53.6 | 0.7 | 0.7 | 4.5 | 18.6 |
| Total retail | | 5.2 | 2.9 | 2.4 | 7.0 | 29.6 | 0.4 | 0.4 | 3.3 | 15.9 |

(a) Includes ANZSIC classes 5126 and 5129. * Relative standard error of estimate is greater than 25%

SECTION 5: BUSINESS SIZE ANALYSIS

Table 4 provides details of the 1991-92 Retail Industry by business size. The business sizes are defined in terms of the employment of each individual business, with those businesses employing less than 20 classified to "small", those with between 20 and 199 classified to "medium" and those with 200 or more falling into the large business category.

The statistics show the Retail Industry to be dominated by small business, particularly in terms of numbers of businesses with 96 per cent of businesses being small. In terms of the other two measures used, small business was less dominant with 45 per cent of persons employed and recording 44 per cent of the total Retail Industry turnover.

Large businesses dominate the food industries

The 63 large Food Retailing (ANZSIC Subdivision 51) businesses (less than 1 per cent of the total Food Retailing businesses) accounted for 56 per cent of the Subdivision's turnover and 52 per cent of employment.

While the larger supermarket and grocery stores dominated the Food Retailing Subdivision the Specialised Food Retailing Group had a stronger small business influence with small business accounting for 56 per cent of the Group's employment and 69 per cent of turnover.

In the Personal and Household Good Retailing Subdivision turnover and employment were evenly split across the small and large businesses.

Small business dominates the Motor Vehicle industries

The Motor Vehicle Retailing and Services Subdivision was dominated by small business across all three measures. The almost 23,000 small Motor Vehicle Retailing and Services businesses employed 115,000 people or 69 per cent of the Subdivision's total and turned over \$19.7 billion which was 53 per cent of the total.

The Motor Vehicle Retailing and Services Subdivision also had the largest number of medium sized businesses with 1,151 businesses. This was more than one third of the total of all medium sized business in the Retail Industry.

CHART 7. RETAIL INDUSTRY: TURNOVER BY SIZE OF BUSINESS AND ANZSIC GROUP, AUSTRALIA, 1991-92

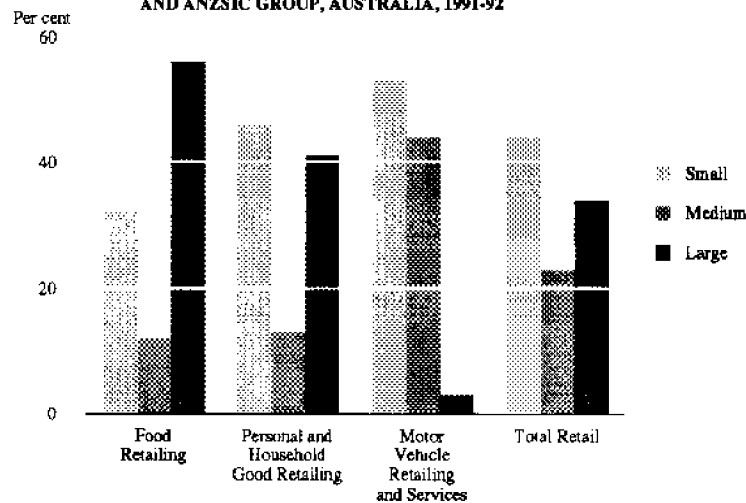


TABLE 4. SUMMARY OF OPERATIONS BY SIZE OF BUSINESS BY ANZSIC CLASS,
AUSTRALIA, 1991-92 (a)

| ANZSIC Class Description | | Management units | | Persons employed | | Turnover | |
|-----------------------------|--|------------------|---------|------------------|---------|----------|---------|
| | | No. | percent | No. | percent | \$m | percent |
| 511 | Supermarkets and grocery stores | | | | | | |
| | Small | 5,190 | 93 | 24,210 | 14 | 3,749 | 15 |
| | Medium | 362 | 6 | 14,215 | 8 | 2,083 | 8 |
| | Large | 50 | 1 | 134,057 | 78 | 19,449 | 77 |
| | Total | 5,602 | 100 | 172,482 | 100 | 25,280 | 100 |
| 512 | Specialised Food Retailing | | | | | | |
| | Small | 19,147 | 97 | 86,010 | 56 | 7,958 | 69 |
| | Medium | 550 | 3 | 20,806 | 13 | 1,234 | 11 |
| | Large | 98 | 0 | 47,926 | 31 | 2,344 | 20 |
| | Total | 19,795 | 100 | 154,741 | 100 | 11,536 | 100 |
| 51 | Total food retailing | | | | | | |
| | Small | 24,337 | 96 | 110,220 | 34 | 11,707 | 32 |
| | Medium | 912 | 4 | 35,021 | 11 | 3,317 | 9 |
| | Large | 148 | 1 | 181,983 | 56 | 21,792 | 59 |
| | Total | 25,396 | 100 | 327,223 | 100 | 36,816 | 100 |
| 521 | Department stores | | | | | | |
| | Medium | 2 | 14 | 129 | 0 | 13 | 0 |
| | Large | 12 | 86 | 93,409 | 100 | 9,817 | 100 |
| | Total | 14 | 100 | 93,538 | 100 | 9,830 | 100 |
| 522 | Clothing and soft good retailing | | | | | | |
| | Small | 7,425 | 96 | 29,393 | 39 | 2,964 | 38 |
| | Medium | 258 | 3 | 10,309 | 14 | 1,200 | 15 |
| | Large | 58 | 1 | 35,983 | 48 | 3,675 | 47 |
| | Total | 7,742 | 100 | 75,685 | 100 | 7,839 | 100 |
| 523 | Furniture, houseware and appliance retailing | | | | | | |
| | Small | 6,468 | 96 | 30,886 | 60 | 5,725 | 60 |
| | Medium | 221 | 3 | 7,681 | 15 | 1,538 | 16 |
| | Large | 28 | 0 | 12,946 | 25 | 2,288 | 24 |
| | Total | 6,718 | 100 | 51,513 | 100 | 9,552 | 100 |
| 524 | Recreational good retailing | | | | | | |
| | Small | 6,432 | 97 | 31,828 | 80 | 4,092 | 81 |
| | Medium | 204 | 3 | 6,245 | 16 | 698 | 14 |
| | Large | 11 | 0 | 1,960 | 5 | 281 | 6 |
| | Total | 6,648 | 100 | 40,033 | 100 | 5,070 | 100 |
| 525 | Other personal and household good retailing | | | | | | |
| | Small | 11,472 | 97 | 52,408 | 73 | 5,412 | 72 |
| | Medium | 310 | 3 | 9,620 | 13 | 953 | 13 |
| | Large | 29 | 0 | 9,638 | 13 | 1,185 | 16 |
| | Total | 11,811 | 100 | 71,666 | 100 | 7,550 | 100 |
| 526 | Household equipment repair services | | | | | | |
| | Small | 1,212 | 99 | 4,464 | 87 | 244 | 80 |
| | Medium | 6 | 1 | 148 | 3 | *14 | *4 |
| | Large | 2 | 0 | 542 | 11 | 48 | 16 |
| | Total | 1,220 | 100 | 5,154 | 100 | 306 | 100 |
| 52 | Total personal and household good retailing | | | | | | |
| | Small | 33,009 | 97 | 148,980 | 44 | 18,436 | 46 |
| | Medium | 1,002 | 3 | 34,131 | 10 | 4,416 | 11 |
| | Large | 141 | 0 | 154,478 | 46 | 17,294 | 43 |
| | Total | 34,152 | 100 | 337,589 | 100 | 40,147 | 100 |

See footnotes at end of table.

TABLE 4. SUMMARY OF OPERATIONS BY SIZE OF BUSINESS BY ANZSIC CLASS,
AUSTRALIA, 1991-92 (a)—continued

| ANZSIC Class Description | | Management units | | Persons employed | | Turnover | |
|-----------------------------|--|------------------|---------|------------------|---------|----------|---------|
| | | No. | percent | No. | percent | \$m | percent |
| 531 | Motor vehicle retailing | | | | | | |
| | Small | 4,014 | 85 | 19,205 | 37 | 6,228 | 30 |
| | Medium | 662 | 14 | 25,519 | 49 | 11,042 | 53 |
| | Large | 53 | 1 | 7,708 | 15 | 3,378 | 16 |
| | Total | 4,730 | 100 | 52,432 | 100 | 20,648 | 100 |
| 532 | Motor vehicle services | | | | | | |
| | Small | 18,870 | 98 | 95,809 | 84 | 13,506 | 81 |
| | Medium | 433 | 2 | 13,378 | 12 | 2,363 | 14 |
| | Large | 15 | 0 | 4,885 | 4 | 827 | 5 |
| | Total | 19,318 | 100 | 114,072 | 100 | 16,696 | 100 |
| 53 | Total motor vehicle retailing and services | | | | | | |
| | Small | 22,884 | 95 | 115,014 | 69 | 19,734 | 53 |
| | Medium | 1,095 | 5 | 38,897 | 23 | 13,405 | 36 |
| | Large | 68 | 0 | 12,593 | 8 | 4,205 | 11 |
| | Total | 24,048 | 100 | 166,503 | 100 | 37,344 | 100 |
| | Total retail | | | | | | |
| | Small | 80,230 | 96 | 374,214 | 45 | 49,877 | 44 |
| | Medium | 3,009 | 4 | 108,048 | 13 | 21,138 | 18 |
| | Large | 357 | 0 | 349,053 | 42 | 43,291 | 38 |
| | Total | 83,596 | 100 | 831,315 | 100 | 114,307 | 100 |

(a) For definitions of size of business see Explanatory Notes (b) Includes ANZSIC classes 5126 and 5129. * Relative standard error of estimate is greater than 25%

Explanatory Notes

- Survey scope and methodology**
1. The estimates in this publication have been derived from the 1991-92 Retail Activity Survey. The population for the 1991-92 Retail Activity Survey consisted of all employing public and private businesses in Australia, recorded on the ABS Business Register with a predominant activity of retailing. As such, any retailing businesses which did not employ any staff at June 1992 were excluded from the Survey.
 2. Approximately 29,000 business units were selected using stratified random sampling techniques. All large retailing business units were automatically selected in the sample.
 3. Where businesses included in the sample indicated they did not operate at all during 1991-92, the total number of management units in the population was adjusted, proportionately downward, to arrive at a better estimate of the number of businesses in operation during 1991-92.
- Statistical unit**
4. The business unit about which information is collected and published for the Retail Activity Survey is termed the management unit. The management unit is the highest-level accounting unit within a business, having regard to 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.
- Reference period**
5. Results of the 1991-92 Retail Activity Survey are based on details from profit and loss statements and balance sheets collected from businesses by mail questionnaire. These businesses were asked to provide data in respect of the year ending June 1992. In a minority of cases, where businesses did not account on a June-year basis, details were reported in respect of the accounting year which ended between October 1991 and September 1992.
- Classification by industry**
6. The industry classification used in this publication is the Australian and New Zealand Standard Industrial Classification (ANZSIC) (1292.0). Previously, the ABS had used the Australian Standard Industry Classification (ASIC). In essence, the ANZSIC is an updated version of ASIC.
 7. Each business unit is classified to one industry class. The industry allocated is the one which provides the main source of income for the management unit irrespective of whether a range of activities or a single activity is undertaken by the unit.
- Classification by size**
8. This publication also presents some statistics classified by size of business. The three size categories adopted are defined as follows:

Small businesses are those management units which employ less than 20 persons.

Medium businesses are those management units which employ 20 to 199 persons.

Large businesses are those management units which employ 200 or more persons. This large business size classification may vary to other large businesses sizes in other ABS publications.

This employment size classification is not the only size classification available from the Retail Activity Survey. For example, turnover groupings can be made available on request.

- Reliability of estimates** 9. The estimates presented in this publication are subject to sampling and non-sampling error.
- Sampling error** 10. Since the estimates in this publication are based on information obtained from a sample drawn from units in the surveyed population, the estimates are subject to sampling variability; that is, they may differ from the figures that would have been produced if all units had been included in the survey. One measure of the likely differences is given by the standard error, which indicates the extent to which an estimate might have varied by chance because only a sample of units was included. There are about two chances in three that a sample estimate will differ by less than one standard error from the figure that would have been obtained if all units had been included, and about nineteen chances in twenty that the difference will be less than two standard errors.
11. *Sampling variability* can also be measured by the relative standard error which is obtained by expressing the standard error as a percentage of the estimate to which it refers. The relative standard error 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 also refer to the size of the estimate.
12. Table 5 contains estimates of the relative standard errors for statistics presented earlier in Table 1.
13. As an example of the above, the sample survey estimate for the supermarkets and grocery stores employment of 172,482 has a relative standard error of 2%. Therefore, there would be two chances in three that, if all units had been included in the survey, a figure in the range of 169,032 to 175,932 would have been obtained (a confidence interval of 67%), and nineteen chances in twenty that the figure would have been within the range of 165,583 to 179,381 (a confidence interval of 95%).
14. Some of the standard errors associated with the estimates contained in this publication are relatively high (indicated by '*', when the relative standard error is greater than 25%). It is important for users to check that the estimates are reliable enough for the particular purpose for which they require the statistics. It is left to the user to exercise the necessary caution in using the estimates in this publication.
- Non-sampling error** 15. The imprecision due to sampling, which is measured by the standard error, is not the only type of inaccuracy to which estimates are subject. Other inaccuracies, referred to collectively as non-sampling error, may occur because of, for example, inadequacies in available sources from which the population list was compiled and imperfections in reporting by respondents. Every effort has been made to reduce non-sampling error to a minimum by the use of well designed questionnaires, efficient operating procedures and systems used to compile the statistics.
- Availability of unpublished statistics** 16. As well as statistics included in this publication, the ABS has a large range of more detailed data on the retail industry which may be made available. For example, other ratios than those presented here may be made available on request.
17. The ABS also has similar statistics available for the wholesale industry in respect of 1991-92.
18. Inquiries on retail and wholesale statistics should be made by telephoning Clem Tozer on (06) 252 6726.
- Symbols and other abbreviations** 19. The following symbols, where shown in columns of figures or elsewhere in tables, mean:
- nil or rounded to zero
 - n.p. not available for separate publication, but included in totals where applicable.
 - * relative standard error of estimate is greater than 25%.

TABLE 5. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS
AUSTRALIA, 1991-92

| ANZSIC Code | Description | Management units | Persons employed | Wages and salaries | Turnover per cent | Cost of goods sold | Industry gross product | Total assets | Total liabilities |
|---------------------|--|------------------|------------------|--------------------|----------------------|--------------------|------------------------|--------------|-------------------|
| 5110 | Supermarkets and grocery stores | 8 | 2 | 2 | 2 | 2 | 2 | 2 | 3 |
| 5121 | Fresh meat, fish and poultry retailing | 4 | 5 | 5 | 5 | 5 | 6 | 6 | 7 |
| 5122 | Fruit & vegetable retailing | 7 | 7 | 9 | 10 | 11 | 9 | 8 | 9 |
| 5123 | Liquor retailing | 11 | 10 | 8 | 6 | 6 | 7 | 6 | 7 |
| 5124 | Bread & cake retailing | 3 | 4 | 4 | 4 | 4 | 4 | 5 | 6 |
| 5125 | Takeaway food retailing | 4 | 2 | 3 | 4 | 5 | 3 | 4 | 4 |
| — | Milk vending and Specialised food retailing n.e.c. (a) | 15 | 18 | 23 | 21 | 23 | 20 | 23 | 28 |
| 512 | Specialised Food Retailing | 2 | 2 | 3 | 3 | 4 | 3 | 3 | 3 |
| 5210 | Department stores | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5221 | Clothing retailing | 4 | 2 | 3 | 2 | 2 | 3 | 4 | 6 |
| 5222 | Footwear retailing | 7 | 3 | 3 | 3 | 4 | 4 | 4 | 4 |
| 5223 | Fabrics and other soft good retailing | 5 | 4 | 4 | 4 | 4 | 6 | 4 | 5 |
| 522 | Clothing and soft good retailing | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 4 |
| 5231 | Furniture retailing | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 7 |
| 5232 | Floor covering retailing | 4 | 3 | 4 | 4 | 4 | 5 | 5 | 6 |
| 5233 | Domestic hardware and houseware retailing | 8 | 7 | 9 | 7 | 8 | 12 | 7 | 7 |
| 5234 | Domestic appliance retailing | 6 | 3 | 3 | 3 | 3 | 3 | 4 | 4 |
| 5235 | Recorded music retailing | 9 | 10 | 18 | 9 | 8 | 18 | 11 | 9 |
| 523 | Furniture, houseware and appliance retailing | 4 | 3 | 3 | 2 | 3 | 4 | 3 | 3 |
| 5241 | Sport & camping equipment retailing | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 |
| 5242 | Toy & game retailing | 6 | 6 | 6 | 5 | 5 | 7 | 5 | 5 |
| 5243 | Newspaper, book and stationery retailing | 3 | 4 | 4 | 4 | 4 | 4 | 5 | 7 |
| 5244 | Photographic equipment retailing | 8 | 7 | 7 | 8 | 9 | 7 | 7 | 7 |
| 5245 | Marine equipment retailing | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 3 |
| 524 | Recreational good retailing | 2 | 2 | 3 | 3 | 3 | 3 | 4 | 5 |
| 5251 | Pharmaceutical, cosmetic and toiletry retailing | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 5 |
| 5252 | Antique and used good retailing | 4 | 4 | 6 | 4 | 5 | 5 | 7 | 6 |
| 5253 | Garden supplies retailing | 7 | 6 | 6 | 7 | 7 | 7 | 7 | 8 |
| 5254 | Flower retailing | 5 | 6 | 7 | 7 | 7 | 7 | 10 | 12 |
| 5255 | Watch & jewellery retailing | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 |
| 5259 | Retailing nec | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 5 |
| 525 | Other personal and household good retailing | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 3 |
| 526 | Household equipment repair services | 8 | 7 | 6 | 7 | 8 | 7 | 9 | 11 |
| 5311 | Car retailing | 2 | 2 | 2 | 1 | 1 | 2 | 2 | 2 |
| 5312 | Motor cycle dealing | 5 | 5 | 4 | 5 | 5 | 7 | 4 | 5 |
| 5313 | Trailer and caravan dealing | 6 | 5 | 5 | 5 | 5 | 6 | 7 | 6 |
| 531 | Motor vehicle retailing | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 |
| 5321 | Automotive fuel retailing | 2 | 3 | 3 | 4 | 4 | 5 | 5 | 5 |
| 5322 | Automotive electrical services | 7 | 7 | 7 | 7 | 8 | 7 | 9 | 9 |
| 5323 | Smash repairing | 3 | 3 | 4 | 4 | 7 | 3 | 6 | 6 |
| 5324 | Tyre retailing | 5 | 3 | 2 | 3 | 3 | 4 | 2 | 3 |
| 5329 | Automotive repair and services n.e.c. | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 5 |
| 532 | Motor vehicle services | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 3 |
| Total retail | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |

(a) Includes ANZSIC classes 5126 and 5129

Retail Industry Australia 1991 - 1992 Catalogue No. 8622.0



2086220006921

SBN 0 342 20656 2

Recommended retail price \$15.00