

EXTERNAL TRADE

GENERAL INFORMATION

Historical background

From a traditional pattern of partnership with the United Kingdom, Australia has become in recent years more a trading partner of Japan and the United States of America and this is also the trading pattern in Victoria. Similarly, the place occupied by European countries such as France and Italy in the 1950s has diminished proportionately in Victoria's trading pattern since the implementation of the European Economic Community. In 1979-80, the proportion of Australian trade at Victorian ports was 34.0 per cent of imports and 24.0 per cent of exports. Major imports were road vehicles, textile yarns, and industrial machinery, while major exports were wool, meat, wheat, dairy products, and petroleum products. The major countries contributing to imports were the United States of America, Japan, the United Kingdom, and the German Federal Republic, while the major countries receiving exports were Japan, New Zealand, the United States of America, and the Union of Soviet Socialist Republics.

Further reference: *Victorian Year Book 1977*, pp. 527-8

Constitutional provisions and legislation

Constitutional provisions

By the Commonwealth of Australia Constitution Act, section 51 (1), the power to make laws with respect to trade and commerce with other countries was conferred on the Australian Parliament. Under section 86 of the Constitution, the collection and control of duties of customs and excise passed to the Executive Government of the Commonwealth on 1 January 1901. Other references to trade and commerce are contained in sections 87 to 95 of the Constitution.

Commonwealth Government legislation

Commonwealth Government legislation affecting overseas trade includes the *Customs Act 1901*, the *Customs Tariff Act 1966*, and the *Customs Tariff (Anti-Dumping) Act 1975*. The *Customs Tariff Act 1966* provides the statutory authority for imposing the actual rates of duty operative from time to time, while the *Customs Tariff (Anti-Dumping) Act 1975* provides protection for Australian industry against various forms of unfair trading.

Customs Tariff

The first Australian Customs Tariff was introduced by Resolution on 8 October 1901, from which date uniform duties came into effect throughout Australia. The Australian Customs Tariff has been developed in conformity with the policy of protecting economic and efficient Australian industries and of granting preferential treatment to certain imports from countries of the Commonwealth and certain developing countries. Customs collections are a major source of revenue, but in its protective character the tariff has an important influence on the Australian economy.

The customs value of imported goods is established in accordance with the provisions of the *Customs Act 1901*. Valuation must follow precise rules and practices to ensure consistency and equity in the treatment of goods subject to *ad valorem* rates of duty. Customs values are also the basis for import trade statistics.

For some years, Australian valuation legislation was modelled on the Brussels Definition of Value, an international system adopted by a number of countries. The customs value was defined as the price the goods would have fetched on a sale on the open market between a buyer and a seller independent of each other.

During 1981, Australia moved towards acceptance of another international valuation system which is expressed in the Agreement on Implementation of Article VII of the General Agreement on Tariffs and Trade (GATT).

This GATT Agreement provides that the customs value shall be based, as far as is possible, on the actual price of the goods. The price may be subject to a limited range of adjustments for such matters as packing costs and other consideration, passing from the buyer to the seller. The price cannot be used as a basis for valuation if the buyer and seller are related and the price has been influenced by that relationship.

Where there is no price, or the price cannot be used, the agreement provides other valuation methods.

Further information may be obtained from Collectors of Customs in capital cities or from the Department of Business and Consumer Affairs, Canberra.

Preferential rates

Preferential rates apply to certain goods which are the produce or manufacture of Canada, New Zealand, Papua New Guinea, and of certain specified developing and declared preference countries, provided that such goods comply with the laws in force at the time affecting the grant of preference.

Details of the rules covering the application of preferential rates may be found by reference to sections 151 and 151A of the *Customs Act 1901*.

A full list of developing and declared preference countries and goods excluded from the special rates of duty normally applicable, in the case of developing countries, is given in the *Australian Customs Tariff*.

General rates

General rates apply to goods from all countries which do not qualify for preferential rates of duty under a particular tariff classification.

By-law provisions

Customs by-laws and Ministerial Determinations are legal instruments, made in accordance with the provisions of the *Customs Act 1901*, to authorise admission of imported goods at rates of duty lower than those normally applicable. The rates of duty that apply where concessional entry has been granted are contained in the *Customs Tariff Act 1966* and are normally identified by the words "as prescribed by by-law". The most frequently used by-law provision is Item 19 in Schedule 2 to the *Customs Tariff Act 1966* which allows admission of goods at concessional rates, "being goods a suitable equivalent of which that is the produce or manufacture of Australia is not reasonably available". Normally, by-laws identify goods by general description, have neither quantity nor time limitations and may be used by any importer. Ministerial Determinations may be either in that form or, if it is necessary to limit the availability of concessions to ensure that the tariff protection accorded to local industry is maintained, be restricted in some way, e.g., quantity or time limitations. By-laws and notices of the making of Ministerial Determinations are published in the *Commonwealth of Australia Gazette*.

Anti-Dumping duties

The *Customs Tariff (Anti-Dumping) Act 1975* provides protection for Australian industry against various forms of unfair trading. Under this Act, dumping duty may be imposed on goods that are sold to Australian importers at a price which is less than the normal value of the goods, where this causes or threatens material injury to an Australian industry.

For details on the calculation of dumping duty see the *Customs Tariff (Anti-Dumping) Act 1975* and the publication *Facts about the Australian Dumping Law* which is available from the Department of Business and Consumer Affairs, Canberra.

Import controls

Import controls, by global tariff quotas or import licensing, are introduced to assist local industry following inquiry and report by the Industries Assistance Commission and the Temporary Assistance Authority. At present, the textile, apparel, footwear, and motor vehicle industries are assisted by import control. Import licensing firmly limits import quantities, provides for penal and seizure action, and may be selectively applied to particular goods or countries. As such, it differs from global tariff quotas which allow imports up to a predetermined level, above which additional duties may be imposed. At present, some 58 commodities or groups of commodities are subject to import controls. Further information on import controls may be obtained from the Bureau of Customs, Department of Business and Consumer Affairs, Canberra.

Export controls

Export restrictions

Section 112 of the *Customs Act 1901* provides that the Governor-General may, by regulation, prohibit the exportation of goods from Australia and that this power may be exercised by: (1) prohibiting the exportation of goods absolutely; (2) prohibiting the exportation of goods to a specified place; and (3) prohibiting the exportation of goods unless prescribed conditions or restrictions are complied with. Goods subject to this export control are listed in the Customs (Prohibited Exports) Regulations.

Exchange control — Banking Act 1959

As an integral part of the framework of exchange control, a control over goods exported from Australia is maintained under the provisions of Part III of the Banking (Foreign Exchange) Regulations to ensure that the full proceeds of such goods are received into the Australian banking system and that these proceeds are received in the currency and in the manner prescribed by the Reserve Bank of Australia. This action is complementary to that taken under other parts of the Banking (Foreign Exchange) Regulations to control the movement out of Australia of capital in the form of securities and currency.

Trade descriptions

Commerce (Trade Descriptions) Act 1905

This Act, administered by the Bureau of Customs of the Department of Business and Consumer Affairs, gives power to require the application of a proper trade description to certain prescribed goods imported into or exported from Australia. Goods which must bear a prescribed trade description upon importation into Australia are specified in the Commerce (Imports) Regulations. As regards exports from Australia, marking requirements are prescribed in regulations issued under the Act and in relation to specified export commodities.

Further reference: *Victorian Year Book 1981*, pp. 422-7

Trade promotion and incentives

Each year the Commonwealth Government through the Department of Trade and Resources undertakes an extensive overseas trade promotion and publicity programme.

Trade displays, fairs, and exhibitions

For many years Australia has organised or participated in numerous major trade fairs, exhibitions, and displays, throughout the world.

Initially, the emphasis was on participation in general trade fairs directed toward the public and the general commercial community; however, with the development of specialised export promotion techniques and the greater diversity of goods available for

export, greater emphasis is now being placed on individual Australian trade displays and participation in specialised trade shows directed almost entirely at the business community. In addition, display rooms in Trade Commissioner offices are currently in use in Singapore, Kuala Lumpur, Hong Kong, Jakarta, Port Moresby, Suva, Bangkok, and Wellington.

Trade missions

At the end of 1981, the following types of trade missions were in use:

Survey missions

These are organised to obtain precise knowledge about the export trade potential for specific products in one or more overseas markets. Such methods are used to explore export prospects in new or developing areas where commercial intelligence is not readily available or where a complex industry is involved and the industry requires special export knowledge.

Specialised and general trade missions

Arrangements are made for specific industries or groups of firms representing a number of industries to participate in a planned selling campaign in overseas markets with known sales potential. The mission visits the market, publicises its products, and negotiates sales.

Publications and advertising

The Department of Trade and Resources produces a range of multi-lingual publications for distribution overseas through its Trade Commissioner posts. Special publications are produced for major Australian promotional activities overseas. The promotional activities are also supported by appropriate advertising in foreign media publications.

Export education

The Commonwealth Government recently completed a three year "Export Now" campaign. This has been replaced by an "Export Education" programme involving seminars, workshops, and training activities to help Australian exporters to gain access to overseas markets.

Export awards

The Department of Trade and Resources in conjunction with the Confederation of Australian Industry runs an annual programme of Export Awards for Outstanding Export Achievement. In addition, various other awards are also given from time to time.

Export incentives

The Commonwealth Government provides financial incentives to encourage exports. The Export Market Development Grants Act which was introduced in 1974 will operate until 30 June 1983. The scheme administered by the Export Development Grants Board, which is responsible to the Minister for Trade and Resources, is designed to encourage exporters and potential exporters to seek out and develop overseas markets. The scheme covers exporters of primary products, industrial goods, certain services including tourism, expertise, and industrial property rights, whether the exporter is an individual, partnership, company, or marketing organisation.

The scheme operates by way of taxable grants, to a maximum of \$100,000 (and in certain circumstances to \$125,000), against eligible expenditure incurred on overseas market research and promotional publicity activities and development.

The Board also administers the Export Expansion Grants Act; a scheme designed to reward improved export performance. Grants, which are taxable, are calculated on a formula applied to the increase in exports in a year, over the average annual exports in the three immediately preceding years. The scheme covers a wide range of goods and services. However, some products are excluded including minerals, wool, wheat, sugar, livestock, most meats, woodchips, hides and skins of cattle and sheep, unwrought aluminium, unrefined lead, unrefined copper, gold, and silver. The scheme took effect from 1 July 1977 and will run until mid-1983.

Government authorities

Export Finance and Insurance Corporation

The Export Finance and Insurance Corporation (EFIC) was established by the Commonwealth Government in 1975 to provide Australian exporters with a specialised range of insurance guarantee and finance facilities not normally available from commercial sources. The EFIC took over the functions of the Export Payments Insurance Corporation which had been operating since 1956.

Australian Overseas Projects Corporation

The Australian Overseas Projects Corporation was established in November 1978 as a statutory authority of the Commonwealth Government to encourage the export of Australian goods and services. Its prime objective is to assist Australian consultancy and construction firms to compete for contracts for overseas development projects, particularly those which are beyond the resources of individual firms and require a multi-discipline approach, or require a government-to-government involvement. The Corporation's major functions are, on request, to act as prime contractor, consortium member, or agent on behalf of Australian firms.

Trade relations

Multilateral—General Agreement on Tariffs and Trade

The General Agreement on Tariffs and Trade (GATT) is a multilateral treaty which provides the main framework of rules for the conduct of world trade. It also provides a forum in which countries can discuss and seek to overcome their trade problems as well as negotiate to enlarge world trading opportunities. The aim of the GATT is to liberalise world trade and place it on a secure basis, thereby contributing to economic growth and development.

The GATT entered into force in January 1948 with Australia being an original signatory. Since that date, GATT membership has expanded to 85 countries, with a further 32 countries applying its rules on a *de facto* basis.

Seven rounds of multilateral negotiations to liberalise world trade have been held under the GATT, the most recent of which was the Tokyo Round (1975-1979). Concessions negotiated by member countries are incorporated in their "Schedules of Concessions" which form an integral part of each country's obligations under the GATT. These concessions generally involve commitments not to increase tariffs on specific products above specified levels. The Tokyo Round negotiations also resulted in a number of agreements on non-tariff measures which clarified and expanded the existing rules of the GATT. These agreements included codes of conduct on subsidies and countervailing duties, government procurement, customs valuation, standards, import licensing, anti-dumping, trade in civil aircraft, and a group of texts under the heading "Framework for the Conduct of International Trade". The latter includes texts which deal with reciprocity, more favourable treatment and fuller participation for developing countries, trade measures for balance of payments purposes, safeguard action for development purposes, consultation, dispute settlement, and surveillance. There are also arrangements relating to bovine meat and dairy products.

All major developed countries have acceded or intend to accede to most of these agreements and Australia has already acceded or intends to accede to those on customs valuation, anti-dumping, import licensing, the "Framework", texts and the arrangements on bovine meat and dairy products. Decisions have been deferred on standards and subsidies and countervailing duties.

An important aspect of the GATT's work is to oversee the application of the trade rules established under its auspices. The main features of the General Agreement are:

- (1) Trade without discrimination: the guarantee of most-favoured-nation tariff treatment to all Contracting Parties;
- (2) agreement on commercial policy rules for international trade, including restrictions on the use of subsidies and quantitative restrictions;
- (3) provision of mechanism for consultations and dispute settlement;

- (4) safeguard, or emergency protection, provisions, enabling countries to apply temporary measures to industries seriously threatened by imports; and
- (5) special recognition of the needs and capabilities of developing countries.

The highest body of GATT is the Session of Contracting Parties which usually meets annually. GATT decisions are generally arrived at by consensus rather than vote, although two-thirds majority votes are required for the granting of "waivers" (authorisations for members to depart from specific GATT obligations). Between Sessions of the contracting parties the Council of Representatives is authorised to act on both routine and urgent matters. The Council meets about six times a year.

In 1975, a Consultative Group of 18 comprising high level officials from key member countries was established to operate essentially as an executive steering group to assist GATT members carry out some of their major responsibilities more effectively.

The Committee on Trade and Development (CTD) reflects the GATT's increased focus on the problem of developing countries and has the duty of following all activities of GATT to ensure that problems of concern to developing countries are given priority attention. The CTD was formed after the introduction, in 1965, of Part IV of GATT which embodies commitments to individual and joint action by Contracting Parties, aimed at ensuring that the developing countries can increasingly find the means to raise living standards and promote rapid economic development through increased participation in international trade. This commitment has been elaborated by the Framework agreement enabling differential and more favourable treatment for developing countries, as a permanent legal feature of the world trading system.

A number of other committees have also been established to supervise implementation of the Tokyo Round agreements, examine the situation of countries using trade restrictions for balance of payments purposes, the agreement on textiles, anti-dumping practices, and financial/administrative questions. Working parties are set up to deal with current questions, such as requests for accession, verification that agreements concluded by members are in conformity with GATT, and to investigate disputes.

The developed country contracting parties to the GATT have introduced tariff preferences for developing country products under the Generalised System of Preferences.

The Australian System of Tariff Preferences for Developing Countries, in common with those of other donors, is a unilateral, non-reciprocal and non-contractual provision of specified preferential tariff advantages. Accordingly, Australia reserves the right at any time to modify, withdraw, suspend, or limit the preferential treatment for any item or with respect to any beneficiary.

Australia's system of tariff preferences was introduced in 1966 (the first in the world) and has since been substantially revised and expanded through reviews in 1974, 1976, and 1979. On 1 January 1981, the system was further extended to include most textile, clothing, and footwear products. Most dutiable manufactured and substantially processed primary products are now covered by the system. Margins of preference offered under the system are generally 10 to 15 per cent below the General Tariff rate.

In 1979-80 import clearances from developing countries totalled \$4,211m of which \$3,206m (76.1 per cent) was eligible for duty free entry either at General Tariff rates or under the Developing Countries Preference system. A further \$488m (11.6 per cent) was dutiable at Developing Countries preferential rates and only \$516m (12.3 per cent) was excluded from preferences and dutiable at General Tariff rates.

The system is designed to assist developing countries to overcome their disadvantages in competing with other countries in the Australian market, providing always that such imports do not cause or threaten injury to Australian industry. A range of products where developing countries generally are already competitive on the Australian market are excluded from the system and preferences on a number of additional products have been withdrawn because of disruption to local industry. In some cases specific beneficiaries have been excluded from a preference.

Proposals for the addition or withdrawal of products from the system are referred to the Industries Assistance Commission for inquiry and report within 45 days. This procedure gives all interested parties the opportunity to submit their views in evidence to a public inquiry.

Market advisory services

The Australian Government has established a Market Advisory and Preferences Section in the Department of Trade and Resources to advise and assist developing countries, and countries with centrally planned economies, in the marketing of their products in Australia. The Section, which is located in Canberra, is supported by two Australian Trade Commissioners — one located in Sydney and the other in Melbourne — to maintain contact with the commercial sector and provide direct practical assistance.

To further assist developing countries the Commonwealth Government has established the International Trade Development Centre in Sydney. The Centre houses the Sydney office of the Market Advisory Services and provides a venue for small national trade displays or product orientated international displays by developing countries.

The Centre is operated by the Department of Trade and Resources and is funded under Australia's development assistance programme.

Bilateral arrangements

West Europe

Australia has not concluded a trade agreement with the European Economic Community (EEC). The EEC comprises the world's largest trading bloc (accounting for 40 per cent of world trade) and is Australia's second largest trading partner and its largest source of imports.

Although the EEC has formal trading arrangements with a large number of countries providing either free trade or preferential treatment, no such arrangement has been concluded with Australia. However, in the context of the Multilateral Trade Negotiations, Australia was able to gain improved access into Community markets for a number of agricultural products. In addition, Australian exports of a range of agricultural and industrial products are benefiting from progressive tariff reductions which have been implemented by the EEC from 1 January 1980.

In recent years, Australia has suffered a large and growing trade deficit with the EEC which has reflected an imbalance of trading opportunities. Since 1977, Ministerial and high level officials' discussions between Australia and the EEC have been directed towards correcting this situation. In May 1979, a bilateral settlement with the EEC was concluded within the Multilateral Trade Negotiations which provides certain Australian agricultural exports, particularly beef and cheese, with valuable new openings and guaranteed levels of access in EEC markets. While the bilateral settlement does not eliminate all of the problems which affect Australia's trading relationship with the EEC, it represents an important beginning. In areas such as EEC export subsidies, where serious problems still exist, Australia will continue to seek a limitation on the level of those subsidies particularly when they operate to the disadvantage of Australian exports in our traditional markets. Greater co-operation has also been sought from the EEC in international commodity stabilisation especially in respect of sugar.

While agriculture remains the dominating feature of the bilateral relationship, there is significant potential for developing Australia's role as a supplier of a wide range of minerals and energy resources and in attracting increased European investment to resource based development projects in Australia.

Trade agreements

Asia

People's Republic of China — signed 1973. The Agreement provides, *inter alia*, for reciprocal most favoured nation treatment for imports, while recognising the preferential arrangements extended by both countries. The Agreement includes schedules of goods which each country is interested in exporting to the other. It also provides that exchanges of goods and technical services under contracts and agreements will be at reasonable international market prices; that payments in relation to trade will be in freely convertible currency; and that each country will promote the inter-change of trade representatives, groups, and delegations, and encourage the commercial exchange of industrial and technical expertise. The Agreement also established a Joint Trade Committee to further the aims of the Agreement. A protocol on Economic Co-operation to the Trade

Agreement was signed in September 1981. The Protocol has the objective of notifying to enterprises and organisations of the two countries that their governments have agreed on a range of industry and industry sectors regarded as holding prospects for co-operation between the two countries, and the form in which co-operation projects may be implemented.

Japan — signed 1957. The current Agreement on Commerce between Australia and Japan was initially signed in 1957, amended in 1963, and formally ratified on 27 May 1964. It provides for reciprocal most favoured nation treatment of imports while recognising the preferential arrangements of both countries; for certain commitments by Japan in regard to some important Australian export commodities including wool, soft wheat, sugar, canned meat, leather, butter, and cheese; and for equal opportunity for Japanese products in relation to Commonwealth Government purchases from suppliers overseas. It also provides for close consultation between the two countries on matters relating to trade.

Republic of Korea — signed 1975. The current Agreement replaced an earlier Agreement entered into by Australia and the Republic of Korea in 1965. The new Agreement states that the two governments are to take all appropriate measures to facilitate, strengthen, and diversify bilateral trade in accordance with the General Agreement on Tariffs and Trade; recognises the need to improve the conditions of world commodity trade; declares support in principle for international commodity agreements; and expresses support in principle for the conclusion of long-term commercial contracts between organisations and enterprises of the two countries. The Agreement also established a Joint Trade Committee to further the aims of the Agreement.

Philippines — signed 1965. Provides, *inter alia*, for reciprocal most favoured nation treatment of imports from either country; recognises preferential agreements of both countries; established a Joint Commission; and encourages Australian investment and joint ventures in the Philippines. The Agreement came into force in May 1979.

Thailand — signed 1979. Provides, *inter alia*, for strengthening and diversification of bilateral trade; supports trading arrangements among Association of South East Asian Nations (ASEAN) countries; supports international commodity agreements; and encourages economic, commercial, and industrial co-operation, including investment in joint ventures. Provides for a Joint Trade Committee to meet annually or as required.

Socialist Republic of Vietnam — signed 1974. Provides, *inter alia*, for reciprocal most favoured nation treatment for imports and expresses support for the principle of long-term commercial contracts.

Indonesia — signed 1972. The current Agreement replaced an earlier Agreement signed in 1959. It provides, *inter alia*, for reciprocal most favoured nation treatment of imports; expresses support for trade initiatives and arrangements among member countries of ASEAN; and declares support in principle for international commodity agreements and encouragement for Australian commercial investment in Indonesia.

Malaysia — signed 1958. The Agreement provides for each country to accord preferences to the other on certain specified goods. The exchange of these preferences was placed on a more flexible basis by an Exchange of Letters on 21 February 1975. The Agreement further provides for protection of Malaysia's tin and rubber exports to Australia and of Australia's wheat exports to Malaysia against dumped or subsidised competition. There are also certain guarantees of market access for Australian wheat in the Malaysian market and for natural rubber in the Australian market provided that the Papua New Guinea natural rubber crop is absorbed. The Agreement also assures Malaysia that Australian tariff or import licensing treatment of natural rubber will be the same as for synthetic rubber.

Pacific

New Zealand — The New Zealand Australia Free Trade Agreement (NAFTA), signed in 1965, came into force on 1 January 1966 and formally established a free trade area between Australia and New Zealand. However, complete free trade was not thereby achieved. The Agreement provides for free trade only in certain scheduled goods. Provision is made for additions to the free trade schedule. It also provides, in respect of

non-scheduled goods, for the two governments to agree on special measures (including the remission or reduction of duties) beneficial to the trade and development of each country.

Following the termination in early 1973 of the trade agreements which they had with Britain, Australia and New Zealand entered into an interim arrangement on tariffs and tariff preferences on 7 May 1973. This has been replaced by a new Agreement which came into effect on 1 December 1977 and allows for the continuation of the contractual right of both countries to margins of preferences in each others' markets.

Papua New Guinea — The Papua New Guinea Australia Trade and Commercial Relations Agreement (PATCRA) which came into force in 1977 provides, *inter alia*, that subject to certain exceptions, trade between Australia and Papua New Guinea shall be free of duties and other restrictions.

Americas

Canada — signed 1960. Provides for each country to give the other tariff preferences on specific goods and for the exchange of preferences in each country's tariff derived from the preferential agreements each had with Britain. The termination of these agreements with Britain created a need for Canada and Australia to review their own preferential trading arrangements. An Exchange of Letters governing the future operation of the 1960 Agreement was signed on 25 October 1973. The Exchange provides for a continuation of the tariff preferences, but on a more flexible basis, with some other modifications of provisions of the 1960 Agreement, particularly those relating to indirect shipment of goods and to anti-dumping procedures.

Brazil — signed 1978. The Agreement represented a significant development in strengthening trade and economic links between Australia and Brazil. It basically confirms GATT rights and obligations and emphasises industrial co-operation including investment. A significant feature is the ten year initial life of the Agreement to cover long-term commodity contracts. It also establishes a Joint Consultative Committee.

Europe

East Europe — The development of Australia's trade relations with the countries of East Europe began as part of a policy of market diversification away from West Europe in the mid-1960s.

Formal trade agreements Australia has signed with the German Democratic Republic, Hungary, Bulgaria (all in 1974), Romania (in 1975), and Poland (in 1978 — supplementary to the earlier 1966 Agreement) are broadly similar in their provisions. They either confirm reciprocal most favoured nation treatment of imports while recognising preferential arrangements or, as in the Trade Agreements with Hungary, Poland, and Romania, acknowledge that trade between Australia and these countries is to be in accordance with the rights and obligations of both countries under the General Agreement on Tariff and Trade. They provide for the encouragement and facilitation of the further development of mutually beneficial trade and economic relations, and express support in principle for the conclusion of relevant international commodity agreements aimed at improving the conditions of international trade in primary products.

There are provisions to encourage and facilitate the development of economic co-operation and the negotiation of long-term commercial contracts between respective enterprises and organisations and the interchange of commercial trade and technical representations, groups, and delegations.

In addition, the Agreements with the German Democratic Republic and Bulgaria provide for the exchange of indicative lists of goods each country is interested in exporting to the other.

The Agreement with the U.S.S.R. (signed 1965) provides for reciprocal most favoured nation treatment of imports and recognised the preferential agreements of both countries. A supplementary Agreement on the Development of Trade and Economic Relations was signed in 1973 and provided, *inter alia*, for encouragement and facilitation of trade between the two countries; encouragement of industrial and technical co-operation; support for international commodity agreements; it also established a Mixed Commission to provide a forum for regular consultations on measures to develop bilateral trade and on bilateral trade problems, and to further the aims of the Agreement.

Mixed Commissions are also established by these Agreements to provide a forum for regular bilateral discussions on trade development and trade related issues and problems. Other Bilateral Trade Agreements are in force with Yugoslavia, signed 1970, Czechoslovakia, signed 1972. A protocol (to the Trade Agreement with the German Democratic Republic) on Industrial and Technical Co-operation was signed in Berlin in 1977.

Switzerland — signed 1938. Provides, *inter alia*, for most favoured nation treatment in the Customs Tariff of each country; for reduction in import duties on certain goods by each country and minimum annual quotas for several Australian primary products exported to Switzerland.

Middle East

Bahrain — The Agreement on Trade, Economic, and Technical Co-operation was signed in May 1979. The Agreement expresses the intention of the two Governments to develop and expand trade and economic relations by the establishment of a Joint Committee, the facilitation of joint ventures in the two countries, and encouraging the exchange of technology and technical expertise between commercial enterprises.

Iraq — The Agreement on Trade, Economic, and Technical Co-operation was signed in March 1980. The Agreement provides, *inter alia*, for the exchange of most favoured nation treatment between Australia and Iraq, encouragement to the negotiation of commercial contracts between relevant organisations and commercial enterprises, and the establishment of a Joint Governmental Commission.

Saudi Arabia — The Agreement on Economic and Technical Co-operation was signed in March 1980 and provides for the facilitation of joint ventures in each country, encouraging the exchange of scientific and technological research, and the establishment of a Joint Commission.

Iran — signed 1974. The Agreement states that the two governments are to take all appropriate measures to facilitate, strengthen, and diversify trade and encourage industrial and technical co-operation; declares the support of both governments for the principle of long-term contracts between organisations and enterprises of the two countries; incorporates schedules of goods each country is interested in exporting to the other; and provides that payments in relation to trade will be in convertible currency. The Agreement also established a committee of representatives to further the aims of the Agreement.

Others

India — signed 1976. The Agreement confirms that trade between the two countries shall be conducted in accordance with the provisions of GATT. It provides for encouragement and co-operation between India and Australia and establishes a Joint Trade Committee to meet annually and review the operation of the Agreement and advance its objectives.

South Africa — signed 1935. Provides for most favoured nation treatment in the Customs Tariff of each country.

Trade services

Trade Commissioner Service

The stimulation of interest abroad in Australia's exports is an important government activity in which the Australian Trade Commissioner Service plays a prominent part. Since the Second World War, the Service has increased steadily; by late 1981 there was an establishment of 180 Trade Commissioners and Assistant Trade Commissioners in Australia and at 53 posts in 46 countries.

Trade Commissioners are responsible for providing commercial information in their territories in the fields of manufactured goods, rural commodities, resources, energy, and technical and allied services. Particular facilities provided for Australian exporters and export organisations include: surveying market prospects; advising on selling and advertising methods; arranging introductions with buyers and agents; providing reports on the standing of overseas firms; advising and assisting business visitors; helping to organise and carry through trade missions, trade displays, newspaper supplements, and other

promotion and publicity media; providing information on import duties, import licensing, economic conditions, quarantine and sanitary requirements, and other factors affecting the entry and sale of goods and services; and helping to attract desirable investment.

In some countries Trade Commissioners also participate in inter-governmental negotiations in the resources and commercial fields. In certain countries where there is no diplomatic or consular mission, Trade Commissioners are called upon to act as the Australian Government representative.

Trade Commissioners, Assistant Trade Commissioners, and Trainee Trade Commissioners are drawn from both private enterprise and the public service. Applications for entry are invited periodically by public advertisement. Recruitment is generally at the Trainee Trade Commissioner and Assistant Trade Commissioner level and officers are promoted to higher grades or to Trade Commissioner as experience and performance warrant. In the majority of posts the Trade Commissioner is supported by an Assistant Trade Commissioner and, in many cases, also by another Trade Commissioner.

The Trade Commissioner Service is administered by the Department of Trade and Resources (as distinct from the diplomatic and consular services administered by the Department of Foreign Affairs), but in countries where there is an Australian diplomatic or consular mission it is the practice for Trade Commissioners to be attached to that mission and to hold an appropriate diplomatic or consular rank — Minister (Commercial), Counsellor (Commercial), or First or Second Secretary (Commercial).

The countries where Australian Trade Commissioner posts are located are shown in the following list: (except where indicated the missions are located in capital cities only). Algeria; Argentina; Austria; Bahrain; Belgium; Brazil (Rio de Janeiro); Britain; Canada (Vancouver, Toronto, Ottawa); China, People's Republic of; Egypt, Arab Republic of; Fiji; France; Germany, Federal Republic of; Greece; Hong Kong; India; Indonesia; Iran; Iraq; Israel; Italy (Rome, Milan); Japan (Tokyo, Osaka); Kenya; Korea, Republic of; Kuwait; Malaysia; Mexico; Netherlands; New Zealand (Wellington, Auckland); Papua New Guinea; Philippines; Poland; Saudi Arabia (Jeddah); Singapore; South Africa (Johannesburg); Spain; Sweden; Switzerland (Geneva); Thailand; United Arab Emirates (Abu Dhabi); United States of America (Washington DC, Chicago, Los Angeles, San Francisco, New York); U.S.S.R.; Venezuela; and Yugoslavia, Socialist Federal Republic of.

Full details of the Australian Trade Commissioner posts are available from the Department of Trade and Resources, Canberra.

Australian Trade Correspondents and Marketing Officers

Detached Australian Trade Correspondents and Marketing Officers supplement the work of the Trade Commissioner in whose territory they are located. Correspondents are situated in various locations throughout the world.

Further reference: *Victorian Year Book* 1981, pp. 427-30

Victoria's business representation overseas

The State of Victoria is represented overseas by an Agent-General's office in London, a Victorian Government office in Tokyo, and Victoria Promotion Committee offices in London, Milan, Munich, New York, and Paris.

The Tokyo office is administered by the Department of the Premier and serves Japan, the People's Republic of China, South Korea, Hong Kong, and the Philippines. The other offices are administered by the Victoria Promotion Committee which has two committees, one located in Melbourne and the other in London. Both committees comprise leading members of the business community and representation from the Victorian Government. Currently, their activities centre around attracting overseas industries and capital to Victoria and the linking of overseas and local interests in joint ventures, technological expertise, and licensing agreements, etc.

In various ways, all the overseas offices direct their efforts to attract investment into Victoria and to promote communication and trade with other countries. Consequently, the overseas offices maintain direct liaison with a number of government departments and other organisations. For instance, the Ministry for Economic Development, and the Victorian Development Corporation co-operate to provide comprehensive information to

overseas inquiries. Some of these include such topics as the extent of investment opportunities in Victoria, economic analyses of industrial and commercial proposals, detailed submissions on industrial locations, and promoting generally the overseas use of Victorian expertise and skills.

Victorian Government officers organise and conduct overseas promotional projects and displays to maintain an awareness of the export potential of the State. Assistance is provided to co-ordinate and service incoming and outgoing overseas trade missions and group visits.

The Victorian Government also maintains up-to-date information on interstate and overseas channels of distribution and marketing of commercial intelligence, undertakes market surveys, and identifies areas of comparative advantage for Victorian products.

The overseas offices handle inquiries relating to contracts and tenders, and from overseas organisations wishing to obtain a wide range of goods and services. Where practicable, these inquiries are directed to Victorian manufacturers or suppliers.

Further references: Victoria's pattern of trade, *Victorian Year Book* 1964, pp. 781-5; Export Payments Insurance Corporation, 1975, pp. 531-2; Historical background, 1977, pp. 527-8; World Trade Centre, Melbourne, 1980, pp. 431-2; Industries Assistance Commission, 1981, pp. 423-4; Temporary Assistance Authority, 1981, p. 424

EXTERNAL TRADE STATISTICS

Collection and presentation of statistics

Source of data

Overseas trade statistics are compiled by the Australian Bureau of Statistics from documentation submitted by exporters or importers or their agents to the Bureau of Customs as required by the Customs Act.

Scope of the statistics

The statistics presented in the following tables are recorded on a general trade basis, i.e., total exports include both Australian produce and re-exports, and total imports comprise goods entered directly for domestic consumption together with goods imported into Customs warehouses.

Exports of Australian produce are goods, materials, or articles which have been produced, manufactured, or partly manufactured in Australia.

Re-exports are goods, materials, or articles originally imported which are exported either in the same condition in which they were imported or after undergoing repair or minor operations which leave them essentially unchanged.

Total exports are the aggregate of exports of Australian produce and re-exports.

The statistics are not confined to goods which are the subject of a commercial transaction; generally, all goods imported into or exported from Australia are recorded. Among the items included are exports and imports on governments' accounts, including defence equipment. For exports, the value recorded for each item includes the value of the outside package or covering in which the goods were exported. Since 1 July 1976, the recorded value of imports also includes the value of the outside package.

State statistics

From 1 July 1978, State statistics for exports comprise State of origin and State of final shipment. State of origin is defined as the State in which the final stage of production or manufacture occurs. Previously, State was defined as the State in which the export document was lodged with the Bureau of Customs. Because of this change, figures from 1 July 1978 are not directly comparable with those for previous periods.

For imports, the State is that in which the import entry was lodged with the Bureau of Customs.

Statistical period

Exports and imports are recorded statistically in the month in which the documentation is processed. Normally this is within a few days of shipment or discharge of cargo. However, delays may occur in the processing of documentation, and in some cases the documentation may be cleared prior to discharge or shipment of cargo.

*Valuation**Exports*

Goods sold to overseas buyers before export are valued at the free on board (f.o.b.) Australian port of shipment equivalent of the actual price paid to the exporter. Goods shipped on consignment are valued at the f.o.b. Australian port of shipment equivalent of the current price offering for similar goods of Australian origin in the principal markets of the country to which they are dispatched for sale. The value of outside packages is included.

Imports

The recorded value is the value for duty for Customs purposes. On 1 July 1976, Australia adopted the internationally recognised Brussels Definition of Value (BDV) on a f.o.b. basis (i.e., charges and expenses involved in delivering the goods from the place of exportation to the place of introduction in Australia, are excluded). The value for duty is based on the normal price, i.e., the price the goods would fetch at the time when duty becomes payable on a sale in the open market between a buyer and a seller independent of each other.

Merchandise and non-merchandise trade

Total trade is divided into merchandise and non-merchandise trade in accordance with international standards recommended by the United Nations. Merchandise trade is the equivalent of total exports or imports less certain items specified as non-merchandise. Complete descriptions of commodities classified as non-merchandise are contained in the *Australian Export and Import Commodity Classifications* (1203.0, 1204.0) published by the Australian Bureau of Statistics.

Country

A country is defined as a geographical entity which trades, or has the potential to trade, with Australia in accordance with Australian Customs provisions. For exports, "country" refers to the country to which the goods were consigned at the time of export. Where the country of consignment is not determined at the time of export, goods are recorded as exported "For orders" and in those cases where it was found to be impossible to determine the destination, as "Destination unknown". For imports, "country" refers to the country of origin of the goods which is defined as the country of production for Customs purposes.

Commodity classification

Exports and imports are classified according to the Australian Export Commodity Classification (AECC) and the Australian Import Commodity Classification (AICC) which from 1 July 1978 have been based on the second revision of the Standard International Trade Classification.

Overseas trade statistics

**VICTORIA—OVERSEAS TRADE: RECORDED VALUES OF IMPORTS
INTO, AND EXPORTS FROM, VICTORIAN PORTS
(\$'000)**

Year	Imports	Exports			Excess of imports
		Australian produce	Re-exports	Total	
1975-76	2,875,342	1,752,502	65,742	1,818,244	1,057,098
1976-77	3,665,917	2,131,432	84,803	2,216,235	1,449,682
1977-78	3,855,619	2,421,256	84,512	2,505,768	1,349,851
1978-79	4,693,631	3,129,109	125,473	3,254,582	1,439,049
1979-80	5,506,400	4,320,622	212,628	4,533,250	973,150

AUSTRALIA AND VICTORIA—VALUE OF AUSTRALIAN TRADE
AND PROPORTION HANDLED AT VICTORIAN PORTS

Year	Australian trade			Proportion of Australian trade handled at Victorian ports		
	Imports	Exports	Total	Imports	Exports	Total
	\$'000	\$'000	\$'000	per cent	per cent	per cent
1975-76	8,240,187	9,600,748	17,840,935	34.9	18.9	26.3
1976-77	10,410,617	11,646,412	22,057,029	35.2	19.0	26.7
1977-78	11,166,553	12,269,530	23,436,083	34.5	20.4	27.1
1978-79	13,751,845	14,242,747	27,994,592	34.1	22.9	28.4
1979-80	16,217,505	18,870,079	35,087,584	34.0	24.0	28.6

Classification of overseas imports and exports

The value of trade according to Australian Import Commodity Classification (AICC) and Australian Export Commodity Classification (AECC) classifications is shown in the following table for the years 1978-79 and 1979-80:

VICTORIA—CLASSIFICATION OF OVERSEAS IMPORTS AND EXPORTS
(\$'000)

Division number	Description	Imports		Exports (a)	
		1978-79	1979-80	1978-79	1979-80
00	Live animals chiefly for food	5,658	8,641	11,058	26,070
01	Meat and meat preparations	856	1,507	357,949	322,802
02	Dairy products and birds' eggs	12,818	16,762	167,379	215,434
03	Fish, crustaceans, and molluscs	37,665	48,622	11,355	18,364
04	Cereals and cereal preparations	6,270	6,337	233,922	768,259
05	Vegetables and fruit	32,601	41,542	98,671	126,738
06	Sugar, sugar preparations, and honey	4,264	3,698	1,993	3,592
07	Coffee, tea, cocoa, spices, and manufactures thereof	91,738	128,795	17,090	17,301
08	Feeding stuff for animals (not including unmilled cereals)	4,481	6,627	16,295	6,439
09	Miscellaneous edible products and preparations	6,467	7,133	2,992	3,067
11	Beverages	20,156	16,223	6,450	10,563
12	Tobacco and tobacco manufactures	17,200	20,047	1,153	3,154
21	Hides, skins, and fur skins, raw	2,078	2,495	142,297	148,582
22	Oil seeds and oleaginous fruit	869	2,686	920	2,915
23	Crude rubber (including synthetic and reclaimed)	38,095	50,037	2,045	2,024
24	Cork and wood	35,392	46,034	578	1,413
25	Pulp and waste paper	22,223	26,420	443	1,042
26	Textile fibres and their wastes	42,648	53,023	462,330	469,045
27	Crude fertilisers and crude minerals (excluding coal, petroleum, and precious stones)	38,913	39,244	910	1,840
28	Metalliferous ores and metal scrap	1,110	3,134	37,754	32,134
29	Crude animal and vegetable materials n.e.s.	11,270	14,561	9,242	12,296
32	Coal, coke, and briquettes	248	427	3,317	5,888
33	Petroleum, petroleum products, and related materials	106,532	158,301	173,866	244,518
34	Gas, natural and manufactured	41	73	(b)	(b)
41	Animal oils and fats	467	339	35,513	29,023
42	Fixed vegetable oils and fats	21,453	24,910	560	524
43	Animal and vegetable oils and fats, processed, and waxes of animal or vegetable origin	5,207	7,428	3,664	3,252
51	Organic chemicals	117,571	195,024	13,078	21,623
52	Inorganic chemicals	27,713	35,889	12,075	16,505
53	Dyeing, tanning, and colouring materials	30,173	39,867	4,819	8,474
54	Medicinal and pharmaceutical products	33,678	46,470	23,649	24,232

VICTORIA—CLASSIFICATION OF OVERSEAS IMPORTS AND EXPORTS—*Continued*
(\$'000)

Division number	Description	Imports		Exports (a)	
		1978-79	1979-80	1978-79	1979-80
55	Essential oils and perfume materials; toilet, polishing, and cleansing preparations	12,568	17,266	3,512	4,370
56	Fertilisers, manufactured	4,079	7,834	44	214
57	Explosives and pyrotechnic products	4,573	5,517	1,763	2,474
58	Artificial resins and plastic materials, and cellulose esters and ethers	133,052	179,773	39,864	45,961
59	Chemical materials and products, n.e.s.	66,217	86,287	28,329	34,784
61	Leather, leather manufactures, n.e.s., and dressed fur skins	18,646	22,969	6,979	6,985
62	Rubber manufactures, n.e.s.	46,456	60,615	3,145	5,932
63	Cork and wood manufactures (excluding furniture)	19,525	24,572	924	997
64	Paper, paperboard, and articles of paper pulp, of paper or of paperboard	118,142	149,350	8,996	18,720
65	Textile yarn, fabrics, made-up articles, n.e.s., and related products	381,691	436,648	26,420	30,834
66	Non-metallic mineral manufactures, n.e.s.	83,974	105,301	15,029	16,415
67	Iron and steel	112,469	136,391	48,174	52,615
68	Non-ferrous metals	24,896	33,986	73,587	93,551
69	Manufactures of metal, n.e.s.	152,683	179,098	50,589	62,996
71	Power generating machinery and equipment	193,451	193,790	8,711	13,136
72	Machinery specialised for particular industries	284,106	319,814	41,389	54,960
73	Metalworking machinery	67,841	59,774	5,210	6,723
74	General industrial machinery and equipment, n.e.s. and machine parts n.e.s.	285,288	327,091	35,429	44,020
75	Office machines and automatic data processing equipment	77,961	77,625	8,896	8,212
76	Telecommunications and sound recording and reproducing apparatus and equipment	117,970	138,659	8,852	12,137
77	Electrical machinery, apparatus, and appliances, n.e.s. and electrical parts thereof	242,771	277,908	21,659	26,115
78	Road vehicles (including air cushion vehicles)	592,817	577,108	83,138	100,559
79	Other transport equipment	136,804	97,668	26,544	58,732
81	Sanitary, plumbing, heating, and lighting fixtures and fittings, n.e.s.	13,329	16,757	784	1,069
82	Furniture and parts thereof	24,473	28,487	1,489	1,951
83	Travel goods, handbags, and similar containers	13,186	17,445	66	111
84	Articles of apparel and clothing accessories	120,814	121,222	6,462	10,806
85	Footwear	42,255	50,383	1,422	1,879
87	Professional, scientific, and controlling instruments and apparatus, n.e.s.	94,590	107,625	20,803	32,291
88	Photographic apparatus, equipment, and supplies, and optical goods, n.e.s.; watches and clocks	114,106	136,162	34,388	47,677
89	Miscellaneous manufactured articles, n.e.s.	227,623	281,755	25,514	40,387
9A	Commodities and transactions of merchandise trade, n.e.c.	65,063	98,239	(c)187,490	(c)359,982
	Total merchandise	4,669,273	5,425,415	2,678,970	3,744,708
9B	Commodities and transactions not included in merchandise trade	24,358	80,985	29,195	38,224
	Total	4,693,631	5,506,400	2,708,165	3,782,932

(a) State of origin. For further information dealing with State statistics, refer page 412.

(b) Included in Division 9A.

(c) Includes Division 34.

Trade with overseas countries

The value of trade with overseas countries for the years 1977-78 to 1979-80 is shown in the following table:

**VICTORIA—OVERSEAS IMPORTS AND EXPORTS: COUNTRIES OF
ORIGIN AND CONSIGNMENT
(\$'000)**

Country	Imports			Exports		
	1977-78	1978-79	1979-80	1977-78	1978-79 (a)	1979-80 (a)
Arab Republic of Egypt	39	28	24	56,593	68,243	143,143
Belgium-Luxembourg	41,312	38,022	48,029	15,498	14,503	20,059
Brazil	13,189	16,700	22,257	12,603	6,388	8,039
Canada	76,718	103,779	144,246	43,427	46,135	51,543
China—						
Excluding Taiwan						
Province	37,457	52,601	74,580	96,064	53,700	217,983
Taiwan Province only	98,935	139,313	183,766	40,684	50,584	56,405
Denmark	12,859	17,181	21,773	3,526	3,046	4,376
Fiji	3,011	2,700	4,014	24,693	38,192	67,092
Finland	18,146	22,556	43,678	1,516	1,511	1,547
France	67,066	103,238	120,299	70,167	75,271	99,900
Germany, Federal						
Republic of	336,487	451,758	444,030	85,635	82,825	68,603
Hong Kong	101,791	130,625	155,335	53,398	75,971	85,385
India	35,354	38,910	45,139	14,683	36,506	31,870
Indonesia	30,653	33,511	32,585	34,881	45,685	69,751
Iran	1,747	2,271	5,007	61,199	14,032	33,840
Italy	92,706	122,096	148,529	57,879	65,257	71,682
Japan	703,398	798,105	796,565	524,156	535,138	750,269
Korea, Republic of	58,081	62,870	65,947	56,393	82,048	52,676
Kuwait	21,375	7,895	28,160	7,690	10,031	17,410
Malaysia	47,871	59,308	68,254	51,026	49,512	53,695
Nauru, Republic of	4,025	10,952	13,144	10,937	8,486	15,381
Netherlands	77,300	66,955	84,315	19,017	25,716	31,017
New Zealand	148,951	171,055	211,171	223,664	289,680	316,729
Pakistan	2,608	5,134	5,668	5,896	4,968	18,078
Papua New Guinea	40,049	29,979	45,387	59,613	72,729	95,114
Philippines	22,158	30,138	28,612	40,659	49,256	59,475
Poland	2,595	3,707	4,342	22,056	19,495	20,549
Saudi Arabia	35,563	14,785	20,287	43,312	59,924	80,513
Singapore	55,377	62,057	114,238	67,515	64,756	102,505
South Africa	20,131	25,676	37,644	17,550	19,810	17,676
Spain	16,722	19,025	19,786	17,432	7,911	9,139
Sweden	61,785	100,768	121,769	13,701	8,165	11,469
Switzerland	47,524	69,499	57,075	4,415	4,861	3,984
Thailand	10,495	12,680	19,454	21,887	30,220	43,515
United Kingdom	524,879	606,123	673,465	88,057	88,367	129,546
United States of America	834,757	1,086,714	1,351,825	232,327	289,950	294,273
U.S.S.R.	1,999	1,852	57,789	75,875	80,318	313,392
Yugoslavia	2,340	2,811	3,741	24,915	27,611	23,673
Other and unknown	r148,166	r170,254	184,471	r205,229	r201,364	291,636
Total	3,855,619	4,693,631	5,506,400	2,505,768	2,708,165	3,782,932

(a) State of origin. For further information dealing with State statistics, refer page 412.

Interstate trade statistics

Statistics of trade between Victoria and other Australian States are incomplete and relate mainly to seaborne trade. Although a substantial quantity of freight is carried by road and rail transport between Victoria and neighbouring States, no details of this traffic are available. A small tonnage of freight is carried interstate by air.

Interstate trade by sea

In terms of quantity, the principal cargoes carried interstate by ship to and from Victorian ports are petroleum and petroleum products, steel, sugar and sugar preparations, and timber. However, there is also a considerable trade in foodstuffs, motor vehicles, and other manufactured goods, particularly through the Port of Melbourne.

Port of Melbourne

Interstate exports during 1979-80 totalled 3,108,646 tonnes. The principal commodities were petroleum products, 991,210 tonnes; miscellaneous manufactures, 731,317 tonnes; transport equipment (including touring passenger cars), 382,204 tonnes; fruit and vegetables, 55,538 tonnes; chemicals, 47,423 tonnes; food preparations, 45,124 tonnes; iron and steel, 43,890 tonnes; and beverages, 38,236 tonnes.

Interstate imports during the same period totalled 3,249,590 tonnes, the principal commodities being iron and steel, 415,794 tonnes; paper and newsprint, 308,594 tonnes; petroleum products, 243,884 tonnes; timber, 229,174 tonnes; gypsum, 219,826 tonnes; raw sugar, 218,224 tonnes; touring passenger cars, 189,594 tonnes; fruit and vegetables, 185,780 tonnes; and chemicals, 150,915 tonnes.

Port of Geelong

Total interstate exports during 1980 amounted to 1,610,538 tonnes, of which petroleum and petroleum products accounted for 1,584,348 tonnes. Total interstate imports for the same period amounted to 423,704 tonnes, and consisted mainly of aluminium, 239,741 tonnes; petroleum and petroleum products, 105,395 tonnes; and steel, 44,193 tonnes.

Trade of Victoria with Western Australia and Tasmania

Details of trade between Victoria and other States are available only for trade with Western Australia and trade with Tasmania.

Western Australia

Exports from Victoria to Western Australia are valued in terms of landed cost (i.e., cost, insurance, and freight [c.i.f.] basis) at port of entry. Imports from Western Australia are valued at the f.o.b. equivalent at the port of shipment of the price at which the goods were sold. The small proportion of goods received by rail is valued at the free on rail (f.o.r.) equivalent.

For 1979-80, the value of exports from Victoria to Western Australia totalled \$1,037.9m. Machinery and transport equipment, \$368.9m; manufactured goods classified chiefly by material, \$207.9m; miscellaneous manufactured articles, \$168.2m; and food and live animals chiefly for food, \$110.3m, were the main types of commodities included in this total.

Imports from Western Australia during the same period were valued at \$168.9m. Crude materials, inedible, except fuels, \$29.9m; manufactured goods classified chiefly by material, \$28.9m; and machinery and transport equipment, \$26.4m were the main types of commodities imported.

Tasmania

Details of trade between Victoria and Tasmania include both air and sea trade. Both exports and imports are valued on an f.o.b. basis. Two changes to trade documentation recording commenced on 1 July 1978 which affected interstate trade figures: see page 412.

For 1978-79, exports by sea and air from Victoria to Tasmania were valued at \$472.4m. Petroleum products, \$89.8m; transport equipment, \$68.0m; clothing and accessories, \$39.3m; and machinery other than electric, \$34.7m, were the main types of commodities exported. The value of tourists' motor vehicles included in the total for 1978-79 was approximately \$42.6m.

Imports from Tasmania during the same period amounted to \$387.6m. Major items for which no figures can be released were confectionery, newsprint, and printing and writing papers. Values for other main imports were timber, \$28.2m; preserved vegetables, \$35.9m; and refined zinc, \$25.3m. The value of tourists' motor vehicles included in the total for 1978-79 was approximately \$42.0m.

Further reference: Customs and excise revenue, *Victorian Year Book 1979*, pp. 418-19

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