To be treated as strictly CONFIDENTIAL and NOT to be published, broadcast or cabled before 6 P.M. on TUESDAY, 3RD MAY, 1966.

RETAIL SALES OF GOODS : AUSTRALIA<br>MONTH OF MARCH, 1966 (PROVISIONAL)

A sample survey of retail establishments in Australia is conducted by the Commonwealth Bureau of Census and Statistics each quarter. Sample estimates derived from a full response to that Survey, showing for each State retail sales classified by commodity groups, are published about three months after the end of each quarter. These estimates are subject to revision at a later stage when more precise information is available relating to trading by new businesses.
2.

Preliminary quarterly figures, which are published in less detail about eight weeks after the end of each quarter, are compiled on the basis of a large response from the full quarterly sample. The movement over the corresponding quarter of the preceding year which is shown by the preliminary quarterly estimates of total value of retail sales in Australia (excluding motor vehicles, parts, petrol, etc.) normally differs by less than one per cent. from the corresponding movenent shown by the estimates compiled from the full sample and published about three months after the end of the quarter.
3. Provisional monthly estimates, which are published about four weeks after the end of each month, relate only to the total value of retail sales in Australia (excluding motor vehicles, parts, petrol, etc.) and are based on monthly returns collected from a sub-sample of the establishments included in the quarterly sample. The sub-sample is designed to provide an estimate lying within a relatively small range above or below the true figures so as to give an early approximate indication of trend. Undue significance should not be attached to very small movements, or to the exact magnitude of any movements, shown by provisional estimates. These estimates are subsequently adjusted in accordance with quarterly estimates when the latter become available.
4. The provisional estimate for March, 1966 is published in the table overleaf. This table also contains figures for earlier months.
5. Month to month changes in retail sales figures are affected not only by the same seasonal factors as are quarterly figures, but also by differences in the number of days in each month and by variation in types of trading day. As an example of variation in types of trading day, one month might include five Thursdays, Fridays and Saturdays and, of course, four of each of the other days of the week, whereas another month might include five Sundays, Mondays and Tuesdays. Adjustments for these factors have not been made in sales estimates in this bulletin, and this should be borme in mind when comparisons over time are being made.
6. Further information relating to the basis of statistics of retail sales of goods is contained in Statistical Bulletin No. 386 of 13 th April, 1966.
7. All amounts are shown in decimal currency (1 pound $=2$ dollars).

VALUE OF RETAII SALES OF GOODS (EXCLUDING MOTOR VEHICLES, PARTS, PETROL, ETC.)
MONTHLY ESTIMATES : AUSTRALIA (a) (b)
(All figures are on a basis comparable with the 1961-62 Retail Census)
(\$ million)

| Month | Total (Excluding Motor Vehicles, Parts, Petrol, etc.) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | $1961-62$ | $1962-63$ | $1963-64$ | $1964-65$ | $1965-66$ |
| July | 415.4 | 426.9 | 463.6 | 499.3 | 525.3 |
| August | 420.5 | 445.9 | 471.5 | 487.5 | 513.8 |
| September | 430.8 | 431.9 | 449.1 | 495.1 | 523.8 |
| October | 430.0 | 459.9 | 492.0 | 524.4 | 538.4 |
| November | 446.9 | 485.4 | 503.2 | 527.6 | 559.7 |
| December | 564.1 | 577.4 | 616.1 | 692.0 | 730.8 |
| January | 420.6 | 446.4 | 474.9 | 492.0 | $(c) 506.0$ |
| February | 394.8 | 415.2 | 447.1 | 461.6 | $(c) 492.7$ |
| March | 424.4 | 437.7 | 455.6 | 503.3 | $(c) 530.1$ |
| April | 417.2 | 450.1 | 481.7 | 522.6 |  |
| May | 463.6 | 487.1 | 507.1 | 525.2 |  |
| June | 428.8 | 442.3 | 474.5 | 503.2 |  |
| Total for Year | $5,257.1$ | $5,506.2$ | $5,836.4$ | $6,233.8$ |  |

(a) Excludes Northern Territory and Australian Capital Territory. (b) Figures from April, 1965 are subject to revision when more precise information is available relating to trading by new businesses. (c) Provisional estimate (see Paragraph 3).

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CANBERRA, A.C.T. 3RD MAY, 1966.

NOTE. - Inquiries concerning these statistics may be made in Canberra by telephoning 41971 Extension 85, or in each State Capital, by telephoning the office of the Bureau of Census and Statistics.

