

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001–02

INTRODUCTION

This article presents experimental statistics on Australia's exporters and importers for the 2001-02 financial year. It builds on an article, 'Experimental Statistics on Australia's Exporters and Importers', published in the June quarter 2002 issue of *International Merchandise Trade, Australia* (cat. no. 5422.0). That article contained estimates of Australia's exporters and importers for the six month period, July to December 2001. It also outlined the concepts and methodology used to compile the estimates.

The concepts and methodology outlined in the June quarter 2002 article have remained substantially unchanged for compiling the experimental estimates for the 2001-02 financial year in this article. There has however been some expansion of the analysis to enhance the information available about Australia's exporters and importers.

Estimates for exporters and importers of merchandise (businesses that trade in goods) are compiled from data sourced from the Australian Customs Service (Customs) and from the Australian Taxation Office (ATO) Australian Business Register. Where appropriate, estimates for exporters and importers of offshore services, compiled from the ABS Survey of International Trade in Services (SITS), are also included.

The statistics on goods exporters and importers included in this article are considered experimental because they are subject to limitations in terms of the data available and methodology applied.

Some of the key limitations with the estimate of the number of exporters are:

- a. businesses which exported goods totalling less than \$10,000 in the year are *excluded* from the counts;
- b. the businesses *included* in the counts of exporters of services are those which provide services from their Australian base to services consumers offshore, i.e. supply modes 1 and 4 in the classification used by the World Trade Organisation (WTO). However, smaller and / or occasional exporters will not come to ABS notice and are therefore *excluded* from the counts. The number of these excluded businesses may be significant, but the value of their exports is not thought to be appreciable in the totality of services exports. The ABS continues to try to identify these businesses and incorporate them into surveys;
- c. the counts of services exporters *exclude* businesses that supply goods or services to foreign tourists or students in Australia only (supply mode 2), such as hotels, restaurants, retail, tourist facilities, transport, theatres, educational institutions, etc. - possibly hundreds of thousands of businesses in Australia;
- d. Australian-owned businesses located overseas supplying goods or services in the country in which they are located (usually called foreign affiliates trade - supply mode 3) are *excluded* from these estimates because their trade does not directly contribute to Australia's exports of goods / services, though the conditions under which they might be established and operate are subject to WTO negotiations;
- e. Australian businesses which supply goods or services to other businesses which undertake the exporting function are *excluded*. These businesses may be supplying goods or services which are subsequently exported. For example, many agricultural products are exported from Australia by wholesalers (such as commodity marketing boards) rather than by the producer; or some consultancy services which are exported may be composed of the work of a number of sub-consultants providing services to the principal consultant, who then exports the combined service.

Equivalent limitations apply to the counts of importers.

The ABS invites comments from users on the usefulness of these experimental statistics and the methodology applied. Comments should be directed to the Director, International Trade Section, Australian Bureau of Statistics, Locked Bag 10, BELCONNEN ACT 2617 or telephone (02) 6252 5501.

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AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001–02 *continued*

EXPORTERS

NUMBER The number of businesses exporting goods and services in the 2001-02 financial year (subject to the above limitations), was estimated to be 31,450, as shown in Table F1. The number of businesses exporting *goods* was estimated to be 30,240, while there were approximately 2,250 exporters of *services*.

The number of goods exporters has increased by 7,659 compared with the estimate for the first six months of the financial year (22,581). About two-thirds of the increase in the number of goods exporters came from businesses that did not export goods in the first half of the financial year. About one-third of the increase in goods exporters came from those that had less than \$10,000 of exports in the first six months, but whose exports for the full year attained the minimum threshold of \$10,000. The ABS was able to identify a net addition of 50 services exporters.

More than 45% (1,040) of businesses that engaged in services exports were also exporters of goods. By eliminating the double counting, the total number of businesses that exported goods and services was derived at 31,450 (30,240 plus 2,250 less 1,040).

The number of both goods and services exporters is subject to sampling and non-sampling error because of the methodology used.

As shown in table F1, Australia's goods exports were dominated by a relatively small number of exporters. There were 209 businesses with goods exports of \$100m or more, accounting for almost 70% of the value of goods exports during the 2001-02 financial year. In total, about 4,400 businesses had exports valued at \$1m or more, accounting for 95% of the total value of goods exports. There were a further 9,202 exporters with goods exports worth between \$100,000 and \$1m in the reference period (2.5% of the value of all goods exports).

Over half of the goods exporters (16,642), had exports valued between \$10,000 and \$100,000. These businesses represented just 0.5% of the value of goods exports and averaged six Customs entries each during the financial year.

TABLE F1: EXPORTERS—2001–02

	Exporters	Customs entries	Average entries	Total exports	Total goods exports
	no.	no.	no.	\$m	%
Goods exporters					
\$100m or more	209	412 410	1 973	83 633	69.1
\$1m and less than \$100m	4 187	921 483	220	31 910	26.3
\$100,000 and less than \$1m	9 202	265 527	29	3 026	2.5
\$10,000 and less than \$100,000	16 642	102 056	6	661	0.5
Other goods exporters(a)	..	32 323	..	1 876	1.5
Total goods exporters	30 240	1 733 799	57	121 106	100.0
Service exporters					
Businesses exporting services(b)	2 250	..	..	16 428	..
Other service exporters(c)	..	..	..	14 769	..
Total service exporters	2 250	..	..	31 197	..
Total exporters (d)	31 450	..	..	152 303	..

(a) Includes some identified overseas entities with large exports; aircraft and ships fuel and stores used in transit; exporters less than \$10,000 (estimated at \$66m).

(b) Excludes services to foreign tourists, students etc. in Australia. See exclusions on page 10.

(c) Travel service exports, i.e. to foreign tourists, students etc. in Australia.

(d) Total excludes duplication from businesses which export both goods and services.

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AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001-02 *continued*

EXPORTERS *continued*

Table F2 shows the export patterns of Australia's goods exporters. About 20% (6,442) of Australia's goods exporters above the \$10,000 threshold only exported once or twice in the 2001-02 financial year. The majority (5,620) of these businesses had exports worth less than \$100,000, and about 800 of these businesses had exports valued at \$100,000 or more in the period studied. Conversely, about 2,400 (12%) of the estimated 19,575 businesses with goods exports valued at less than \$10,000, exported goods three or more times during 2001-02, indicating they may be small scale but regular exporters.

TABLE F2: EXPORTS OF GOODS, Value Of Exports By Number Of Customs Entries—2001-02

Value of exports	NUMBER OF CUSTOMS ENTRIES.....					
	1-2	3-10	11-20	21-50	51 or more	Total
	NUMBER OF EXPORTERS					
\$100m or more	0	(a)	9	17	183	209
\$1m and less than \$100m	**	279	264	679	2,934	4 187
\$100,000 and less than \$1m	791	2 253	2 359	2 225	1 574	9 202
\$10,000 and less than \$100,000	5 620	8 360	1 964	639	**	16 642
Total goods exporters	6 442	10 892	4 596	3 560	4 750	30 240
Exporters below \$10,000 threshold	17 155	2 403	17	0	0	19 575
	VALUE OF EXPORTS (\$m)					
\$100m or more(a)	0	(a)	1 293	8 501	73 839	83 633
\$1m and less than \$100m	345	498	2 534	6 728	21 805	31 910
\$100,000 and less than \$1m	232	286	897	1 376	235	3 026
\$10,000 and less than \$100,000	196	161	256	47	**	661
Less than \$10,000	52	12	2	0	0	66
Other goods exporters(b)	..	..	..	..	..	1 809
Total goods exports	825	957	4 983	16 652	95 879	121 106

(a) To protect data confidentiality exporters with fewer than 11 Customs entries have been included in the category '11-20 Customs entries'.

(b) Includes some identified overseas entities with large exports; aircraft and ships fuel and stores used in transit.

INDUSTRY Industry estimates relate to the owner of the good at the time of export or import, not the producer of the good. The most significant exporting industries (of the owning business) were manufacturing (38% of the value of goods exports), mining (31%) and wholesale trade (21%), as shown in Table F3. These three industries accounted for \$108.6b (90%) of goods exported from Australia in 2001-02. The next most significant industries were finance and insurance (\$3.3b), and agriculture, forestry and fishing (\$3.1b). This low value for agriculture, forestry and fishing reflects that most exports of agricultural commodities are made by commodity marketing authorities, which are classified as wholesalers.

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AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001–02 *continued*

EXPORTERS *continued*

TABLE F3: EXPORTS OF GOODS, Industry of Exporter—2001–02

Industry of exporter	Exporters(a)	Customs entries	Total goods exports	Total goods exports
	no.	no.	\$m	%
Agriculture, forestry and fishing				
Agriculture	540	20 083	767	0.6
Services to agriculture; hunting and trapping	120	8 528	1 254	1.0
Forestry and logging	29	1 464	424	0.4
Commercial fishing	158	7 317	618	0.5
<i>Total</i>	<i>847</i>	<i>37 392</i>	<i>3 063</i>	<i>2.5</i>
Mining				
Coal mining	49	4 252	11 307	9.3
Oil and gas extraction	32	2 530	5 449	4.5
Metal ore mining	64	17 153	14 612	12.1
Other mining	86	2 974	1 155	1.0
Services to mining	123	20 404	4 784	4.0
<i>Total</i>	<i>354</i>	<i>47 313</i>	<i>37 307</i>	<i>30.8</i>
Manufacturing				
Food, beverage and tobacco manufacturing	841	325 961	11 557	9.5
Textile, clothing, footwear and leather manufacturing	706	41 124	1 617	1.3
Wood and paper product manufacturing	228	24 484	927	0.8
Printing, publishing and recorded media	444	18 305	314	0.3
Petroleum, coal, chemical and associated product manufacturing	1 084	74 592	6 443	5.3
Non-metallic mineral product manufacturing	217	16 084	306	0.3
Metal product manufacturing	831	63 375	13 668	11.3
Machinery and equipment manufacturing	2 441	196 241	10 184	8.4
Other manufacturing	764	24 239	699	0.6
<i>Total</i>	<i>7 556</i>	<i>784 405</i>	<i>45 717</i>	<i>37.7</i>
Electricity, gas and water supply	49	1 404	241	0.2
Construction	638	12 832	294	0.2
Wholesale trade				
Basic material wholesaling	1 255	84 567	16 317	13.5
Machinery and motor vehicle wholesaling	2 704	131 913	2 702	2.2
Personal and household good wholesaling	4 010	245 792	6 517	5.4
<i>Total</i>	<i>7 969</i>	<i>462 272</i>	<i>25 536</i>	<i>21.1</i>
Retail trade				
Food retailing	191	8 149	103	0.1
Personal and household good retailing	1 678	59 899	884	0.7
Motor vehicle retailing and services	309	7 025	114	0.1
<i>Total</i>	<i>2 178</i>	<i>75 073</i>	<i>1 100</i>	<i>0.9</i>
Accommodation, cafes and restaurants	87	3 684	28	0.0
Transport and storage	932	41 897	2 008	1.7
Communication services	159	4 599	203	0.2
Finance and insurance	629	31 806	3 256	2.7
Property and business services	1 956	55 921	1 733	1.4
Government administration and defence	80	4 201	257	0.2
Education	89	1 564	14	0.0
Health and community services	139	3 500	62	0.1
Cultural and recreational services	275	5 170	76	0.1
Personal and other services	197	6 073	117	0.1
Other	35	1 686	91	0.1
Industry not known	6 071	153 007	(b)	(b)
Total goods exporters	30 240	1 733 799	121 106	100.0

(a) Includes only those businesses that exported at least \$10,000 of goods.

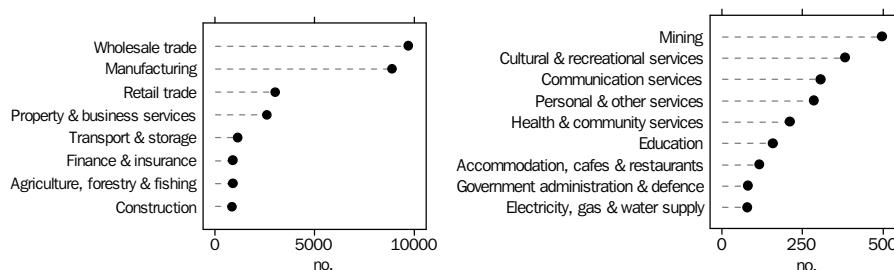
(b) The value of exports with 'Industry not known' was \$2.4 billion. These exports were prorated across the industries that exported the same commodities.

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001-02 *continued*

EXPORTERS *continued*

Using sampling techniques, it has been possible to estimate the broad industry of businesses that did not report an ABN on their export Customs entries. As shown in Graph F1, the industries with the highest number of goods exporters in 2001-02 were wholesale trade (9,670), manufacturing (8,850), retail trade (3,030) and property and business services (2,615). The average value of exports per business in these industries were, respectively \$2.6m, \$5.2m, \$363,000 and \$663,000 in the financial year. The industry with the highest average exports per business was the mining industry. Its 495 exporters averaged \$75m worth of exports each in 2001-02.

GRAPH F1: NUMBER OF GOODS EXPORTERS(a) BY INDUSTRY-2001-02



(a) Includes only those businesses that exported at least \$10,000 of goods.

Table F4 compares the industry of the exporter with the industry of origin of the commodity. This shows that mining commodities had the highest proportion of exports (87%) by the industry that generally produced them i.e. the mining industry. By comparison, only 13% of Australia's \$13.4b of agricultural, forestry and fishing commodity exports were exported directly by the agriculture, forestry and fishing industries. Most were exported by wholesalers (78%).

Exports of manufactured goods were \$72.1b, of which \$42.5b (59%) were exported by the manufacturing industry, \$12.9b (18%) by the wholesale trade industry, and \$8.6b (12%) by the mining industry. In regard to mining, users should note that semi-processed materials (e.g. alumina) are considered manufactures.

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001-02 *continued*

EXPORTERS *continued*

TABLE F4: EXPORTS OF GOODS, Industry Of Exporter By Commodity Industry Of Origin—2001-02

COMMODITY INDUSTRY OF ORIGIN.....					
Industry of exporter	Agriculture forestry and fishing	Mining	Manufacturing	Other	Total goods exports
\$ MILLION					
Agriculture, forestry and fishing	1 706	n.p.	1 180	n.p.	3 063
Mining	0	28 612	8 648	46	37 307
Manufacturing	461	1 676	42 532	1 048	45 717
Wholesale trade	10 441	1 862	12 902	331	25 536
Finance and insurance	380	493	1 866	517	3 256
Property and business services	161	n.p.	1 282	n.p.	1 733
Other	268	193	3 640	392	4 493
Total goods exports	13 417	33 090	72 051	2 549	121 106
PERCENT					
Agriculture, forestry and fishing	12.7	n.p.	1.6	n.p.	2.5
Mining	0.0	86.5	12.0	1.8	30.8
Manufacturing	3.4	5.1	59.0	41.1	37.7
Wholesale trade	77.8	5.6	17.9	13.0	21.1
Finance and insurance	2.8	1.5	2.6	20.3	2.7
Property and business services	1.2	n.p.	1.8	n.p.	1.4
Other	2.0	0.6	5.1	15.4	3.7
Total goods exports	100.0	100.0	100.0	100.0	100.0

SIZE OF BUSINESS Two different size measures are used for goods exporters in this article. They are the value of exports (see Table F1) and size of the business (Table F5). Traditionally, the ABS has only used employment to determine the size of a business because this has been the only sizing variable generally available. Many significant exporters were found not to have large employment. For the purpose of this experimental analysis, the size of a business has been defined in terms of three variables - employment, estimated annual turnover (both from the Australian Taxation Office business registers) and value of exports (from Customs):

- *small* businesses - having fewer than 20 employees *and* estimated annual turnover less than \$1m *and* exports of less than \$1m during 2001-02;
- *large* businesses - having 200 or more employees *or* estimated annual turnover of \$20m or more *or* exports of \$20m or more during 2001-02; and
- *medium* businesses - all businesses other than those defined as small or large.

There were 4,229 large businesses identified as goods exporters in this study, accounting for \$109.9b (91%) of merchandise exports during the reference period. Approximately 600 of these exported goods valued at \$20m or more in the financial year. Mining industry exports were the most dominated by large business, accounting for over 99% of mining industry exports and constituting almost half the number of exporting businesses in that industry. Property and business services had the lowest proportion of exports of goods by large businesses (58%).

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AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001–02 *continued*

EXPORTERS *continued*

The 13,942 medium sized exporters identified in the study accounted for \$10.1b (8%) of goods exports. They were most prevalent in the manufacturing and wholesale industries, accounting for almost 55% of exporters in each of these industries.

In 2001-02, 40% (12,069) of Australia's goods exporters were small businesses. They contributed \$1.1b (1%) to Australia's total goods exports.

TABLE F5: EXPORTS OF GOODS, Size Of Business By Industry Of Exporter—2001–02

Industry of exporter	NUMBER OF EXPORTERS(a).....				VALUE OF EXPORTS.....			
	<i>Large</i>	<i>Medium</i>	<i>Small</i>	<i>Total</i>	<i>Large</i>	<i>Medium</i>	<i>Small</i>	<i>Total</i>
	no.	no.	no.	no.	\$m	\$m	\$m	\$m
Agriculture, forestry and fishing	74	370	403	847	2,448	555	60	3 063
Mining	167	94	93	354	37 105	184	19	37 307
Manufacturing	1 328	4 106	2 122	7 556	41 943	3 528	247	45 717
Wholesale trade	985	4 243	2 741	7 969	21 604	3 552	380	25 536
Finance and insurance	90	166	373	629	2 837	366	54	3 256
Property and business services	189	778	989	1 956	1 010	593	130	1 733
Other	728	2 010	2 120	4 858	2 924	1 312	257	4 493
Industry not known	668	2 175	3 228	6 071	(b)	(b)	(b)	(b)
Total goods exporters	4 229	13 942	12 069	30 240	109 871	10 089	1 146	121 106
	PERCENT							
Agriculture, forestry and fishing	8.7	43.7	47.6	100.0	79.9	18.1	2.0	100.0
Mining	47.2	26.6	26.3	100.0	99.5	0.5	0.1	100.0
Manufacturing	17.6	54.3	28.1	100.0	91.7	7.7	0.5	100.0
Wholesale trade	12.4	53.2	34.4	100.0	84.6	13.9	1.5	100.0
Finance and insurance	14.3	26.4	59.3	100.0	87.1	11.2	1.6	100.0
Property and business services	9.7	39.8	50.6	100.0	58.3	34.2	7.5	100.0
Other	15.0	41.4	43.6	100.0	65.1	29.2	5.7	100.0
Industry not known	11.0	35.8	53.2	100.0	(b)	(b)	(b)	(b)
Total goods exporters	14.0	46.1	39.9	100.0	90.7	8.3	0.9	100.0

(a) Includes only those businesses that exported at least \$10,000 of goods.

(b) The value of exports with 'Industry not known' was \$2.4 billion. These exports were prorated across the industries that exported the same commodities.

STATE OF ORIGIN

It is not currently possible to compile data about exporters based on their state of operation. Instead, it is possible to estimate the number of businesses that exported goods produced in a given state. Many businesses exported goods produced in more than one state. In 2001-02, half of all Australia's exporters exported some goods produced in New South Wales, and 40% exported some goods produced in Victoria.

The number of businesses that exported goods in 2001-02, by their state of production, were in descending order, New South Wales (15,140), Victoria (12,250), Queensland (7,700), Western Australia (3,830), South Australia (2,970), Tasmania (575) and Northern Territory (400). The manufacturing and wholesale trade industries contributed the highest number of businesses exporting goods from each state and the Northern Territory. It is known that some businesses have difficulty in identifying the state of production of some of their exports. This may disproportionately impact on the smaller states.

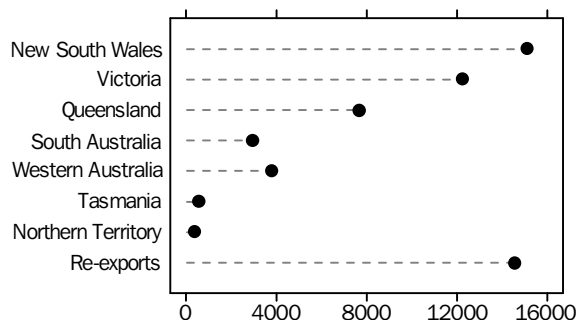
FEATURE ARTICLE :

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001-02 *continued*

EXPORTERS *continued*

Almost half (14,580) of Australia's exporters re-exported goods in 2001-02, with a total value of \$7.6b. Of these, it is estimated that approximately 1,200 businesses only re-exported goods. Re-exports are goods that are imported and then exported in the same condition or after undergoing repair or minor alterations which leave them essentially unchanged. Minor alterations include blending, packaging and cleaning.

GRAPH F2: NUMBER OF GOODS EXPORTERS(a) BY STATE OF ORIGIN OF COMMODITY(b)—2001-02



(a) Includes only those businesses that exported at least \$10,000 of goods.

(b) Businesses may export goods from more than one state.

One-quarter of Australia's goods exports came from Western Australia, followed by Queensland with almost 20%. These two States accounted for 74% (\$27.7b) of exports by the mining industry. New South Wales and Victoria each accounted for 18% (about \$22.0b) of Australia's exports, most of which were by the manufacturing industry.

TABLE F6: EXPORTS OF GOODS, Industry of Exporter by State of Origin of Commodity(a)—2001-02

Industry of exporter	New South Wales	Victoria	Queensland	South Australia	Western Australia	Tasmania	Northern Territory	Re-exports	Total goods exports(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Agriculture, forestry and fishing	792	329	717	402	254	375	n.p.	n.p.	3 063
Mining	3 858	936	11 400	1 392	16 281	909	2 180	350	37 307
Manufacturing	10 208	13 260	5 230	4 402	8 831	787	n.p.	n.p.	45 717
Wholesale trade	5 559	5 566	4 840	2 792	4 277	183	158	2 161	25 536
Finance and insurance	636	853	189	90	833	n.p.	n.p.	557	3 256
Property and business services	424	244	387	75	204	n.p.	n.p.	371	1 733
Other	866	651	590	112	596	45	21	1 612	4 493
Total goods exports	22 344	21 839	23 353	9 265	31 277	2 328	3 051	7 640	121 106

(a) State estimates in this table differ slightly from those published elsewhere in this publication because the estimation system used to allocate data with no ABN (\$2.4 billion) is based on industry not state.

(b) Includes exports from the Australian Capital Territory.

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001-02 *continued*

IMPORTERS

NUMBER In 2001-02, there were estimated to be 55,355 businesses that imported goods or services into Australia, excluding those with imports worth less than \$10,000 and other key limitations referred to on page 10. The number of businesses importing *goods* was estimated to be 54,385, while there were approximately 2,300 importers of *services*. Almost 60% (1,330) of businesses that engaged in service imports were also importers of goods. By eliminating the double counting, the total number of businesses that imported goods and services was derived at 55,355 (54,385 plus 2,300 less 1,330). Analysis of the SITS population indicated there were approximately 1,760 businesses that undertake both the export and import of services, and 540 that only import services.

The estimate of the number of services importers for 2001-02 is lower than that published in the experimental article for the period July to December 2001. This is due to a refinement of the methodology used to derive the number of importers. The estimate is subject to both sampling and non-sampling error. It also does not include the large number of businesses overseas that provide services to Australians travelling abroad.

The 163 largest goods importers, each with imports worth \$100m or more, accounted for \$56.3b (47%) of Australia's goods imports in 2001-02. There were 8,192 businesses that imported goods worth \$1m or more, together accounting for \$112.6b (94%) of goods imports. Another 16,864 businesses imported goods valued between \$100,000 and \$1m, accounting for \$5.8b (5%) of goods imports in 2001-02.

Just over half (29,329) of Australia's goods importers had imports valued between \$10,000 and \$100,000 during 2001-02, accounting for less than 1% of goods imports in that period.

TABLE F7: IMPORTERS—2001-02

	Importers	Customs entries	Average entries	Total imports	Total goods imports
	no.	no.	no.	\$m	%
Goods importers					
\$100m or more	163	1 384 619	8 495	56 309	47.1
\$1m and less than \$100m	8 029	3 300 705	411	56 325	47.1
\$100,000 and less than \$1m	16 864	703 902	42	5 765	4.8
\$10,000 and less than \$100,000	29 329	235 780	8	1 058	0.9
Other goods importers	..	143 181	..	193	0.2
Total goods importers	54 385	5 768 187	106	119 649	100.0
Services importers					
Businesses importing services(a)	2 300	..	..	21 108	..
Other service importers(b)	..	..	..	10 934	..
Total service importers	2 300	..	..	32 042	..
Total importers(c)	55 355	..	..	151 691	..

(a) Excludes services to Australian tourists, etc. overseas. See page 10.

(b) Travel services imports, i.e. to Australian tourists, etc. overseas.

(c) Total excludes duplication from businesses which import both goods and services.

INDUSTRY Most goods imports were by the wholesale trade (46% by value) and manufacturing (36%) industries. Together these accounted for \$98.3b (82%) of Australia's \$119.6b goods imports during 2001-02. The next most significant industry was retail trade with \$6.9b (6%) of goods imports.

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IMPORTERS *continued*

Imports by machinery and equipment manufacturers, and machinery and motor vehicle wholesalers, were significant, together accounting for \$46.2b (39%) of Australia's goods imports.

TABLE F8: IMPORTS OF GOODS, Industry of Importer—2001–02

Industry of importer	Importers(a)	Customs entries	Total goods imports	Total goods imports
	no.	no.	\$m	%
Agriculture, forestry and fishing				
Agriculture	625	7 417	188	0.2
Services to agriculture; hunting and trapping	146	2 918	n.p.	n.p.
Forestry and logging	39	1 665	n.p.	n.p.
Commercial fishing	118	1 661	132	0.1
<i>Total</i>	928	13 661	455	0.4
Mining				
Coal mining	16	138	n.p.	n.p.
Oil and gas extraction	35	7 684	n.p.	n.p.
Metal ore mining	51	2 182	637	0.5
Other mining	57	1 635	198	0.2
Services to mining	123	16 261	308	0.3
<i>Total</i>	282	27 900	4 407	3.7
Manufacturing				
Food, beverage and tobacco manufacturing	761	60 861	2 833	2.4
Textile, clothing, footwear and leather manufacturing	1 246	118 956	1 968	1.6
Wood and paper product manufacturing	428	28 424	1 256	1.0
Printing, publishing and recorded media	673	51 595	1 269	1.1
Petroleum, coal, chemical and associated product manufacturing	1 204	198 164	12 485	10.4
Non-metallic mineral product manufacturing	375	20 235	357	0.3
Metal product manufacturing	1 105	84 384	4 263	3.6
Machinery and equipment manufacturing	3 201	895 497	17 906	15.0
Other manufacturing	1 120	73 343	1 226	1.0
<i>Total</i>	10 113	1 531 459	43 563	36.4
Electricity, gas and water supply	104	3 091	132	0.1
Construction	1 232	46 584	1 061	0.9
Wholesale trade				
Basic material wholesaling	2 126	257 740	8 097	6.8
Machinery and motor vehicle wholesaling	5 099	1 514 534	28 292	23.6
Personal and household good wholesaling	8 602	1 104 332	18 299	15.3
<i>Total</i>	15 827	2 876 606	54 687	45.7
Retail trade				
Food retailing	373	36 209	468	0.4
Personal and household good retailing	5 734	596 453	5 560	4.6
Motor vehicle retailing and services	896	65 227	886	0.7
<i>Total</i>	7 003	697 889	6 914	5.8
Accommodation, cafes and restaurants	230	6 349	42	0.0
Transport and storage	717	64 254	2 943	2.5
Communication services	252	24 651	371	0.3
Finance and insurance	933	47 565	1 344	1.1
Property and business services	3 409	152 891	1 876	1.6
Government administration and defence	176	23 344	n.p.	n.p.
Education	173	8 834	50	0.0
Health and community services	386	11 441	171	0.1
Cultural and recreational services	619	14 860	207	0.2
Personal and other services	509	16 062	184	0.2
Other	54	1 744	n.p.	n.p.
Industry not known	11 438	199 002	(b)	(b)
Total goods importers	54 385	5 768 187	119 649	100.0

(a) Includes only those businesses that imported at least \$10,000 of goods.

(b) The value of imports with 'Industry not known' was \$1.2 billion. These imports were prorated across the industries that imported the same commodities.

FEATURE ARTICLE :

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001–02 *continued*

IMPORTERS *continued*

Table F9 compares the industry of the importer with the industry of origin of the commodities imported. This shows that in 2001-02, 93% of Australia's imports were manufactured commodities of which 36% (\$40.4b) were imported by the manufacturing industry, and 47% (\$52.1b) by the wholesale trade industry. The high value of imports of manufactured goods by the manufacturing industry is largely because many Australian businesses manufacture some of their commodities in Australia and import others in their product line from overseas. An example is the motor vehicle industry.

TABLE F9: IMPORTS OF GOODS, Industry Of Importer By Commodity Industry Of Origin—2001–02

Industry of importer	COMMODITY INDUSTRY OF ORIGIN.....				Total goods imports
	Agriculture forestry and fishing	Mining	Manufacturing	Other	
\$ MILLION					
Agriculture, forestry and fishing	133	4	317	1	455
Mining	0	n.p.	2 251	n.p.	4 407
Manufacturing	156	n.p.	40 449	n.p.	43 563
Wholesale trade	354	n.p.	52 149	n.p.	54 687
Finance and insurance	36	2	1 296	10	1 344
Property and business services	13	1	1 852	9	1 876
Other	58	13	13 150	96	13 316
Total goods imports	750	7 259	111 464	176	119 649
PERCENT					
Agriculture, forestry and fishing	17.7	0.1	0.3	0.7	0.4
Mining	0.0	n.p.	2.0	n.p.	3.7
Manufacturing	20.8	n.p.	36.3	n.p.	36.4
Wholesale trade	47.2	n.p.	46.8	n.p.	45.7
Finance and insurance	4.8	0.0	1.2	5.7	1.1
Property and business services	1.8	0.0	1.7	5.3	1.6
Other	7.7	0.2	11.8	54.5	11.1
Total goods imports	100.0	100.0	100.0	100.0	100.0

FEATURE ARTICLE :

AUSTRALIA'S EXPORTERS AND IMPORTERS, 2001–02 *continued*

OVERLAP BETWEEN IMPORTERS AND EXPORTERS

Of the 30,240 businesses with goods exports worth \$10,000 or more in 2001-02, 13,608 (45%) also imported goods valued at \$10,000 or more. Over 40% (1,789) of those with goods exports worth \$1m or more, also imported goods valued at \$1m or more in 2001-02. Businesses with exports valued between \$10,000 and \$100,000 were the least likely to have also imported goods with about 6,000 (36%) of these also having imported goods worth \$10,000 or more in 2001-02.

TABLE F10: OVERLAP BETWEEN GOODS IMPORTERS AND EXPORTERS—2001–02

	VALUE OF IMPORTS.....					Total goods exporters
	\$100m or more	\$1m and less than \$100m	\$100,000 and less than \$1m	\$10,000 and less than \$100,000	Other(a)	
	no.	no.	no.	no.	no.	no.
Value of exports						
\$100m or more	30	61	19	14	85	209
\$1m and less than \$100m	107	1 591	615	374	1 500	4 187
\$100,000 and less than \$1m	14	2 114	1 621	1 034	4 419	9 202
\$10,000 and less than \$100,000	5	1 652	2 596	1 761	10 628	16 642
Other(b)	7	2 611	12 013	26 146	..	..
<i>Total goods importers</i>	163	8 029	16 864	29 329	..	(c)

(a) Includes businesses whose imports are not known or valued at less than \$10,000.

(b) Includes businesses whose exports are not known or valued at less than \$10,000.

(c) Total goods exporters were 30,240 and total goods importers were 54,385.

SYMBOLS AND OTHER USAGE

The following symbols and abbreviations have been used in this article:

.. not applicable

n.p. not available for publication

** Subject to sampling error too high for most practical purposes; relative standard error greater than 40%.