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**RETAIL INDUSTRY
COMMODITY SALES
AUSTRALIA
1991-92**

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INQUIRIES

- *for further information about statistics in this publication and the availability of related unpublished statistics, contact Howard Williams on Canberra (06) 252 5631 or any ABS State office.*
 - *for information about other statistics and services please refer to the back page of this publication.*
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INTRODUCTION

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

This publication is the second in a series from the Retail Activity Survey and presents estimates of retail sales of commodities and details of other income for Australia and each State and Territory. Detailed Australian level structural data have already been published in *Retail Industry, Australia, 1991-92* (8622.0), released in May 1994. A number of minor revisions have been made to the estimates of turnover since this first release, however, the impact on aggregates is negligible.

The industry breakdown of commodity sales and other revenue presented in the Australian level tables in this publication will not be published separately for States and Territories, but is available as part of the Retail Census special data service. Inquiries regarding unpublished data from the Retail census program can be made by contacting Howard Williams (phone (06) 252 5631) or by writing to The Director, Retail and Wholesale Section, Australian Bureau of Statistics P.O. Box 10 Belconnen ACT 2616.

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

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

The Retail Activity Survey differs in scope and coverage to the Retail and Services Census, the results of which were released in late 1993 and early 1994 in the series of publications *Retailing in Australia/States* (Catalogue No's 8623.0-8). This means that estimates from both collections will not necessarily agree. The most significant differences are:

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

The Explanatory Notes section on Page 34 of this publication provides a more detailed explanation of the points raised above.

COMPONENTS OF RETAIL INDUSTRY TURNOVER

During 1991-92 the Australian retail industry generated more than \$114 billion in turnover. Almost 89 per cent (\$101.3 billion) of this total consisted of retail sales, that is, sales to households.

The retail industry also generated \$4.9 billion in wholesale sales (sales to businesses), \$7.3 billion in service income (such as income from repairs to goods and takings from meals) and \$718 million in other revenue.

CHART1. RETAIL INDUSTRY: COMPONENTS OF TURNOVER, AUSTRALIA, 1991-92



Retail Sales

\$34.7 billion spent on food and groceries

Of the \$101.3 billion in Retail sales in Australia during 1991-92, there was about \$34.7 billion spent on Food and groceries. This represented almost \$2,000 per head of population. The major item in this commodity group was Food groceries with sales of \$11.6 billion, while almost \$4.3 billion was spent on Takeaway food and more than \$3 billion on each of Fresh meat and poultry, Non-food groceries and Fresh fruit and vegetables.

Motor vehicles and associated goods the next largest group

The next largest commodity group was Motor vehicles and associated goods for which sales of just over \$26 billion were recorded. Within this group, Petrol, oils and LPG accounted for \$8.8 billion, while New cars and passenger vans sales realised almost \$8 billion and Used cars and passenger vans about \$6.8 billion.

About \$17 billion, or 15 per cent of retail industry turnover, was spent on Personal and other goods, including \$3.7 billion on books and newspapers and \$3.2 billion on cosmetics and toiletries.

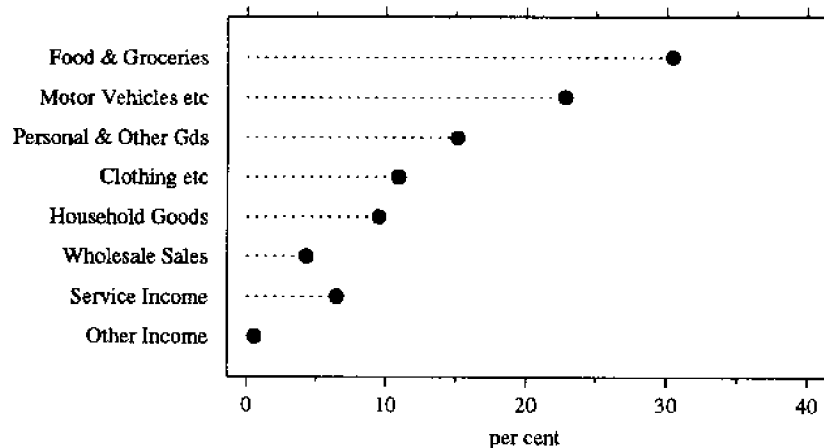
Wholesale Sales

The \$4.9 billion in wholesale sales was mainly generated in Motor vehicle retailing and services (ANZSIC Subdivision 53) with almost \$1.3 billion in fleet sales of motor vehicles and about \$1.1 billion in sales of new parts and accessories. There were also a range of other goods sold to businesses (wholesale sales) by outlets outside the Motor vehicle retailing and services subdivision. These wholesale sales (tabulated as "Other wholesale sales ") amounted to almost \$940 million during 1991-92. Those industries where significant other wholesale sales occurred were Motor cycle dealing, Domestic hardware and houseware retailing and Clothing retailing.

Service Income

The retail industry generated almost \$7.4 billion in service income during 1991-92. Again this was predominantly in the motor vehicle industries with more than \$2 billion in smash repairing income and \$3.4 billion in other motor vehicle repair and services. Other industries that recorded significant service income included Household equipment repair services (\$262 million), Domestic hardware and houseware retailing (\$97.6 million) and Department stores (\$96.1 million).

CHART 2. RETAIL INDUSTRY: MAJOR COMMODITY GROUPS AND OTHER REVENUE, PROPORTION OF TURNOVER, AUSTRALIA, 1991-92



Tabular Presentation of Data

The tables included in this publication provide breakdowns of these four components of turnover in various ways.

Table 1 simply shows the components classified by industry (ANZSIC class). Table 2 provides a summary of commodity sales and other revenue for Australia while Tables 3 and 4 cross classify the components by both industry and commodity. Table 3 presents the value of sales of each commodity split by the relevant industry class whereas Table 4 presents the data in reverse, that is total sales for each industry split by commodity.

Broad details of commodity sales and other revenue for each State and Territory are shown in Table 6.

COMPARISONS WITH 1985-86

Direct comparisons with the 1985-86 Retail Census are not possible because of differences in scope and coverage and because a revised industry classification was used. However, with sales of motor vehicles and associated goods excluded from both series, broad comparisons are considered feasible, and it is on this basis that commodity shares of retail sales are examined here.

Similar shares to 1985-86

Generally, commodity shares of Retail sales recorded in 1991-92 were very similar to those recorded in 1985-86. Chart 3 below shows that for the major commodity groups, relatively more was spent on Personal and other goods during 1991-92 over 1985-86, while less was spent on Clothing, footwear and fabrics and Household goods. Food and Groceries represented about the same proportion of retail sales for the two periods.

Looking at individual commodities, the most significant variation was in sales of Cosmetics, toiletries and perfumes. Sales of more than \$3.2 billion in 1991-92 represented 4.4 per cent of total retail sales (excluding sales of motor vehicles and associated goods), compared to only a 2.6 per cent share of sales for this item in 1985-86.

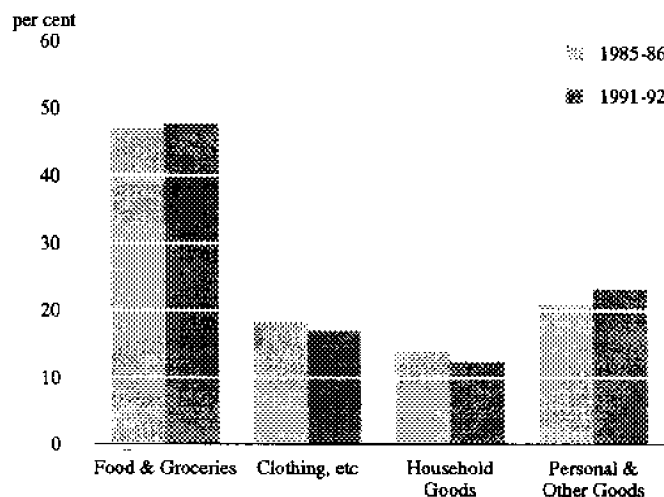
Other commodities to increase their share of retail turnover over the six year period included Fresh fruit and vegetables (3.6% to 4.1%), Newspapers, books and stationery (4.7% to 5.1%) and Cigarettes and tobacco (2.8% to 3.1%).

Fresh meat and poultry contribution declined

Commodities which recorded the largest decreases in their share of retail sales between 1985-86 and 1991-92 were Fresh meat and poultry which declined from a 5.9 per cent share to only 4.7 per cent and Furniture from 3.8 per cent to 3.1 per cent.

Comparisons of individual commodities are presented in Table 5 of this publication.

CHART 3. MAJOR COMMODITY GROUPS: PERCENTAGE CONTRIBUTION TO RETAIL SALES^(a), AUSTRALIA, 1985-86 AND 1991-92



(a) Sale of motor vehicles and associated goods are excluded for this comparison.

COMMODITY SALES IN THE STATES AND TERRITORIES

Across States and Territories there was little variation in the relative contributions to total industry turnover in the five major commodity groups within the retail sales category.

Relatively more spent on Food and groceries in the NT

The most significant variation occurred in the share Food and groceries had of retail turnover in the Northern Territory. The \$412 million spent on Food and groceries in the Northern Territory during 1991-92 represented over 41 per cent of total turnover. This was significantly greater than the national average of 30.4 per cent.

Proportionally, less was spent on Clothing, footwear and fabrics and Motor vehicles and associated goods in the Northern Territory compared to the national average.

In Queensland the proportion of retail turnover spent on Motor vehicles and associated goods during 1991-92 (25.0%) was above the national average of 23.0 per cent. At the same time, Queensland recorded proportionally less than the national average on Personal and other goods.

CHART 4. SALES OF FOOD AND GROCERIES: PROPORTION OF RETAIL INDUSTRY TURNOVER, BY STATE, 1991-92

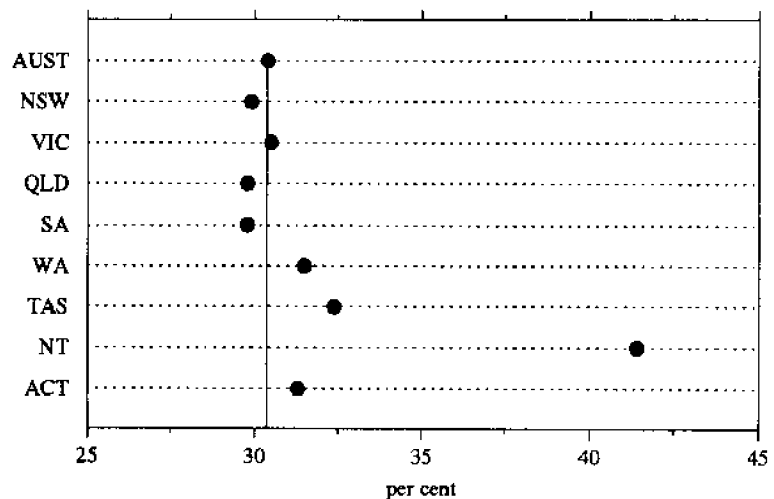


TABLE 1. RETAIL INDUSTRY: COMPONENTS OF TURNOVER BY ANZSIC CLASS, AUSTRALIA, 1991-92

ANZSIC Code	Descriptor	Retail sales		Wholesale Sales	Service Income	Commission Income	Rent, Leasing and hiring income	Turnover
		\$m	% of turnover					
5110	Supermarkets and grocery stores	25,018.7	99.0	*36.5	197.9	9.2	16.9	25,279.3
5121	Fresh meat, fish and poultry retailing	2,060.5	96.8	63.2	1.7	0.3	3.8	2,129.5
5122	Fruit & vegetable retailing	1,401.5	94.3	*76.8	1.6	0.2	*6.5	1,486.5
5123	Liquor retailing	1,909.1	99.0	*7.1	6.7	1.0	4.2	1,928.1
5124	Bread & cake retailing	707.2	94.8	33.0	3.6	0.2	2.3	746.3
5125	Takeaway food retailing	3,669.0	92.4	*10.6	171.2	4.6	115.9	3,971.3
—	Milk vending and Specialised food retailing n.e.c (a)	1,260.9	98.8	4.5	*2.9	3.0	*4.9	1,276.2
512	Specialised Food Retailing	11,008.1	95.4	*195.2	187.9	9.3	137.5	11,537.9
5210	Department stores	9,557.7	97.2	17.5	231.3	1.5	21.0	9,829.0
5221	Clothing retailing	5,580.7	97.4	93.3	21.8	7.9	27.2	5,730.8
5222	Footwear retailing	1,113.5	99.4	1.4	3.9	0.6	1.4	1,120.7
5223	Fabrics and other soft good retailing	967.5	98.0	*10.9	5.2	0.2	3.9	987.7
522	Clothing and Soft Good Retailing	7,661.6	97.7	105.5	30.9	8.7	32.5	7,839.2
5231	Furniture retailing	1,739.8	97.9	6.5	24.4	2.4	3.3	1,776.4
5232	Floor covering retailing	839.3	96.4	*8.5	20.9	0.8	*1.3	870.8
5233	Domestic hardware and houseware retailing	2,134.0	90.8	110.9	97.6	3.0	5.8	2,351.3
5234	Domestic appliance retailing	4,016.0	95.6	78.8	71.9	11.5	22.2	4,200.4
5235	Recorded music retailing	345.0	97.8	1.2	*1.8	0.3	4.5	352.8
523	Furniture, Houseware and Appliance Retailing	9,074.2	95.0	205.8	216.6	18.0	37.1	9,551.6
5241	Sport & camping equipment retailing	982.0	96.0	9.0	18.8	3.3	10.1	1,023.1
5242	Toy & game retailing	296.3	99.4	0.7	0.3	0.2	0.5	298.0
5243	Newspaper, book and stationery retailing	3,075.8	96.1	22.2	8.2	88.1	7.8	3,202.0
5244	Photographic equipment retailing	218.6	91.2	*5.4	14.5	1.0	0.2	239.7
5245	Marine equipment retailing	266.8	86.9	0.9	34.0	3.1	2.2	307.0
524	Recreational Good Retailing	4,839.4	95.5	38.2	75.8	95.6	20.8	5,069.8
5251	Pharmaceutical, cosmetic and toiletry retailing	3,837.0	97.2	40.2	47.1	14.8	9.2	3,948.3
5252	Antique and used good retailing	287.6	96.7	*1.7	2.3	3.2	*2.6	297.3
5253	Garden supplies retailing	356.6	95.9	*12.9	0.9	—	*1.4	371.8
5254	Flower retailing	259.1	99.2	*0.5	0.4	0.1	1.1	261.3
5255	Watch & jewellery retailing	1,188.5	95.7	*8.3	40.8	0.3	*3.9	1,241.8
5259	Retailing nec	1,371.8	95.9	20.2	25.6	5.0	7.9	1,430.6
525	Other Personal and Household Good Retailing	7,300.7	96.7	83.8	117.1	23.5	26.1	7,551.2
526	Household equipment repair services	24.3	7.9	16.5	262.0	—	*2.9	305.6
5311	Car retailing	15,010.9	75.7	3,669.4	989.0	126.8	33.3	19,829.5
5312	Motor cycle dealing	448.1	71.5	138.0	39.3	0.7	0.4	626.5
5313	Trailer and caravan dealing	158.1	96.3	*1.1	3.3	0.3	*1.3	164.2
531	Motor Vehicle Retailing	15,617.2	75.7	3,808.6	1,031.6	127.8	35.1	20,620.2
5321	Automotive fuel retailing	9,548.0	92.1	197.1	551.7	31.0	40.5	10,368.3
5322	Automotive electrical services	64.1	16.1	14.1	317.7	0.1	*1.8	397.9
5323	Smash repairing	9.2	0.5	*7.5	2,008.3	1.8	8.1	2,034.9
5324	Tyre retailing	1,449.0	84.5	89.8	173.7	1.0	1.7	1,715.2
5329	Automotive repair and services n.e.c.	113.1	5.2	89.5	1,943.0	2.6	6.8	2,154.9
532	Motor Vehicle Services	11,183.4	67.1	398.0	4,994.4	36.5	58.9	16,671.2
TOTAL RETAIL		101,285.4	88.6	4,905.4	7,345.4	330.2	388.6	114,255.0

(a) Because of small sample sizes ANZSIC Class 5126 Milk vending has been combined with ANZSIC Class 5129 Specialised food retailing nec. * Relative standard error of estimate is greater than 25%

TABLE 2. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE
AUSTRALIA, 1991-92

<i>Item</i>	<i>Sales</i>	<i>Proportion of Turnover</i>
	<i>\$m</i>	<i>%</i>
Retail sales		
Food groceries	11,576.1	10.1
Non-food groceries	3,351.8	2.9
Confectionery	2,188.5	1.9
Fresh meat and poultry	3,456.5	3.0
Fresh fish	233.6	0.2
Fresh fruit and vegetables	3,002.3	2.6
Bread, cakes and pastries	1,909.2	1.7
Takeaway food	4,272.5	3.7
Beer, wine and spirits	2,441.6	2.1
Cigarettes and tobacco	2,252.8	2.0
Total food and groceries	34,684.9	30.4
Men's clothing	2,670.3	2.3
Women's clothing	5,060.9	4.4
Children's clothing	1,042.3	0.9
Footwear	1,730.0	1.5
Fabrics and soft furnishings	1,935.7	1.7
Total clothing, footwear and fabrics	12,439.2	10.9
Furniture	2,284.1	2.0
Floor coverings	899.7	0.8
Domestic appliances	2,283.9	2.0
Electronic entertainment equipment	1,618.5	1.4
Houseware	1,315.7	1.2
Hardware	1,919.2	1.7
Personal computers and accessories	549.3	0.5
Total household goods	10,870.4	9.5
Recorded music	850.5	0.7
Musical instruments	291.7	0.3
Newspapers, books and stationery	3,736.1	3.3
Sporting and camping equipment	1,313.2	1.1
Toys and games	817.3	0.7
Watches, clocks and jewellery	1,235.6	1.1
Prescription drugs and medicines	1,728.1	1.5
Cosmetics, perfumes and toiletries	3,246.3	2.8
Photographic equipment	423.8	0.4
Antiques and used goods	299.3	0.3
Garden supplies and equipment	781.5	0.7
Flowers and florist's supplies	264.3	0.2
Other commodities	1,986.8	1.7
Total personal and other goods	16,974.4	14.9
New motor vehicle parts & accessories (a)	191.5	0.2
Used motor vehicle parts (a)	*0.1	—
Tyres	1,543.0	1.4
Petrol, oils and LPG	8,757.9	7.7
Batteries	133.8	0.1
Motorcycles and accessories	448.7	0.4
Caravans and trailers	157.2	0.1
Boats and marine accessories	270.3	0.2
New cars and passenger vans	7,982.9	7.0
Used cars and passenger vans	6,831.2	6.0
Total motor vehicles and associated goods	26,316.6	23.0
Total Retail sales	101,285.4	88.6

For footnotes see end of table

TABLE 2. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE
AUSTRALIA, 1991-92—continued

<i>Item</i>	<i>Sales</i>	<i>Proportion of Turnover</i>
	<i>\$m</i>	<i>%</i>
Wholesale sales		
Fleet sales of motor vehicles	1,299.6	1.1
Sales of motor vehicles to dealers	805.2	0.7
Other sales of commercial vehicles	727.3	0.6
New motor vehicle parts & accessories (a)	1,110.9	1.0
Used motor vehicle parts (a)	24.8	—
Other wholesale sales	937.6	0.8
Total Wholesale Sales	4,905.4	4.3
Service income		
Meals sold for consumption on the premises	382.2	0.3
Smash repairs	2,099.1	1.8
Automotive electrical services	331.4	0.3
Other motor vehicle repair and services	3,427.0	3.0
Other service income	1,105.8	1.0
Total Service Income	7,345.4	6.4
Commission income		
Commission on motor vehicle sales	44.7	—
Commission on petrol sales	26.8	—
Other commission income	258.6	0.2
Total Commission Income	330.2	0.3
Rent, leasing and hiring income	388.6	0.3
Turnover	114,255.0	100.0

(a) Sales of New and Used motor vehicle parts and accessories by Motor vehicle retailing and services businesses (ANZSIC Subdivision 53) have been treated as Wholesale sales. * Relative standard error of estimate is greater than 25%

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
RETAIL SALES		
Food groceries		
5110 Supermarket and grocery stores	10,796.1	93.3
— Milk vending and Specialised food retailing n.e.c.(a) Other retailers	489.3 290.0	4.2 2.5
<i>Total</i>	<i>11,576.1</i>	<i>100.0</i>
Non-food groceries		
5110 Supermarket and grocery stores	3,197.1	95.4
Other retailers	154.7	4.6
<i>Total</i>	<i>3,351.8</i>	<i>100.0</i>
Confectionery		
5110 Supermarket and grocery stores	1,664.1	76.0
5321 Automotive fuel retailing	149.6	6.8
5210 Department stores	147.4	6.7
— Milk vending and Specialised food retailing n.e.c.(a)	106.8	4.9
5125 Takeaway food retailing	68.1	3.1
Other retailers	52.5	2.5
<i>Total</i>	<i>2,188.5</i>	<i>100.0</i>
Fresh meat and poultry		
5121 Fresh meat, fish and poultry retailing	1,825.2	52.8
5110 Supermarket and grocery stores	1,580.2	45.7
Other retailers	51.1	1.5
<i>Total</i>	<i>3,456.5</i>	<i>100.0</i>
Fresh fish		
5121 Fresh meat, fish and poultry retailing	188.1	80.5
5110 Supermarket and grocery stores	34.8	14.9
5125 Takeaway food retailing	6.9	3.0
Other retailers	3.8	1.6
<i>Total</i>	<i>233.6</i>	<i>100.0</i>
Fresh fruit and vegetables		
5110 Supermarket and grocery stores	1,571.2	52.3
5122 Fruit and vegetable retailing	1,362.8	45.4
Other retailers	68.3	2.3
<i>Total</i>	<i>3,002.3</i>	<i>100.0</i>
Bread, cakes and pastries		
5110 Supermarket and grocery stores	1,071.3	56.1
5124 Bread and cake retailing	688.0	36.0
5125 Takeaway food retailing	81.5	4.3
Other retailers	68.4	3.6
<i>Total</i>	<i>1,909.2</i>	<i>100.0</i>
Takeaway food		
5125 Takeaway food retailing	3,254.4	76.2
5110 Supermarket and grocery stores	629.3	14.7
5321 Automotive fuel retailing	268.6	6.3
Other retailers	120.2	2.8
<i>Total</i>	<i>4,272.5</i>	<i>100.0</i>
Beer, wine and spirits		
5123 Liquor retailing	1,738.3	71.2
5110 Supermarket and grocery stores	659.7	27.0
Other retailers	43.6	1.8
<i>Total</i>	<i>2,441.6</i>	<i>100.0</i>

For footnotes see end of table

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92 — continued

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
Cigarettes and tobacco		
5110 Supermarket and grocery stores	1,239.4	55.0
— Milk vending and specialised food retailing n.e.c.(a)	426.3	18.9
5321 Automotive fuel retailing	324.1	14.4
5125 Takeaway food retailing	104.7	4.6
5123 Liquor retailing	80.0	3.6
Other retailers	78.3	3.5
<i>Total</i>	<i>2,252.8</i>	<i>100.0</i>
Men's clothing		
5221 Clothing retailing	1,537.8	57.6
5210 Department stores	959.2	35.9
5110 Supermarket and grocery stores	113.5	4.3
Other retailers	59.8	2.2
<i>Total</i>	<i>2,670.3</i>	<i>100.0</i>
Women's clothing		
5221 Clothing retailing	2,955.3	58.4
5210 Department stores	1,901.4	37.6
5110 Supermarket and grocery stores	151.5	3.0
Other retailers	52.7	1.0
<i>Total</i>	<i>5,060.9</i>	<i>100.0</i>
Children's clothing		
5210 Department stores	552.2	53.0
5221 Clothing retailing	381.6	36.6
5110 Supermarket and grocery stores	92.3	8.9
Other retailers	16.2	1.5
<i>Total</i>	<i>1,042.3</i>	<i>100.0</i>
Footwear		
5222 Footwear retailing	1,021.2	59.0
5210 Department stores	500.4	28.9
5221 Clothing retailing	109.6	6.3
Other retailers	98.8	5.8
<i>Total</i>	<i>1,730.0</i>	<i>100.0</i>
Fabrics and soft furnishings		
5223 Fabrics and other soft good retailing	936.0	48.4
5210 Department stores	690.1	35.7
5221 Clothing retailing	185.0	9.6
5110 Supermarket and grocery stores	108.6	5.6
Other retailers	16.0	0.7
<i>Total</i>	<i>1,935.7</i>	<i>100.0</i>
Furniture		
5231 Furniture retailing	1,621.7	71.0
5210 Department stores	428.8	18.8
5234 Domestic appliance retailing	141.4	6.2
Other retailers	92.2	4.0
<i>Total</i>	<i>2,284.1</i>	<i>100.0</i>
Floor coverings		
5232 Floor covering retailing	807.0	89.7
5231 Furniture retailing	58.8	6.5
Other retailers	33.9	3.8
<i>Total</i>	<i>899.7</i>	<i>100.0</i>
Domestic appliances		
5234 Domestic appliance retailing	1,640.4	71.8
5210 Department stores	371.8	16.2
Other retailers	271.7	12.0
<i>Total</i>	<i>2,283.9</i>	<i>100.0</i>

For footnotes see end of table

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92 — *continued*

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
Electronic entertainment equipment		
5234 Domestic appliance retailing	1,211.6	74.9
5210 Department stores	312.3	19.3
Other retailers	94.6	5.8
<i>Total</i>	<i>1,618.5</i>	<i>100.0</i>
Houseware		
5210 Department stores	551.3	41.9
5233 Domestic hardware and houseware retailing	384.5	29.2
5110 Supermarket and grocery stores	221.3	16.8
5255 Watch and jewellery retailing	72.9	5.5
Other retailers	85.7	6.6
<i>Total</i>	<i>1,315.7</i>	<i>100.0</i>
Hardware		
5233 Domestic hardware and houseware retailing	1,483.8	77.3
5210 Department stores	278.5	14.5
5110 Supermarket and grocery stores	100.4	5.2
Other retailers	56.5	3.0
<i>Total</i>	<i>1,919.2</i>	<i>100.0</i>
Personal computers and accessories		
5234 Domestic appliance retailing	395.5	72.0
Other retailers	153.8	28.0
<i>Total</i>	<i>549.3</i>	<i>100.0</i>
Recorded music		
5235 Recorded music retailing	315.8	37.1
5234 Domestic appliance retailing	245.6	28.9
5210 Department stores	231.4	27.2
Other retailers	57.7	6.8
<i>Total</i>	<i>850.5</i>	<i>100.0</i>
Musical instruments		
5259 Retailing n.e.c	237.2	81.3
Other retailers	54.5	18.7
<i>Total</i>	<i>291.7</i>	<i>100.0</i>
Newspapers, books and stationery		
5243 Newspaper, book and stationery retailing	2,895.0	77.5
5210 Department stores	353.5	9.5
5110 Supermarket and grocery stores	243.6	6.5
Other retailers	244.0	6.5
<i>Total</i>	<i>3,736.1</i>	<i>100.0</i>
Sporting and camping equipment		
5241 Sport and camping equipment retailing	871.3	66.3
5210 Department stores	314.9	24.0
5221 Clothing retailing	56.6	4.3
5222 Footwear retailing	31.9	2.4
Other retailers	38.5	3.0
<i>Total</i>	<i>1,313.2</i>	<i>100.0</i>
Toys and games		
5210 Department stores	363.6	44.5
5242 Toy and game retailing	260.8	31.9
5110 Supermarket and grocery stores	103.0	12.6
Other retailers	89.9	11.0
<i>Total</i>	<i>817.3</i>	<i>100.0</i>

For footnotes see end of table

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92 — *continued*

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
Watches, clocks and jewellery		
5255 Watch and jewellery retailing	1,070.0	86.6
5210 Department stores	106.1	8.6
Other retailers	59.5	4.8
<i>Total</i>	<i>1,235.6</i>	<i>100.0</i>
Prescription drugs and medicines		
5251 Pharmaceutical, cosmetic and toiletry retailing	1,722.2	99.7
Other retailers	5.9	0.3
<i>Total</i>	<i>1,728.1</i>	<i>100.0</i>
Cosmetics, perfumes and toiletries		
5251 Pharmaceutical, cosmetic and toiletry retailing	1,799.6	55.5
5110 Supermarket and grocery stores	744.8	22.9
5210 Department stores	562.0	17.3
Other retailers	139.9	4.3
<i>Total</i>	<i>3,246.3</i>	<i>100.0</i>
Photographic equipment		
5244 Photographic equipment retailing	203.0	47.9
5251 Pharmaceutical, cosmetic and toiletry retailing	97.7	23.1
5210 Department stores	83.3	19.6
5234 Domestic appliance retailing	20.6	4.9
Other retailers	19.2	4.5
<i>Total</i>	<i>423.8</i>	<i>100.0</i>
Antiques and used goods		
5252 Antique and used good retailing	266.1	88.9
5241 Sport and camping equipment retailing	17.3	5.8
Other retailers	15.9	5.3
<i>Total</i>	<i>299.3</i>	<i>100.0</i>
Garden supplies and equipment		
5253 Garden supplies retailing	350.1	44.8
5210 Department stores	181.8	23.3
5110 Supermarket and grocery stores	130.3	16.7
5233 Domestic hardware and houseware retailing	95.5	12.2
Other retailers	23.8	3.0
<i>Total</i>	<i>781.5</i>	<i>100.0</i>
Flowers and florists' supplies		
5254 Flower retailing	253.7	96.0
Other retailers	10.6	4.0
<i>Total</i>	<i>264.3</i>	<i>100.0</i>
Motor vehicles and associated goods		
New motor vehicle parts and accessories(h)		
5210 Department stores	n.p.	n.p.
5233 Domestic hardware and houseware retailing	n.p.	n.p.
5234 Domestic appliance retailing	n.p.	n.p.
Other retailers	9.6	5.0
<i>Total</i>	<i>191.5</i>	<i>100.0</i>
Used motor vehicle parts		
5321 Automotive fuel retailing	0.1	100.0
<i>Total</i>	<i>0.1</i>	<i>100.0</i>
Tyres		
5324 Tyre retailing	1,389.9	90.1
5321 Automotive fuel retailing	127.9	8.3
Other retailers	25.2	1.6
<i>Total</i>	<i>1,543.0</i>	<i>100.0</i>

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92 — *continued*

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
For footnotes see end of table		
Batteries		
5322 Automotive electrical services	56.4	42.2
5321 Automotive fuel retailing	24.7	18.4
5324 Tyre retailing	22.3	16.7
Other retailers	30.4	22.7
<i>Total</i>	<i>133.8</i>	<i>100.0</i>
Petrol, oils and LPG		
5321 Automotive fuel retailing	8,343.4	95.3
5311 Car retailing	184.3	2.1
Other retailers	230.2	2.6
<i>Total</i>	<i>8,757.9</i>	<i>100.0</i>
Motorcycles and accessories		
5312 Motor cycle dealing	418.4	93.2
5311 Car retailing	11.8	2.6
Other retailers	18.5	4.2
<i>Total</i>	<i>448.7</i>	<i>100.0</i>
Caravans and trailers		
5313 Trailer and caravan dealing	153.4	97.6
Other retailers	3.8	2.4
<i>Total</i>	<i>157.2</i>	<i>100.0</i>
Boats and marine accessories		
5245 Marine equipment retailing	260.3	96.3
Other retailers	10.0	3.7
<i>Total</i>	<i>270.3</i>	<i>100.0</i>
New cars and passenger vans		
5311 Car retailing	7,960.0	99.7
Other retailers	22.9	0.3
<i>Total</i>	<i>7,982.9</i>	<i>100.0</i>
Used cars and passenger vans		
5311 Car retailing	6,794.9	99.5
Other retailers	36.3	0.5
<i>Total</i>	<i>6,831.2</i>	<i>100.0</i>
Commodities not elsewhere classified		
5259 Retailing n.e.c.	906.4	45.6
5110 Supermarket and grocery stores	243.5	12.3
5251 Pharmaceutical, cosmetic and toiletry retailing	128.9	6.5
5221 Clothing retailing	109.7	5.5
5210 Department stores	92.3	4.6
5321 Automotive fuel retailing	85.1	4.3
5243 Newspaper, book and stationery retailing	73.6	3.7
5234 Domestic appliance retailing	73.5	3.7
5311 Car retailing	47.0	2.4
— Milk vending and specialised food retailing n.e.c.(a)	39.4	2.0
Other retailers	187.4	9.4
<i>Total</i>	<i>1,986.8</i>	<i>100.0</i>
Total retail sales	101,285.4	

For footnotes see end of table

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92 — *continued*

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
WHOLESALE SALES		
Fleet sales of motor vehicles		
5311 Car retailing	1,276.7	98.2
5321 Automotive fuel retailing	19.3	1.5
Other retailers	3.6	0.3
<i>Total</i>	<i>1,299.6</i>	<i>100.0</i>
Sales of motor vehicles to dealers		
5311 Car retailing	799.6	99.3
Other retailers	5.5	0.7
<i>Total</i>	<i>805.1</i>	<i>100.0</i>
Other sales of commercial vehicles		
5311 Car retailing	718.9	98.8
Other retailers	8.4	1.2
<i>Total</i>	<i>727.3</i>	<i>100.0</i>
New motor vehicle parts and accessories(b)		
5311 Car retailing	837.6	75.4
5321 Automotive fuel retailing	158.1	14.2
5329 Automotive repair and services n.e.c.	55.6	5.0
Other retailers	59.6	5.4
<i>Total</i>	<i>1,110.9</i>	<i>100.0</i>
Used motor vehicle parts		
5311 Car retailing	11.7	47.2
5329 Automotive repair and services n.e.c.	5.8	23.4
5321 Automotive fuel retailing	3.6	14.5
Other retailers	3.7	14.9
<i>Total</i>	<i>24.8</i>	<i>100.0</i>
Other wholesale sales		
5312 Motor cycle dealing	137.1	14.6
5233 Domestic hardware and houseware retailing	110.9	11.8
5221 Clothing retailing	93.3	10.0
5234 Domestic appliance retailing	78.8	8.4
5122 Fruit and vegetable retailing	76.8	8.2
5121 Fresh meat, fish and poultry retailing	63.2	6.7
5324 Tyre retailing	44.5	4.7
5251 Pharmaceutical, cosmetic and toiletry retailing	40.2	4.3
Other retailers	292.8	31.3
<i>Total</i>	<i>937.6</i>	<i>100.0</i>
Total wholesale sales	4,905.4	

For footnotes see end of table

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS,
AUSTRALIA, 1991-92 — *continued*

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
SERVICE INCOME		
Meals sold for consumption on the premises		
5125 Takeaway food retailing	160.2	41.9
5210 Department stores	135.2	35.4
5321 Automotive fuel retailing	34.6	9.1
5110 Supermarket and grocery stores	33.9	8.9
Other retailers	18.3	4.7
<i>Total</i>	<i>382.2</i>	<i>100.0</i>
Smash repairs		
5323 Smash repairing	1,979.5	94.3
5311 Car retailing	91.9	4.4
Other retailers	27.7	1.3
<i>Total</i>	<i>2,099.1</i>	<i>100.0</i>
Automotive electrical services		
5322 Automotive electrical services	307.6	92.8
Other retailers	23.8	7.2
<i>Total</i>	<i>331.4</i>	<i>100.0</i>
Other motor vehicle repair and services		
5329 Automotive repair and services n.e.c.	1,869.8	54.6
5311 Car retailing	852.2	24.9
5321 Automotive fuel retailing	472.3	13.8
Other retailers	232.7	6.7
<i>Total</i>	<i>3,427.0</i>	<i>100.0</i>
Other service income		
526 Household equipment repair services	262.0	23.7
5233 Domestic hardware and houseware retailing	97.6	8.8
5210 Department stores	96.1	8.7
5234 Domestic appliance retailing	71.9	6.5
5329 Automotive repair and services n.e.c.	51.3	4.6
5251 Pharmaceutical, cosmetic and toiletry retailing	47.1	4.3
5255 Watch and jewellery retailing	40.8	3.7
5311 Car retailing	37.2	3.4
5321 Automotive fuel retailing	26.6	2.4
5259 Retailing n.e.c.	25.5	2.3
Other retailers	349.7	31.6
<i>Total</i>	<i>1,105.8</i>	<i>100.0</i>
Total service income	7,345.4	

For footnotes see end of table

TABLE 3. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS, AUSTRALIA, 1991-92 — continued

<i>Item and ANZSIC Class</i>	<i>\$ million</i>	<i>Per cent</i>
COMMISSION INCOME		
Commission on motor vehicle sales		
5311 Car retailing	42.9	96.0
5323 Smash repairing	0.7	1.6
Other retailers	1.1	2.4
<i>Total</i>	<i>44.7</i>	<i>100.0</i>
Commission on petrol sales		
5321 Automotive fuel retailing	25.0	93.3
Other retailers	1.8	6.7
<i>Total</i>	<i>26.8</i>	<i>100.0</i>
Other commission income		
5243 Newspaper, book and stationery retailing	88.1	34.1
5311 Car retailing	83.6	32.3
5251 Pharmaceutical, cosmetic and toiletry retailing	14.8	5.7
5234 Domestic appliance retailing	11.5	4.4
5110 Supermarket and grocery stores	8.8	3.4
5221 Clothing retailing	7.9	3.1
5321 Automotive fuel retailing	5.6	2.2
5259 Retailing n.e.c.	5.0	1.9
5125 Takeaway food retailing	4.3	1.7
Other retailers	29.0	11.2
<i>Total</i>	<i>258.6</i>	<i>100.0</i>
Total commission income	330.2	
RENT, LEASING AND HIRING INCOME		
5125 Takeaway food retailing	115.9	29.8
5321 Automotive fuel retailing	40.5	10.4
5311 Car retailing	33.3	8.6
5221 Clothing retailing	27.2	7.0
5234 Domestic appliance retailing	22.2	5.7
5210 Department stores	21.0	5.4
5110 Supermarket and grocery stores	16.9	4.3
5241 Sport and camping equipment retailing	10.1	2.6
Other retailers	101.5	26.1
Total rent, leasing and hiring	388.6	100.0
TOTAL TURNOVER	114,255.0	100.0

(a) Because of small sample sizes ANZSIC Class 5126, Milk Vending has been combined with ANZSIC Class 5129, Specialised Food Retailing n.e.c. (b) All sales of New and used motor vehicle parts and accessories by Motor Vehicle Retailing and Services businesses (ANZSIC Subdivision 53) have been treated as Wholesale sales.

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5110 Supermarkets and grocery stores		
Retail sales		
Food groceries	10,796.8	42.7
Non-food groceries	3,197.1	12.6
Confectionery	1,664.1	6.6
Fresh meat and poultry	1,580.2	6.3
Fresh fruit and vegetables	1,571.2	6.2
Cigarettes and tobacco	1,239.4	4.9
Bread, cakes and pastries	1,071.3	4.2
Cosmetics, perfumes and toiletries	744.8	2.9
Beer, wine and spirits	659.7	2.6
Takeaway food	629.3	2.5
Other goods	1,864.8	7.5
<i>Total retail sales</i>	<i>25,018.7</i>	<i>99.0</i>
Other revenue	260.6	1.0
Total turnover	25,279.3	100.0
5121 Fresh meat, fish and poultry retailing		
Fresh meat and poultry	1,825.2	85.7
Fresh fish	188.1	8.8
Other goods	47.2	2.2
<i>Total retail sales</i>	<i>2,060.5</i>	<i>96.7</i>
<i>Other revenue</i>		
Wholesale sales	63.2	3.0
Other	5.8	0.3
<i>Total other revenue</i>	<i>69.0</i>	<i>3.3</i>
Total turnover	2,129.5	100.0
5122 Fruit and vegetable retailing		
Fresh fruit and vegetables	1,362.8	91.7
Other goods	38.7	2.6
<i>Total retail sales</i>	<i>1,401.5</i>	<i>94.3</i>
<i>Other revenue</i>		
Wholesale sales	76.8	5.2
Other	8.3	0.5
<i>Total other revenue</i>	<i>85.1</i>	<i>5.7</i>
Total turnover	1,486.5	100.0
5123 Liquor retailing		
Beer, wine and spirits	1,738.3	90.2
Cigarettes and tobacco	80.0	4.1
Other goods	90.8	4.7
<i>Total retail sales</i>	<i>1,909.1</i>	<i>99.0</i>
Other revenue	19.0	1.0
Total turnover	1,928.1	100.0
5124 Bread and cake retailing		
Bread, cakes and pastries	688.0	92.2
Other goods	19.2	2.6
<i>Total retail sales</i>	<i>707.2</i>	<i>94.8</i>
<i>Other revenue</i>		
Wholesale sales	33.0	4.4
Other	6.1	0.8
<i>Total other revenue</i>	<i>39.1</i>	<i>5.2</i>
Total turnover	746.3	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5125 Takeaway food retailing		
Takeaway food	3,254.4	81.9
Cigarettes and tobacco	104.7	2.6
Bread, cakes and pastries	81.5	2.1
Confectionery	68.1	1.7
Food groceries	58.9	1.5
Other goods	101.4	2.6
<i>Total retail sales</i>	<i>3,669.0</i>	<i>92.4</i>
<i>Other revenue</i>		
Service income		
Meals sold for consumption on the premises	160.2	4.0
Other service income	11.0	0.3
Total service income	171.2	4.3
Rent, leasing and hiring income	115.9	2.9
Other	26.2	0.7
<i>Total other revenue</i>	<i>302.3</i>	<i>7.6</i>
Total turnover	3,971.3	100.0
— Milk vending and Specialised food retailing n.e.c.(a)		
Food groceries	489.3	38.3
Cigarettes and tobacco	426.3	33.4
Confectionery	106.8	8.4
Takeaway food	55.6	4.4
Cosmetics, perfumes and toiletries	53.5	4.2
Fresh fruit and vegetables	36.1	2.8
Fresh meat and poultry	22.3	1.7
Bread, cakes and pastries	20.5	1.6
Other goods	50.5	4.0
<i>Total retail sales</i>	<i>1,260.9</i>	<i>98.8</i>
Other revenue	15.3	1.2
Total turnover	1,276.2	100.0
5210 Department stores		
Women's clothing	1,901.4	19.3
Men's clothing	959.2	9.8
Fabrics and soft furnishings	690.1	7.0
Cosmetics, perfumes and toiletries	562.0	5.7
Children's clothing	552.2	5.6
Houseware	551.3	5.6
Footwear	500.4	5.1
Furniture	428.8	4.4
Domestic appliances	371.8	3.8
Toys and games	363.6	3.7
Books, newspapers and stationery	353.5	3.6
Sporting and camping equipment	314.9	3.2
Electronic entertainment equipment	312.3	3.2
Hardware	278.5	2.8
Recorded music	231.4	2.4
Garden supplies and equipment	181.8	1.9
Confectionery	147.4	1.5
Other goods	857.1	8.6
<i>Total retail sales</i>	<i>9,557.7</i>	<i>97.2</i>
<i>Other revenue</i>		
Service income		
Meals sold for consumption on the premises	135.2	1.4
Other service income	96.1	1.0
Total service income	231.3	2.4
Other	40.0	0.4
<i>Total other revenue</i>	<i>271.3</i>	<i>2.8</i>
Total turnover	9,829.0	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5221 Clothing retailing		
Women's clothing	2,955.3	51.6
Men's clothing	1,537.8	26.8
Children's clothing	381.6	6.7
Fabrics and soft furnishings	185.0	3.2
Footwear	109.6	1.9
Other goods	411.4	7.2
<i>Total retail sales</i>	<i>5,580.7</i>	<i>97.4</i>
<i>Other revenue</i>		
Wholesale sales	93.3	1.6
Other	56.9	1.0
<i>Total other revenue</i>	<i>150.2</i>	<i>2.6</i>
Total turnover	5,730.8	100.0
5222 Footwear retailing		
Footwear	1,021.2	91.1
Sporting and camping equipment	31.9	2.8
Men's clothing	22.9	2.0
Women's clothing	17.0	1.5
Other goods	20.5	2.0
<i>Total retail sales</i>	<i>1,113.5</i>	<i>99.4</i>
<i>Other revenue</i>	<i>7.3</i>	<i>0.6</i>
Total turnover	1,120.7	100.0
5223 Fabrics and other soft goods retailing		
Fabrics and soft furnishings	936.0	94.8
Other goods	31.5	3.2
<i>Total retail sales</i>	<i>967.5</i>	<i>98.0</i>
<i>Other revenue</i>		
Wholesale sales	10.9	1.1
Other	9.3	0.9
<i>Total other revenue</i>	<i>20.2</i>	<i>2.0</i>
Total turnover	987.7	100.0
5231 Furniture retailing		
Furniture	1,621.7	91.3
Floor coverings	58.8	3.3
Other goods	59.3	3.3
<i>Total retail sales</i>	<i>1,739.8</i>	<i>97.9</i>
<i>Other revenue</i>	<i>36.6</i>	<i>2.1</i>
Total turnover	1,776.4	100.0
5232 Floor covering retailing		
Floor coverings	807.0	92.7
Furniture	27.0	3.1
Other goods	5.3	0.6
<i>Total retail sales</i>	<i>839.3</i>	<i>96.4</i>
<i>Other revenue</i>		
Service income	20.9	2.4
Other	10.6	1.2
<i>Total other revenue</i>	<i>31.5</i>	<i>3.6</i>
Total turnover	870.8	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5233 Domestic hardware and houseware retailing		
Hardware	1,483.8	63.1
Houseware	384.5	16.4
Garden supplies and equipment	95.5	4.1
Domestic appliances	56.5	2.4
Other goods	113.7	4.8
<i>Total retail sales</i>	<i>2,134.0</i>	<i>90.8</i>
<i>Other revenue</i>		
Wholesale sales	110.9	4.7
Service income	97.6	4.2
Other	8.8	0.3
<i>Total other revenue</i>	<i>217.3</i>	<i>9.2</i>
Total turnover	2,351.3	100.0
5234 Domestic appliance retailing		
Domestic appliances	1,640.4	39.1
Electronic entertainment equipment	1,211.6	28.8
Personal computers and accessories	395.5	9.4
Recorded music	245.6	5.8
Furniture	141.4	3.4
Other goods	381.5	9.1
<i>Total retail sales</i>	<i>4,016.0</i>	<i>95.6</i>
Other revenue	184.4	4.4
Total turnover	4,200.4	100.0
5235 Recorded music retailing		
Recorded music	315.8	89.5
Musical instruments	10.5	3.0
Electronic entertainment equipment	5.9	1.7
Other goods	12.8	3.6
<i>Total retail sales</i>	<i>345.0</i>	<i>97.8</i>
Other revenue	7.8	2.2
Total turnover	352.8	100.0
5241 Sport and camping equipment retailing		
Sporting and camping equipment	871.3	85.2
Footwear	28.8	2.8
Toys and games	18.6	1.8
Men's clothing	17.9	1.7
Antiques and used goods	17.3	1.7
Other goods	28.1	2.8
<i>Total retail sales</i>	<i>982.0</i>	<i>96.0</i>
Other revenue		
Service income	18.8	1.8
Other	22.4	2.2
<i>Total other revenue</i>	<i>41.2</i>	<i>4.0</i>
Total turnover	1,023.1	100.0
5242 Toy and games retailing		
Toys and games	260.8	87.5
Sporting and camping equipment	7.9	2.7
Books, newspapers and stationery	6.6	2.2
Other goods	21.0	7.0
<i>Total retail sales</i>	<i>296.3</i>	<i>99.4</i>
Other revenue	1.7	0.6
Total turnover	298.0	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 -- continued

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5243 Newspaper, book and stationery retailing		
Books, newspapers and stationery	2,895.0	90.4
Other goods	180.8	5.7
<i>Total retail sales</i>	<i>3,075.8</i>	<i>96.1</i>
Other revenue	126.3	3.9
Total turnover	3,202.0	100.0
5244 Photographic equipment retailing		
Photographic equipment	203.0	84.7
Electronic entertainment equipment	12.3	5.1
Other goods	3.3	1.4
<i>Total retail sales</i>	<i>218.6</i>	<i>91.2</i>
Other revenue		
Service income	14.5	6.0
Other	6.6	2.8
<i>Total other revenue</i>	<i>21.1</i>	<i>8.8</i>
Total turnover	239.7	100.0
5245 Marine equipment retailing		
Boats and marine accessories	260.3	84.8
Other goods	6.5	2.1
<i>Total retail sales</i>	<i>266.8</i>	<i>86.9</i>
Other revenue		
Service income		
Smash repairs	0.2	0.1
Other motor vehicle repairs and service	9.7	3.2
Other service income	24.0	7.8
<i>Total service income</i>	<i>34.0</i>	<i>11.1</i>
Other	6.2	2.0
<i>Total other revenue</i>	<i>40.2</i>	<i>13.1</i>
Total turnover	307.0	100.0
5251 Pharmaceutical, cosmetic and toiletry retailing		
Cosmetics, perfumes and toiletries	1,799.6	45.6
Prescription drugs and medicines	1,722.2	43.6
Photographic equipment	97.7	2.5
Other goods	217.5	5.5
<i>Total retail sales</i>	<i>3,837.0</i>	<i>97.2</i>
Other revenue	111.3	2.8
Total turnover	3,948.3	100.0
5252 Antique and used good retailing		
Antiques and used goods	266.1	89.5
Commodities n.e.c.	19.7	6.6
Other goods	1.8	0.6
<i>Total retail sales</i>	<i>287.6</i>	<i>96.7</i>
Other revenue	9.8	3.3
Total turnover	297.3	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5253 Garden supplies retailing		
Garden supplies and equipment	350.1	94.2
Other goods	6.5	1.7
<i>Total retail sales</i>	<i>356.6</i>	<i>95.9</i>
Other revenue		
Wholesale sales	12.9	3.5
Other	2.3	0.6
<i>Total other revenue</i>	<i>15.2</i>	<i>4.1</i>
Total turnover	371.8	100.0
5254 Flower retailing		
Flowers and florists' supplies	253.7	97.1
Garden supplies and equipment	3.6	1.4
Other goods	1.8	0.7
<i>Total retail sales</i>	<i>259.1</i>	<i>99.2</i>
Other revenue	2.1	0.8
Total turnover	261.3	100.0
5255 Watch and jewellery retailing		
Watches, clocks and jewellery	1,070.0	86.2
Houseware	72.9	5.9
Other goods	45.6	3.6
<i>Total retail sales</i>	<i>1,188.5</i>	<i>95.7</i>
Other revenue		
Service income	40.8	3.3
Other	12.5	1.0
<i>Total other revenue</i>	<i>53.3</i>	<i>4.3</i>
Total turnover	1,241.8	100.0
5259 Retailing n.e.c.		
Commodities n.e.c.	906.4	63.4
Musical instruments	237.2	16.6
Furniture	36.6	2.6
Other goods	191.6	13.3
<i>Total retail sales</i>	<i>1,371.8</i>	<i>95.9</i>
Other revenue		
Wholesale sales	20.2	1.4
Service income	25.6	1.8
Other	12.9	0.9
<i>Total other revenue</i>	<i>58.7</i>	<i>4.1</i>
Total turnover	1,430.6	100.0
526 Household equipment repair services		
Domestic appliances	14.1	4.6
Electronic entertainment equipment	6.1	2.0
Other goods	4.1	1.3
<i>Total retail sales</i>	<i>24.3</i>	<i>7.9</i>
Other revenue		
Wholesale sales	16.5	5.4
Service income	262.0	85.7
Rent, leasing and hiring income	2.9	1.0
<i>Total other revenue</i>	<i>281.4</i>	<i>92.1</i>
Total turnover	305.6	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5311 Car retailing		
New cars and passenger vans	7,960.0	40.1
Used cars and passenger vans	6,794.9	34.3
Other goods	256.0	1.3
<i>Total retail sales</i>	<i>15,010.9</i>	<i>75.7</i>
<i>Other revenue</i>		
Wholesale sales		
Fleet sales	1,276.7	6.4
Sales to dealers	799.6	4.0
Other commercial vehicles	718.9	3.6
New motor vehicle parts and accessories(b)	837.6	4.2
Other wholesale sales	36.6	0.3
Total wholesale sales	3,669.4	18.5
Service income		
Other motor vehicle repairs and service	852.2	4.3
Other service income	136.8	0.7
Total service income	989.0	5.0
Other	160.1	0.8
<i>Total other revenue</i>	<i>4,818.5</i>	<i>24.3</i>
Total turnover	19,829.5	100.0
5312 Motor cycle dealing		
Motorcycles and accessories	418.4	66.8
Other goods	29.7	4.7
<i>Total retail sales</i>	<i>448.1</i>	<i>71.5</i>
<i>Other revenue</i>		
Wholesale sales	138.0	22.0
Service income		
Other motor vehicle repairs and service	33.6	5.4
Other service income	5.7	0.9
Total service income	39.3	6.3
Other	1.1	0.2
<i>Total other revenue</i>	<i>178.4</i>	<i>28.5</i>
Total turnover	626.5	100.0
5313 Trailer and caravan dealing		
Caravans and trailers	153.4	93.4
Other goods	4.7	2.9
<i>Total retail sales</i>	<i>158.1</i>	<i>96.3</i>
Other revenue	6.0	3.7
Total turnover	164.2	100.0
5321 Automotive fuel retailing		
Petrol, oils and LPG	8,343.4	80.5
Cigarettes and tobacco	324.1	3.1
Takeaway food	268.6	2.6
Confectionery	149.6	1.4
Other goods	462.3	4.5
<i>Total retail sales</i>	<i>9,548.0</i>	<i>92.1</i>
<i>Other revenue</i>		
Service income		
Other motor vehicle repairs and service	472.3	4.6
Other service income	79.4	0.7
Total service income	551.7	5.3
Other	268.6	2.6
<i>Total other revenue</i>	<i>820.3</i>	<i>7.9</i>
Total turnover	10,368.3	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
5322 Automotive electrical services		
Batteries	56.4	14.2
Other goods	7.7	1.9
<i>Total retail sales</i>	<i>64.1</i>	<i>16.1</i>
<i>Other revenue</i>		
Wholesale sales		
New motor vehicle parts and accessories(b)	11.7	2.9
Other wholesale sales	2.4	0.6
Total wholesale sales	14.1	3.5
Service income		
Automotive electrical services	307.6	77.3
Other service income	10.1	2.5
Total service income	317.7	79.8
Other	1.9	0.5
<i>Total other revenue</i>	<i>333.7</i>	<i>83.9</i>
Total turnover	397.9	100.0
5323 Smash repairing		
<i>Total retail sales</i>	<i>9.2</i>	<i>0.5</i>
<i>Other revenue</i>		
Service income		
Smash repairs	1,979.5	97.3
Other service income	28.8	1.4
Total service income	2,008.3	98.7
Other	17.4	0.8
<i>Total other revenue</i>	<i>2,025.7</i>	<i>99.5</i>
Total turnover	2,034.9	100.0
5324 Tyre retailing		
Tyres	1,389.9	81.0
Other goods	59.1	3.5
<i>Total retail sales</i>	<i>1,449.0</i>	<i>84.5</i>
<i>Other revenue</i>		
Wholesale sales		
New motor vehicle parts and accessories(b)	45.1	2.6
Other wholesale sales	44.7	2.6
Total wholesale sales	89.8	5.2
Service income	173.7	10.1
Other	2.7	0.2
<i>Total other revenue</i>	<i>266.2</i>	<i>15.5</i>
Total turnover	1,715.2	100.0
5329 Automotive repair and services n.e.c.		
Petrols, oils, LPG	49.3	2.3
Other goods	63.8	2.9
<i>Total retail sales</i>	<i>113.1</i>	<i>5.2</i>
<i>Other revenue</i>		
Service income		
Other motor vehicle repairs and service	1,869.8	86.8
Other service income	73.2	3.4
Total service income	1,943.0	90.2
Other	98.9	4.6
<i>Total other revenue</i>	<i>2,041.9</i>	<i>94.8</i>
Total turnover	2,154.9	100.0

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
TOTAL RETAIL INDUSTRY		
Retail sales		
<i>Food and groceries</i>		
Food groceries	11,576.1	10.1
Takeaway food	4,272.5	3.7
Fresh meat and poultry	3,456.5	3.0
Non-food groceries	3,351.8	2.9
Fresh fruit and vegetables	3,002.3	2.6
Beer, wine and spirits	2,441.6	2.1
Cigarettes and tobacco	2,252.8	2.0
Confectionery	2,188.5	1.9
Bread, cakes and pastries	1,909.2	1.7
Fresh fish	233.6	0.2
<i>Total food and groceries</i>	<i>34,684.9</i>	<i>30.4</i>
<i>Clothing, footwear and fabrics</i>		
Women's clothing	5,060.9	4.4
Men's clothing	2,670.3	2.3
Fabrics and soft furnishings	1,935.7	1.7
Footwear	1,730.0	1.5
Children's clothing	1,042.3	0.9
<i>Total clothing, footwear and fabrics</i>	<i>12,439.2</i>	<i>10.9</i>
<i>Household goods</i>		
Furniture	2,284.1	2.0
Domestic appliances	2,283.9	2.0
Hardware	1,919.2	1.7
Electronic entertainment equipment	1,618.5	1.4
Houseware	1,315.7	1.2
Floor coverings	899.7	0.8
Personal computers and accessories	549.3	0.5
<i>Total household goods</i>	<i>10,870.4</i>	<i>9.5</i>
<i>Personal and other goods</i>		
Books, newspapers and stationery	3,736.1	3.3
Cosmetics, perfumes and toiletries	3,246.3	2.8
Prescription drugs and medicines	1,728.1	1.5
Sporting and camping equipment	1,313.2	1.1
Watches, clocks and jewellery	1,235.6	1.1
Recorded music	850.5	0.7
Toys and games	817.3	0.7
Garden supplies and equipment	781.5	0.7
Photographic equipment	423.8	0.4
Musical instruments	291.7	0.3
Antiques and used goods	299.3	0.3
Flowers and florists' supplies	264.3	0.2
Commodities n.e.c.	1,986.8	1.7
<i>Total personal and other goods</i>	<i>16,974.4</i>	<i>14.9</i>
<i>Motor vehicles and associated goods</i>		
Petrols, oils, LPG	8,757.9	7.7
New cars and passenger vans	7,982.9	7.0
Used cars and passenger vans	6,831.2	6.0
Tyres	1,543.0	1.4
Motorcycles and accessories	448.7	0.4
Boats and marine accessories	270.3	0.2
New motor vehicle parts and accessories(b)	191.5	0.2
Caravans and trailers	157.2	0.1
Batteries	133.8	0.1
Used motor vehicle parts	0.1	—
<i>Total motor vehicles and associated goods</i>	<i>26,316.6</i>	<i>23.0</i>
Total retail sales	101,285.4	88.6

For footnotes see end of table

TABLE 4. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY ANZSIC CLASS AND ITEM, AUSTRALIA, 1991-92 — *continued*

<i>ANZSIC Class and item</i>	<i>\$ million</i>	<i>Per cent</i>
Other revenue		
<i>Wholesale sales</i>		
Fleet sales	1,299.6	1.1
Sales to dealers	805.1	0.7
Other commercial vehicles	727.3	0.6
New motor vehicle parts and accessories(b)	1,110.9	1.0
Other wholesale sales	962.4	0.9
<i>Total wholesale sales</i>	<i>4,905.4</i>	<i>4.3</i>
<i>Service income</i>		
Meals sold for consumption on the premises	382.2	0.3
Smash repairs	2,099.1	1.8
Automotive electrical services	331.4	0.3
Other motor vehicle repairs and service	3,427.0	3.0
Other service income	1,105.8	1.0
<i>Total service income</i>	<i>7,345.4</i>	<i>6.4</i>
<i>Commission income</i>		
Commission on motor vehicle sales	44.7	—
Commission on petrol sales	26.8	—
Other commission income	258.6	0.2
<i>Total commission income</i>	<i>330.2</i>	<i>0.3</i>
Rent, leasing and hiring	388.6	0.3
<i>Total other revenue</i>	<i>12,969.6</i>	<i>11.4</i>
Total turnover	114,255.0	100.0

(a) Because of small sample sizes ANZSIC Class 5126, Milk Vending has been combined with ANZSIC Class 5129, Specialised Food Retailing n.e.c. (b) All sales of New and used motor vehicle parts and accessories by Motor Vehicle Retailing and Services businesses (ANZSIC Subdivision 53) have been treated as Wholesale sales.

TABLE 5. SELECTED COMMODITIES: PERCENTAGE CONTRIBUTION TO RETAIL SALES(a)
AUSTRALIA, 1985-86 AND 1991-92

Item	Percentage contribution to total	
	1985-86	1991-92
	— Per cent —	
Retail sales		
<i>Food and groceries</i>		
Food groceries		
Non-food groceries	23.4	23.4
Confectionery		
Fresh meat and poultry	5.9	4.7
Fresh fish	n.a.	n.a.
Fresh fruit and vegetables	3.6	4.1
Bread, cakes and pastries	1.9	2.6
Takeaway food(b)	6.3	6.2
Beer, wine and spirits	3.1	3.3
Cigarettes and tobacco	2.8	3.1
<i>Total food and groceries</i>	<i>47.0</i>	<i>47.5</i>
<i>Clothing, footwear and fabrics</i>		
Men's clothing		
Women's clothing	12.6	12.0
Children's clothing		
Footwear	2.7	2.4
Fabrics and soft furnishings	2.9	2.6
<i>Total clothing, footwear and fabrics</i>	<i>18.2</i>	<i>17.0</i>
<i>Household goods</i>		
Furniture	3.8	3.1
Floor coverings	1.6	1.2
Domestic appliances(c)		
Electronic entertainment equipment	6.6	6.1
Houseware	2.0	1.8
Hardware(d)	n.a.	n.a.
Personal computers and accessories(c)	n.a.	n.a.
<i>Total household goods</i>	<i>14.0</i>	<i>12.3</i>
<i>Personal and other goods</i>		
Recorded music		
Musical instruments	1.2	1.6
Newspapers, books and stationery	4.7	5.1
Sporting and camping equipment	1.7	1.8
Toys and games	1.2	1.1
Watches, clocks and jewellery	1.9	1.7
Prescription drugs and medicines	2.8	2.4
Cosmetics, perfumes and toiletries	2.6	4.4
Photographic equipment	0.7	0.6
Antiques and used goods	0.7	0.4
Garden supplies and equipment		
Flowers and florists' supplies	2.0	1.4
Other commodities	1.3	2.7
<i>Total personal and other goods</i>	<i>20.8</i>	<i>23.2</i>

(a) Sales of motor vehicles and associated goods are excluded for this comparison. (b) Includes sales of Fresh fish. (c) Personal computers and accessories are included with Domestic appliances. (d) This item was not included in Retail sales for 1985-86.

TABLE 6. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY STATE AND TERRITORY, 1991-92

Item	NSW		Vic		Qld	
	Sales	Proportion of Turnover	Sales	Proportion of Turnover	Sales	Proportion of Turnover
	\$m	%	\$m	%	\$m	%
Retail sales						
Food groceries	3,869.8	9.5	2,885.5	10.3	2,091.4	10.6
Non-food groceries	1,112.3	2.7	797.8	2.9	561.6	2.9
Confectionery	759.6	1.9	536.2	1.9	393.3	2.0
Fresh meat and poultry	1,128.3	2.8	858.9	3.1	636.5	3.2
Fresh fish	*73.0	0.2	*83.6	0.3	*45.4	0.2
Fresh fruit and vegetables	1,067.8	2.6	756.9	2.7	508.0	2.6
Bread, cakes and pastries	686.8	1.7	449.4	1.6	357.8	1.8
Takeaway food	1,495.6	3.7	881.5	3.2	899.5	4.6
Beer, wine and spirits	1,105.8	2.7	740.1	2.7	7.3	—
Cigarettes and tobacco	899.2	2.2	525.6	1.9	357.3	1.8
Total food and groceries	12,198.3	29.9	8,515.3	30.5	5,858.0	29.8
Men's clothing	960.4	2.4	732.8	2.6	414.9	2.1
Women's clothing	1,695.9	4.2	1,423.7	5.1	881.7	4.5
Children's clothing	367.0	0.9	309.5	1.1	143.9	0.7
Footwear	599.8	1.5	433.1	1.6	281.3	1.4
Fabrics and soft furnishings	658.7	1.6	561.2	2.0	318.8	1.6
Total clothing, footwear and fabrics	4,281.8	10.5	3,460.3	12.4	2,040.6	10.4
Furniture	824.1	2.0	566.1	2.0	402.5	2.0
Floor coverings	311.9	0.8	223.2	0.8	163.2	0.8
Domestic appliances	807.8	2.0	469.0	1.7	471.1	2.4
Electronic entertainment equipment	534.8	1.3	433.7	1.6	294.3	1.5
Houseware	478.2	1.2	367.9	1.3	195.1	1.0
Hardware	601.6	1.5	477.8	1.7	*347.6	1.8
Personal computers and accessories	203.1	0.5	208.4	0.7	47.4	0.2
Total household goods	3,761.6	9.2	2,746.0	9.8	1,921.3	9.8
Recorded music	324.1	0.8	201.7	0.7	131.1	0.7
Musical instruments	112.4	0.3	68.8	0.2	33.0	0.2
Newspapers, books and stationery	1,424.8	3.5	889.2	3.2	616.2	3.1
Sporting and camping equipment	458.7	1.1	322.6	1.2	206.5	1.0
Toys and games	279.1	0.7	204.4	0.7	151.8	0.8
Watches, clocks and jewellery	445.9	1.1	308.2	1.1	223.3	1.1
Prescription drugs and medicines	712.3	1.7	363.3	1.3	274.3	1.4
Cosmetics, perfumes and toiletries	1,186.6	2.9	880.9	3.2	518.0	2.6
Photographic equipment	178.1	0.4	*101.5	0.4	57.4	0.3
Antiques and used goods	85.6	0.2	80.0	0.3	57.0	0.3
Garden supplies and equipment	232.9	0.6	237.5	0.9	*122.8	0.6
Flowers and florist's supplies	82.3	0.2	80.8	0.3	43.3	0.2
Other commodities	793.0	1.9	437.2	1.6	320.6	1.6
Total personal and other goods	6,315.9	15.5	4,176.1	15.0	2,755.2	14.0
New motor vehicle parts & accessories (a)	*68.8	0.2	*54.2	0.2	*32.3	0.2
Used motor vehicle parts (a)	—	—	—	—	*0.1	—
Tyres	573.1	1.4	281.2	1.0	316.0	1.6
Petrol, oils and LPG	3,068.6	7.5	2,135.7	7.7	1,541.0	7.8
Batteries	44.4	0.1	*35.4	0.1	19.3	0.1
Motorcycles and accessories	122.1	0.3	106.0	0.4	118.5	0.6
Caravans and trailers	55.2	0.1	23.8	0.1	24.1	0.1
Boats and marine accessories	72.7	0.2	45.7	0.2	88.9	0.5
New cars and passenger vans	3,217.8	7.9	1,598.8	5.7	1,539.4	7.8
Used cars and passenger vans	2,243.1	5.5	1,655.9	5.9	1,243.5	6.3
Total motor vehicles and associated goods	9,465.8	23.2	5,936.6	21.3	4,922.9	25.0
Total Retail sales	36,023.3	88.3	24,834.3	89.0	17,498.0	88.9

For footnotes see end of table

TABLE 6. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY STATE AND TERRITORY,
1991-92—continued

Item	NSW		Vic		Qld	
	Sales	Proportion of Turnover	Sales	Proportion of Turnover	Sales	Proportion of Turnover
	\$m	%	\$m	%	\$m	%
Wholesale sales						
Fleet sales of motor vehicles	442.1	1.1	*364.8	1.3	*166.5	0.8
Sales of motor vehicles to dealers	286.6	0.7	*154.7	0.6	*133.4	0.7
Other sales of commercial vehicles	255.7	0.6	*130.2	0.5	*133.6	0.7
New motor vehicle parts & accessories (a)	431.8	1.1	*204.0	0.7	*227.1	1.2
Used motor vehicle parts (a)	*4.1	—	*4.0	—	*12.7	0.1
Other wholesale sales	418.5	1.0	184.8	0.7	140.1	0.7
Total Wholesale Sales	1,838.8	4.5	1,042.5	3.7	*813.5	4.1
Service income						
Meals sold for consumption on the premises	132.1	0.3	101.0	0.4	*67.3	0.3
Smash repairs	868.7	2.1	528.2	1.9	302.5	1.5
Automotive electrical services	123.2	0.3	84.2	0.3	64.3	0.3
Other motor vehicle repair and services	1,132.6	2.8	890.5	3.2	643.0	3.3
Other service income	400.1	1.0	245.8	0.9	197.9	1.0
Total Service Income	2,656.7	6.5	1,849.6	6.6	1,274.9	6.5
Commission income						
Commission on motor vehicle sales	19.1	—	10.1	—	4.7	—
Commission on petrol sales	6.3	—	9.2	—	5.4	—
Other commission income	74.2	0.2	56.9	0.2	48.3	0.2
Total Commission Income	99.6	0.2	76.2	0.3	58.4	0.3
Rent, leasing and hiring income	170.3	0.4	99.7	0.4	46.1	0.2
Turnover	40,788.7	100.0	27,902.3	100.0	19,690.8	100.0

(a) Sales of New and Used motor vehicle parts and accessories by Motor vehicle retailing and Services businesses (ANZSIC Subdivision 53) have been treated as Wholesale sales * Relative standard error of estimate is greater than 25%

TABLE 6. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY STATE AND TERRITORY, 1991-92

Item	SA		WA		Tas	
	Sales	Proportion of Turnover	Sales	Proportion of Turnover	Sales	Proportion of Turnover
	\$m	%	\$m	%	\$m	%
Retail sales						
Food groceries	871.5	9.8	1,162.2	10.6	337.6	11.5
Non-food groceries	303.8	3.4	335.8	3.1	*143.1	4.9
Confectionery	163.2	1.8	219.5	2.0	59.1	2.0
Fresh meat and poultry	282.4	3.2	346.5	3.2	111.0	3.8
Fresh fish	*9.9	0.1	*13.2	0.1	6.9	0.2
Fresh fruit and vegetables	221.9	2.5	294.1	2.7	74.1	2.5
Bread, cakes and pastries	168.8	1.9	139.5	1.3	52.0	1.8
Takeaway food	330.6	3.7	402.2	3.7	104.0	3.5
Beer, wine and spirits	148.8	1.7	329.0	3.0	10.4	0.4
Cigarettes and tobacco	147.6	1.7	200.4	1.8	55.3	1.9
Total food and groceries	2,648.5	29.8	3,442.4	31.4	953.5	32.4
Men's clothing	189.9	2.1	236.7	2.2	63.9	2.2
Women's clothing	372.6	4.2	450.7	4.1	122.1	4.1
Children's clothing	84.1	0.9	82.5	0.8	27.5	0.9
Footwear	156.4	1.8	163.6	1.5	50.4	1.7
Fabrics and soft furnishings	144.0	1.6	157.3	1.4	46.9	1.6
Total clothing, footwear and fabrics	947.0	10.7	1,090.9	10.0	310.9	10.6
Furniture	189.7	2.1	179.9	1.6	55.3	1.9
Floor coverings	76.8	0.9	65.4	0.6	30.2	1.0
Domestic appliances	194.3	2.2	231.2	2.1	59.5	2.0
Electronic entertainment equipment	141.8	1.6	135.1	1.2	38.3	1.3
Houseware	94.3	1.1	103.3	0.9	31.7	1.1
Hardware	169.3	1.9	213.4	1.9	58.2	2.0
Personal computers and accessories	17.6	0.2	58.5	0.5	4.5	0.2
Total household goods	883.8	9.9	986.8	9.0	277.7	9.4
Recorded music	61.8	0.7	73.5	0.7	20.5	0.7
Musical instruments	25.9	0.3	34.8	0.3	5.0	0.2
Newspapers, books and stationery	213.8	2.4	366.1	3.3	111.7	3.8
Sporting and camping equipment	98.9	1.1	136.8	1.2	43.3	1.5
Toys and games	59.5	0.7	77.5	0.7	24.7	0.8
Watches, clocks and jewellery	108.2	1.2	91.6	0.8	24.4	0.8
Prescription drugs and medicines	146.8	1.7	146.4	1.3	52.1	1.8
Cosmetics, perfumes and toiletries	263.7	3.0	235.9	2.2	79.7	2.7
Photographic equipment	33.4	0.4	*31.3	0.3	9.5	0.3
Antiques and used goods	25.7	0.3	35.7	0.3	7.6	0.3
Garden supplies and equipment	65.0	0.7	77.6	0.7	20.8	0.7
Flowers and florist's supplies	20.3	0.2	23.6	0.2	7.5	0.3
Other commodities	146.7	1.7	168.1	1.5	47.0	1.6
Total personal and other goods	1,269.7	14.3	1,498.8	13.7	453.8	15.4
New motor vehicle parts & accessories (a)	*10.6	0.1	*14.8	0.1	*5.3	0.2
Tyres	130.5	1.5	157.2	1.4	39.7	1.3
Petrol, oils and LPG	714.6	8.0	808.9	7.4	245.7	8.3
Batteries	8.7	0.1	*13.7	0.1	6.4	0.2
Motorcycles and accessories	34.8	0.4	43.2	0.4	12.5	0.4
Caravans and trailers	14.0	0.2	34.2	0.3	5.3	0.2
Boats and marine accessories	18.0	0.2	28.9	0.3	9.7	0.3
New cars and passenger vans	554.8	6.2	780.5	7.1	119.3	4.0
Used cars and passenger vans	640.6	7.2	740.8	6.8	216.0	7.3
Total motor vehicles and associated goods	2,126.7	23.9	2,622.2	24.0	660.0	22.4
Total Retail sales	7,875.8	88.6	9,641.1	88.1	2,655.9	90.2

For footnotes see end of table

TABLE 6. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY STATE AND TERRITORY,
1991-92—continued

Item	SA		WA		Tas	
	Sales	Proportion of Turnover	Sales	Proportion of Turnover	Sales	Proportion of Turnover
	\$m	%	\$m	%	\$m	%
Wholesale sales						
Fleet sales of motor vehicles	*106.0	1.2	*156.8	1.4	*36.9	1.3
Sales of motor vehicles to dealers	*100.9	1.1	*95.0	0.9	*11.5	0.4
Other sales of commercial vehicles	*51.2	0.6	*123.9	1.1	*10.3	0.4
New motor vehicle parts & accessories (a)	89.4	1.0	*95.3	0.9	*31.0	1.1
Used motor vehicle parts (a)	*1.4	—	*2.2	—	0.1	—
Other wholesale sales	70.8	0.8	79.3	0.7	26.6	0.9
Total Wholesale Sales	419.7	4.7	552.5	5.0	116.5	4.0
Service income						
Meals sold for consumption on the premises	32.3	0.4	34.9	0.3	7.2	0.2
Smash repairs	130.0	1.5	179.4	1.6	40.8	1.4
Automotive electrical services	23.1	0.3	27.3	0.2	5.1	0.2
Other motor vehicle repair and services	266.1	3.0	325.7	3.0	68.8	2.3
Other service income	83.7	0.9	113.8	1.0	29.9	1.0
Total Service Income	535.2	6.0	681.2	6.2	151.8	5.2
Commission income						
Commission on motor vehicle sales	3.2	—	4.4	—	0.4	—
Commission on petrol sales	2.9	—	1.5	—	0.5	—
Other commission income	24.6	0.3	41.8	0.4	7.7	0.3
Total Commission Income	30.7	0.3	47.7	0.4	8.6	0.3
Rent, leasing and hiring income	28.2	0.3	24.1	0.2	13.1	0.4
Turnover	8,889.5	100.0	10,946.6	100.0	2,945.8	100.0

(a) Sales of New and Used motor vehicle parts and accessories by Motor vehicle retailing and Services businesses (ANZSIC Subdivision 53) have been treated as Wholesale sales * Relative standard error of estimate is greater than 25%

TABLE 6. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY STATE AND TERRITORY, 1991-92

Item	NT		ACT		Aust	
	Sales	Proportion of Turnover	Sales	Proportion of Turnover	Sales	Proportion of Turnover
	\$m	%	\$m	%	\$m	%
Retail sales						
Food groceries	147.9	14.9	210.3	10.0	11,576.1	10.1
Non-food groceries	37.1	3.7	60.2	2.9	3,351.8	2.9
Confectionery	25.4	2.5	32.2	1.5	2,188.5	1.9
Fresh meat and poultry	33.4	3.4	59.5	2.8	3,456.5	3.0
Fresh fish	*0.6	0.1	*1.0	0.0	233.6	0.2
Fresh fruit and vegetables	25.5	2.6	53.9	2.6	3,002.3	2.6
Bread, cakes and pastries	15.5	1.6	39.4	1.9	1,909.2	1.7
Takeaway food	61.9	6.2	97.2	4.6	4,272.5	3.7
Beer, wine and spirits	32.5	3.3	67.7	3.2	2,441.6	2.1
Cigarettes and tobacco	32.1	3.2	35.3	1.7	2,252.8	2.0
Total food and groceries	412.0	41.4	656.8	31.3	34,684.9	30.4
Men's clothing	16.3	1.6	55.4	2.6	2,670.3	2.3
Women's clothing	27.9	2.8	86.3	4.1	5,060.9	4.4
Children's clothing	8.5	0.9	19.2	0.9	1,042.3	0.9
Footwear	8.4	0.8	37.1	1.8	1,730.0	1.5
Fabrics and soft furnishings	11.0	1.1	37.6	1.8	1,935.7	1.7
Total clothing, footwear and fabrics	72.2	7.3	235.5	11.2	12,439.2	10.9
Furniture	17.4	1.7	49.1	2.3	2,284.1	2.0
Floor coverings	5.2	0.5	23.8	1.1	899.7	0.8
Domestic appliances	15.3	1.5	35.7	1.7	2,283.9	2.0
Electronic entertainment equipment	7.1	0.7	33.4	1.6	1,618.5	1.4
Houseware	13.5	1.4	31.7	1.5	1,315.7	1.2
Hardware	19.8	2.0	31.5	1.5	1,919.2	1.7
Personal computers and accessories	4.7	0.5	5.0	0.2	549.3	0.5
Total household goods	83.0	8.3	210.2	10.0	10,870.4	9.5
Recorded music	9.4	0.9	28.4	1.4	850.5	0.7
Musical instruments	1.2	0.1	10.4	0.5	291.7	0.3
Newspapers, books and stationery	39.5	4.0	74.9	3.6	3,736.1	3.3
Sporting and camping equipment	17.9	1.8	28.5	1.4	1,313.2	1.1
Toys and games	5.8	0.6	14.5	0.7	817.3	0.7
Watches, clocks and jewellery	11.8	1.2	22.3	1.1	1,235.6	1.1
Prescription drugs and medicines	9.2	0.9	23.6	1.1	1,728.1	1.5
Cosmetics, perfumes and toiletries	21.7	2.2	59.9	2.9	3,246.3	2.8
Photographic equipment	5.8	0.6	6.6	0.3	423.8	0.4
Antiques and used goods	*2.7	0.3	5.0	0.2	299.3	0.3
Garden supplies and equipment	4.5	0.5	20.3	1.0	781.5	0.7
Flowers and florist's supplies	2.4	0.2	4.1	0.2	264.3	0.2
Other commodities	31.6	3.2	42.5	2.0	1,986.8	1.7
Total personal and other goods	163.6	16.4	341.2	16.3	16,974.4	14.9
New motor vehicle parts & accessories (a)	2.1	0.2	*3.4	0.2	191.5	0.2
Used motor vehicle parts (a)	—	—	—	—	0.1	—
Tyres	25.9	2.6	19.4	0.9	1,543.0	1.4
Petrol, oils and LPG	75.8	7.6	167.7	8.0	8,757.9	7.7
Batteries	1.2	0.1	*4.6	0.2	133.8	0.1
Motorcycles and accessories	4.4	0.4	7.1	0.3	448.7	0.4
Caravans and trailers	—	—	*0.7	—	157.2	0.1
Boats and marine accessories	5.4	0.5	*1.0	—	270.3	0.2
New cars and passenger vans	43.8	4.4	128.6	6.1	7,982.9	7.0
Used cars and passenger vans	24.2	2.4	67.1	3.2	6,831.2	6.0
Total motor vehicles and associated goods	182.8	18.4	399.6	19.1	26,316.6	23.0
Total Retail sales	913.7	91.8	1,843.3	88.0	101,285.4	88.6

For footnotes see end of table

TABLE 6. RETAIL INDUSTRY: COMMODITY SALES AND OTHER REVENUE BY STATE AND TERRITORY,
1991-92—continued

Item	NT		ACT		Aust	
	Sales	Proportion of Turnover	Sales	Proportion of Turnover	Sales	Proportion of Turnover
	\$m	%	\$m	%	\$m	%
Wholesale sales						
Fleet sales of motor vehicles	*4.3	0.4	*22.1	1.1	1,299.6	1.1
Sales of motor vehicles to dealers	*0.2	—	*23.0	1.1	805.2	0.7
Other sales of commercial vehicles	*1.1	0.1	*21.3	1.0	727.3	0.6
New motor vehicle parts & accessories (a)	5.1	0.5	*27.2	1.3	1,110.9	1.0
Used motor vehicle parts (a)	*0.3	—	—	—	24.8	—
Other wholesale sales	3.9	0.4	13.6	0.6	937.6	0.8
Total Wholesale Sales	14.7	1.5	107.2	5.1	4,905.4	4.3
Service income						
Meals sold for consumption on the premises	3.5	0.3	3.9	0.2	382.2	0.3
Smash repairs	11.4	1.1	38.1	1.8	2,099.1	1.8
Automotive electrical services	2.4	0.2	1.8	0.1	331.4	0.3
Other motor vehicle repair and services	29.6	3.0	70.7	3.4	3,427.0	3.0
Other service income	13.2	1.3	21.3	1.0	1,105.8	1.0
Total Service Income	60.1	6.0	135.9	6.5	7,345.4	6.4
Commission income						
Commission on motor vehicle sales	1.1	0.1	1.7	0.1	44.7	—
Commission on petrol sales	0.8	0.1	0.2	—	26.8	—
Other commission income	1.9	0.2	3.3	0.2	258.6	0.2
Total Commission Income	3.8	0.4	5.3	0.3	330.2	0.3
Rent, leasing and hiring income	3.3	0.3	4.0	0.2	388.6	0.3
Turnover	995.6	100.0	2,095.6	100.0	114,255.0	100.0

(a) Sales of New and Used motor vehicle parts and accessories by Motor vehicle retailing and Services businesses (ANZSIC Subdivision 53) have been treated as Wholesale sales * Relative standard error of estimate is greater than 25%

EXPLANATORY NOTES

- Survey scope and methodology**
- The estimates in this publication have been derived from the 1991-92 Retail Activity Survey. The population for the 1991-92 Retail Activity Survey consisted of all employing public and private businesses in Australia, recorded on the ABS Business Register with a predominant activity of retailing. As such any retailing businesses which did not employ any staff in 1991-92 were excluded from the Survey.
2. Approximately 29,000 business units were selected using stratified random sampling techniques. All large retailing business units were automatically selected in the sample.
- Statistical unit**
3. The business unit about which information is collected and published for the Retail Activity Survey is termed the management unit. The management unit is the highest-level accounting unit within a business, having regard to industry homogeneity, for which accounts are maintained; in nearly all cases it coincides with the legal entity owning the business (i.e., company, partnership, trust, sole operator, etc). In the case of large diversified businesses, however, there may be more than one management unit, each coinciding with a "division" or "line of business". A division or line of business is recognised where separate and comprehensive accounts are compiled for it.
- Reference period**
4. Results of the 1991-92 Retail Activity Survey are based on details from profit and loss statements and balance sheets collected from businesses by mail questionnaire. These businesses were asked to provide data in respect of the year ending June 1992. In a minority of cases, where businesses did not account on a June-year basis, details were reported in respect of the accounting year which ended between October 1991 and September 1992.
- Classification by industry**
5. The industry classification used in this publication is the Australian and New Zealand Standard Industrial Classification (ANZSIC) (1292.0). In the past, the ABS has used the Australian Standard Industry Classification (ASIC). In essence, the ANZSIC is an updated version of ASIC.
6. Each business unit is classified to a single industry class. The industry allocated is the one which provides the main source of income for the management unit irrespective of whether a range of activities or a single activity is undertaken by the unit.
- Reliability of estimates**
7. The estimates presented in this publication are subject to sampling and non-sampling error.
- Sampling error**
8. Since the estimates in this publication are based on information obtained from a sample drawn from units in the surveyed population, the estimates are subject to sampling variability; that is, they may differ from the figures that would have been produced if all units had been included in the survey. One measure of the likely difference is given by the standard error, which indicates the extent to which an estimate might have varied by chance because only a sample of units was included. There are about two chances in three that a sample estimate will differ by less than one standard error from the figure that would have been obtained if all units had been included, and about nineteen chances in twenty that the difference will be less than two standard errors.
9. Sampling variability can be measured by the relative standard error which is obtained by expressing the standard error as a percentage of the estimate to which it refers. The relative standard error is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer also to the size of the estimate.
10. Table 7 contains estimates of the relative standard errors for statistics presented earlier in Table 1.

11. As an example of the above, the sample survey estimate for Supermarkets and grocery stores with turnover of \$25,279.3 million has a relative standard error of 2%. Therefore, there would be two chances in three that, if all units had been included in the survey, a figure in the range of \$24,773.7 million to \$25,785.0 million would have been obtained, and nineteen chances in twenty that the figure would have been within the range of \$24,268.1 million to \$26,290.5 million.

12. Some of the standard errors associated with the estimates contained in this publication are relatively high (indicated by '**', when the relative standard error is greater than 25%). It is important for users to check that the estimates are reliable enough for the particular purpose for which they require the statistics. It is left to the user to exercise the necessary caution in using the estimates in this publication.

Non-sampling error

13. The imprecision due to sampling, which is measured by the standard error, is not the only type of inaccuracy to which estimates are subject. Other inaccuracies, referred to collectively as non-sampling error, may occur because of, for example, inadequacies in available sources from which the population list was compiled and imperfections in reporting by respondents. Every effort has been made to reduce non-sampling error to a minimum by use of respondent-friendly collection forms design, efficient operating procedures and systems used to compile the statistics.

Definitions

14. **Retail sales.** Total value of sales to the general public net of allowance for goods returned, amounts allowed as trade-ins (except motor vehicle trade-in values), separately invoiced delivery charges and all discounts.

Wholesale sales. Total value of sales to businesses. Sales tax paid by the retail business is excluded.

Service income. Includes income from repairs, meals sold for consumption on the premises, film processing and printing etc

Commission income. Includes income from commissions on the sales of petrol, motor vehicles, lottery tickets etc

Rent, leasing and hiring income. Includes income from the hiring of video cassettes, electrical appliances, clothing etc

Turnover. Sales of goods (retail and wholesale) and all other operating revenue from outside the business. Receipts from interest, royalties, dividends and the sale of fixed tangible assets are excluded.

A detailed breakdown of Retail sales (Commodity item), Wholesale sales and Service income is provided in the Appendix (page 37) of this publication.

Availability of unpublished statistics

15. As well as statistics included in this publication, the ABS has a large range of more detailed data on the retail industry which may be made available. For example, other ratios than those presented here may be made available on request.

16. The ABS also has similar statistics available for the wholesale industry in respect of 1991-92.

17. Inquiries on retail and wholesale statistics should be made by telephoning Howard Williams on (06) 252 5631.

Symbols and other abbreviations

18. The following symbols, where shown in columns of figures or elsewhere in tables, mean:

- nil or rounded to zero
- n.p. not available for separate publication, but included in totals where applicable
- * relative standard error of estimate is greater than 25 per cent.

TABLE 7. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS
AUSTRALIA, 1991-92

ANZSIC Code Description	Retail Sales	Wholesale Sales	Service Income	Commission Income	Rent, Leasing and Hiring Income	Turnover
	per cent					
5110 Supermarkets and grocery stores	2	31	2	33	15	2
5121 Fresh meat, fish and poultry retailing	5	17	35	77	23	5
5122 Fruit & vegetable retailing	8	60	29	40	25	10
5123 Liquor retailing	6	31	5	28	25	6
5124 Bread & cake retailing	4	14	39	44	25	4
5125 Takeaway food retailing	4	31	10	67	4	3
— Milk vending and Specialised food retailing n.e.c (a)	22	6	60	43	83	22
512 Specialised Food Retailing	3	25	7	37	5	3
5210 Department stores	0	0	0	0	0	0
5221 Clothing retailing	2	3	12	16	10	2
5222 Footwear retailing	3	21	22	58	30	3
5223 Fabrics and other soft good retailing	4	36	35	34	14	4
522 Clothing and Soft Good Retailing	2	5	12	15	8	2
5231 Furniture retailing	5	10	55	23	21	5
5232 Floor covering retailing	4	27	10	47	22	4
5233 Domestic hardware and houseware retailing	7	7	27	32	18	7
5234 Domestic appliance retailing	3	14	10	32	14	3
5235 Recorded music retailing	9	11	43	15	28	9
523 Furniture, Houseware and Appliance Retailing	2	6	14	22	9	2
5241 Sport & camping equipment retailing	3	9	10	24	13	3
5242 Toy & game retailing	5	33	33	30	17	5
5243 Newspaper, book and stationery retailing	4	18	24	9	24	4
5244 Photographic equipment retailing	9	21	16	34	22	8
5245 Marine equipment retailing	4	15	7	28	15	4
524 Recreational Good Retailing	3	11	6	8	11	3
5251 Pharmaceutical, cosmetic and toiletry retailing	3	11	16	18	19	3
5252 Antique and used good retailing	4	25	17	26	20	4
5253 Garden supplies retailing	7	21	37	58	22	7
5254 Flower retailing	7	24	60	19	34	7
5255 Watch & jewellery retailing	4	48	10	34	37	4
5259 Retailing nec	3	12	10	16	13	3
525 Other Personal and Household Good Retailing	2	8	8	12	10	2
526 Household equipment repair services	17	11	7	10	41	7
5311 Car retailing	1	2	2	3	8	1
5312 Motor cycle dealing	7	3	12	16	22	5
5313 Trailer and caravan dealing	5	45	25	26	16	5
531 Motor Vehicle Retailing	1	2	2	3	8	1
5321 Automotive fuel retailing	4	9	11	15	20	4
5322 Automotive electrical services	23	18	7	38	30	7
5323 Smash repairing	17	30	4	59	19	4
5324 Tyre retailing	3	14	8	42	9	3
5329 Automotive repair and services n.e.c.	12	9	3	27	14	3
532 Motor Vehicle Services	3	6	3	13	14	2
TOTAL RETAIL	1	2	2	4	3	1

(a) Includes ANZSIC classes 5126 and 5129.

APPENDIX

DESCRIPTION OF COMMODITY AND OTHER REVENUE ITEMS

COMMODITY ITEMS

Food and Groceries

Food Groceries	<i>Includes</i> dairy products, eggs, all frozen and canned food, small goods, bacon and ham. <i>Excludes</i> food and grocery items listed below.
Non Food Groceries	<i>Includes</i> cleaning products and detergents; aluminium foil, grease proof paper, etc.; prepared pet food; toilet paper. <i>Excludes</i> cosmetics, toiletries and soap.
Confectionery	<i>Includes</i> chocolates and lollies; potato crisps. <i>Excludes</i> vending machine sales commission.
Fresh meat and poultry	<i>Excludes</i> frozen and canned food; smallgoods, bacon and ham.
Fresh fish	<i>Excludes</i> frozen and canned fish.
Fresh fruit and vegetables	<i>Excludes</i> frozen vegetables; canned fruit and vegetables.
Bread, cakes and pastries	<i>Excludes</i> frozen cakes and pastries; bread, cakes and pastries baked on the premises but not sold to the public.
Take-away food	<i>Includes</i> food sold in take-away packs, bags or containers; soft drinks and ice creams for immediate consumption. <i>Excludes</i> ice-cream sold for consumption at a later date; confectionery.
Beer, Wine and Spirits	<i>Excludes</i> home brew kits and ingredients; non-alcoholic wines.
Cigarettes and tobacco	<i>Excludes</i> vending machine sales commission, cigarette lighters; pipes.

Clothing, Footwear and Fabric

Men's clothing	<i>Includes</i> sports clothing, all accessories and takings from custom tailoring. <i>Excludes</i> footwear and jewellery.
Women's clothing	<i>Includes</i> sports clothing, all accessories and takings from dressmaking. <i>Excludes</i> footwear and jewellery.
Children's clothing	<i>Includes</i> clothing sold in children's and infant's sizes.
Footwear	<i>Includes</i> sports footwear.
Fabrics and soft furnishings	<i>Includes</i> manchester, blankets, haberdashery and takings from the making and installation of curtains.

Household Goods

Furniture	<i>Includes</i> mattresses, awnings and blinds. <i>Excludes</i> office furniture; takings from installation.
Floor coverings	<i>Includes</i> carpet and lino; mats and rugs. <i>Excludes</i> ceramic tiles; takings from laying carpet.
Domestic appliances	<i>Includes</i> fridges, freezers, vacuum cleaners; heating appliances, electric blankets; irons; hair dryers; sewing machines; kitchen appliances; air conditioners. <i>Excludes</i> installation or delivery charges.
Electronic entertainment equipment	<i>Includes</i> stereo equipment, TVs and video cassette recorders, video games. <i>Excludes</i> car cassette players and C.B. radios, personal computers.
Houseware	<i>Includes</i> cooking implements and utensils; crockery and cutlery; glasses and silverware.
Hardware	<i>Includes</i> tools, lawn mowers, paints and wall paper and pool chemicals. <i>Excludes</i> hardware sold to tradespeople.
Personal computers and accessories.	<i>Includes</i> personal computers, computer games, disks, software, computer accessories and peripherals. <i>Excludes</i> video games.
Personal and Other Goods	
Recorded Music	<i>Includes</i> compact discs and records, blank or pre-recorded audio cassettes, blank or pre-recorded video cassettes.
Musical instruments	<i>Includes</i> all electric and acoustic instruments and accessories and sheet music. <i>Excludes</i> tuition books.
Newspapers, books and stationery	<i>Includes</i> greeting cards artists' requisites and religious goods.
Sporting and camping equipment	<i>Includes</i> all sporting equipment and protective wear; camping equipment such as tents and sleeping bags. <i>Excludes</i> sports clothing and footwear.
Boats, boat trailers and marine accessories	<i>Includes</i> new and used boats, outboard motors and boat trailers and all parts and accessories for boats and outboard motors. <i>Excludes</i> car and box trailers and revenue from hiring boats.
Toys and games	<i>Includes</i> playing cards, board games, dolls, toy cars etc. <i>Excludes</i> video games.
Watches, clocks and jewellery	<i>Excludes</i> china and glassware.
Prescription drugs and medicines	<i>Includes</i> amounts received under pharmaceutical benefits schemes.

Cosmetics and toiletries	<i>Includes</i> deodorants, cosmetics, hair care products etc. and non-prescription pharmaceuticals. <i>Excludes</i> amounts received under pharmaceutical benefits schemes.
Photographic equipment	<i>Includes</i> cameras, lenses, projectors, photographic chemicals, films. <i>Excludes</i> film processing on the premises (included in Service income).
Antiques and used goods	<i>Includes</i> disposal goods and secondhand clothing. <i>Excludes</i> motor vehicles and goods traded in on new goods.
Flowers and florist supplies	<i>Includes</i> cut flowers. <i>Excludes</i> pot plants.
Garden supplies	<i>Includes</i> fertilisers, seeds, pot plants etc. <i>Excludes</i> cut flowers, agricultural supplies, pool chemicals and garden furniture.
Motor Vehicles and Associated Goods	
New parts and accessories	<i>Includes</i> parts and accessories (including car sound systems) sold to the general public. <i>Excludes</i> parts used in repairs carried out on the premises, parts or accessories sold to other businesses, parts and accessories for motor cycles and tyres tubes and batteries.
Tyres	<i>Includes</i> tubes, stock retreads and recaps and used tyres. <i>Excludes</i> tyres and tubes for farm machinery and motor cycles.
Batteries	
Petrol, oils and LPG	<i>Includes</i> petrol, diesel, distillate, LPG and oils. <i>Excludes</i> petrol sold on commission and receipts from lubricating services.
Motor cycles and accessories	<i>Includes</i> new and used motor cycles and scooters, motor cycle tyres, helmets and all parts and accessories. <i>Excludes</i> clothing and boots and parts used in repairs carried out on the premises.
Caravans and trailers	<i>Includes</i> caravans and camper-trailers and box trailers. <i>Excludes</i> boat trailers and revenue from hiring of caravans.
New Cars	<i>Includes</i> new cars and passenger vans sold to the general public. <i>Excludes</i> commercial vehicles, vehicles sold on commission or to other businesses.
Used Cars	<i>Includes</i> used cars and passenger vans sold to the general public. <i>Excludes</i> commercial vehicles, vehicles sold on commission or to other businesses.
Commodities not elsewhere classified	<i>Includes</i> goods not specified above.

WHOLESALE SALES

Fleet sales of motor vehicles	<i>Includes</i> sales of cars and commercial vehicles to fleet operators, government, rental companies or other businesses. <i>Excludes</i> sales between dealers.
Sales of motor vehicles to dealers	<i>Includes</i> sales of new and used cars and commercial vehicles from dealer to dealer.
Other sales of commercial vehicles	<i>Includes</i> sales of new and used commercial vehicles to the general public.
New motor vehicle parts and accessories	<i>Includes</i> new parts and accessories sold to other businesses.
Used motor vehicle parts	<i>Includes</i> used parts sold to other businesses.
Other wholesale sales	<i>Includes</i> wholesale sales of goods not specified above.

SERVICE INCOME

Meals sold for consumption on the premises.	<i>Excludes</i> takeaway meals and meals sold in takeaway packs or containers and sales of beer, wine and spirits.
Smash repairs	<i>Includes</i> income from the panel beating and spray painting of motor vehicles and parts used in this repair.
Automotive electrical services	<i>Includes</i> income from specialist automotive electrical repair and the parts used in this repair.
Other motor vehicle repair and services	<i>Includes</i> income from motor vehicle lubricating, washing and cleaning, motor vehicle and motor cycle repairs (other than those specialist services specified above) and the parts used in this repair.
Other service income	<i>Includes</i> income from the repair of watches, clocks, photographic equipment and electrical appliances and the parts used in this repair.

COMMISSION INCOME

Includes commission on motor vehicle sales, petrol sales and lottery ticket sales.

RENT, LEASING AND HIRING INCOME

Includes income from the hiring of video cassettes, electrical appliances, clothing, motor vehicles, caravans (not on-site) and trailers.





For more information ...

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