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**RETAIL INDUSTRY  
STATE AND TERRITORY SUMMARY  
1991-92**

**IAN CASTLES**  
Australian Statistician

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## CONTENTS

	<i>Page</i>
<b>Introduction</b>	iv
<b>The Australian Retail Industry - A State Perspective</b>	1
<b>Tables:</b>	
<b>Table 1.</b> Retail Industry: Summary of Operations by ANZSIC Class and State, 1991-92	3
<b>Table 2.</b> Retail Industry: Income, Expenditure and Profit by ANZSIC Group and State, 1991-92	12
<b>Table 3.</b> Retail Industry: Performance Measures by ANZSIC Group and State, 1991-92	30
<b>Explanatory Notes</b>	35
<b>Table 4.</b> Relative Standard Errors for Selected Items by ANZSIC Class and State, 1991-92	37
<b>Glossary of Terms</b>	46

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### INQUIRIES

- *for further information about statistics in this publication and the availability of unpublished statistics, contact Howard Williams on Canberra (06) 252 5631 or any ABS State Office*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 third in a series from the Retail Activity Survey and presents estimates of structural data for States and Territories. 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. Also included in this series are estimates of retail sales of commodities and details of other income which were recently released in *Retail Industry: Commodity Sales, Australia, 1991-92* (8624.0).

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". For the purposes of compiling State and Territory estimates where a business had significant operations in more than one State, separate management units have been formed in each of the States in which it operates, to allow the collection of more accurate State level data. For this reason the counts of management units by State and Territory, may not sum to the Australian aggregate counts of management units.

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'* (8623.1-8). This means that estimates from both collections will not necessarily agree. The most significant differences are:

- the population for the Retail and Services Census included those businesses that do not employ staff, whereas the Retail Activity Survey covered only employing businesses; and
- the Retail Activity Survey was a survey of management units, whereas the Retail and Services Census collected data from all shopfront locations. A management unit may comprise several locations which are involved in different industries. However, a location would only be included in the Retail Activity Survey if the predominant activity of its 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 35 of this publication provides a more detailed explanation of the points raised above.

## THE AUSTRALIAN RETAIL INDUSTRY - A STATE PERSPECTIVE

### OVERVIEW

Of the 83,596 management units recorded across Australia during 1991-92, about 27,200, or 32 per cent had operations in New South Wales. 25 per cent in Victoria, 18 per cent in Queensland, 8 per cent in South Australia, 10 per cent in Western Australia, 3 per cent in Tasmania, 1 per cent in Northern Territory and 2 per cent in the Australian Capital Territory.

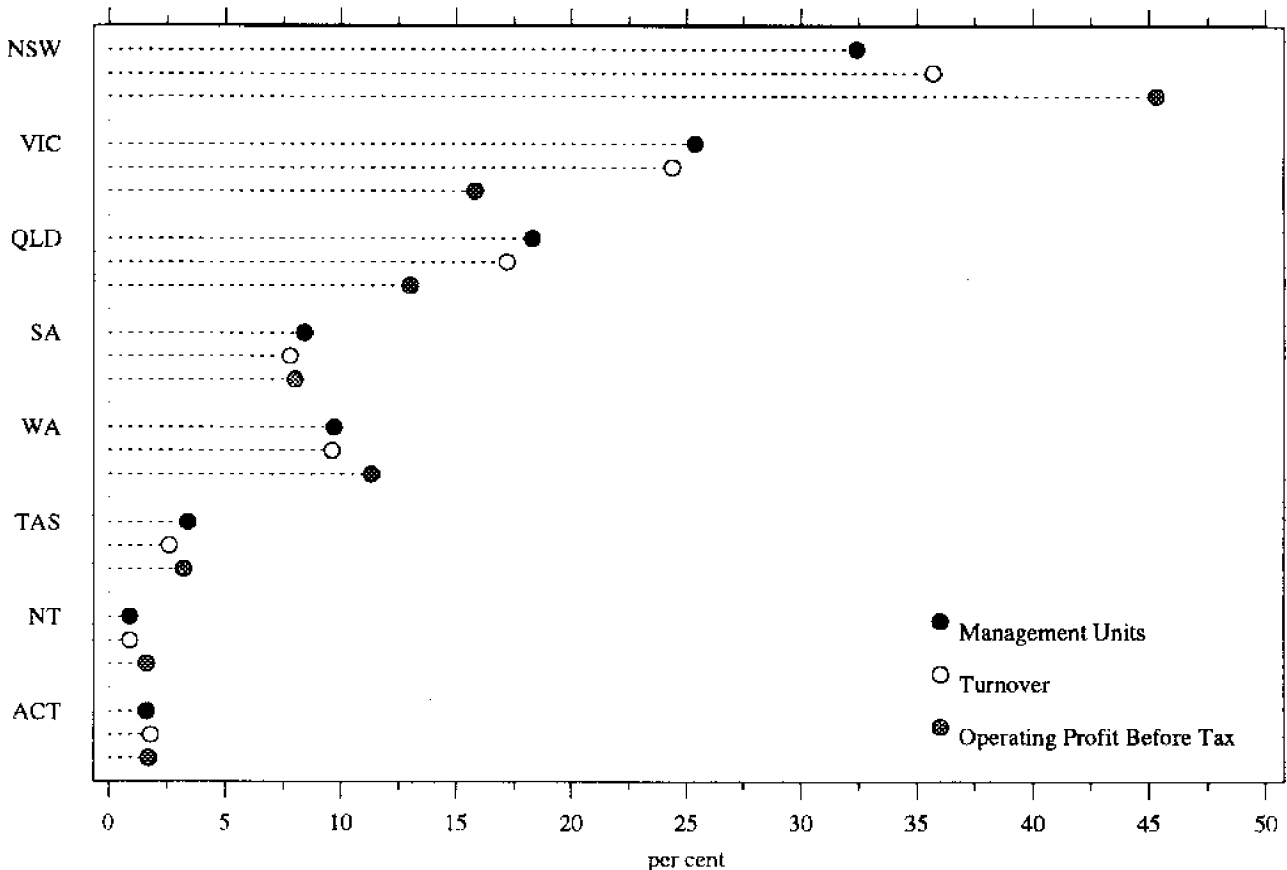
Individual State's contribution to the other key measures were very similar, with New South Wales accounting for 33 per cent of retail industry employment and almost 36 per cent of turnover across Australia.

### *Operating Profit Before Tax*

During 1991-92 the retail industry recorded more than \$2.7 billion in operating profit before tax.

In terms of this measure operations in New South Wales contributed the largest proportion, generating more than 45 per cent of the total operating profit before tax for Australia. Victoria recorded less than 16 per cent of the total with just \$433 million, while Queensland recorded \$357 million (13 per cent) and Western Australia \$309 million (11 per cent).

CHART 1. RETAIL INDUSTRY:  
DISTRIBUTION OF KEY MEASURES BY STATE,  
1991-92



## OTHER PERFORMANCE MEASURES

Table 3 in this publication presents data on a number of selected performance measures which are relevant to the retail industry. Two of these measures have been chosen here to compare the relative performance of the industry across the States and Territories.

### *Operating Profit Before Tax per Person Employed*

This measure is the average amount (in thousands of dollars) of operating profit before tax contributed by each employee, working proprietor and working partner.

The Northern Territory recorded the highest level across the States and Territories for this measure during 1991-92 with \$6,300 per person employed, followed by New South Wales with \$4,500 per person. The lowest level was recorded in Victoria with only about \$2,000 per person employed.

### *Operating Profit Margin*

Operating profit margin represents the percentage of sales of goods and services available as operating profit.

Using this measure the Northern Territory had the highest margin (4.5%), followed by Tasmania and New South Wales (3.0%), Victoria and Queensland had the lowest operating profit margins with 1.6 per cent and 1.8 per cent respectively.

CHART 2. RETAIL INDUSTRY: SELECTED PERFORMANCE MEASURES BY STATE AND AUSTRALIA, 1991-92

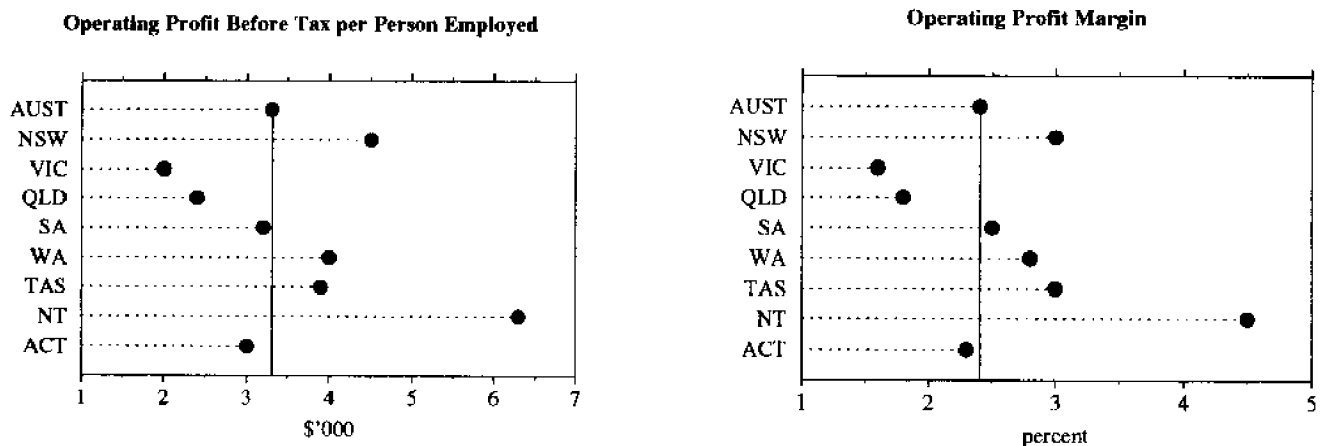




TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92

New South Wales

ANZSIC Code	Description	Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
		No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>1,338</b>	<b>49,440</b>	<b>702</b>	<b>8,094</b>	<b>6,330</b>	<b>1,149</b>
5121	Fresh meat, fish and poultry retailing	1,302	7,719	118	816	523	187
5122	Fruit & vegetable retailing	614	4,038	65	719	527	105
5123	Liquor retailing	424	3,963	67	1,000	745	120
5124	Bread & cake retailing	866	5,259	69	276	112	104
5125	Takeaway food retailing	2,653	30,092	243	1,356	595	395
—	Milk vending and Specialised food retailing n.e.c. (a)	*685	*4113	*51	*566	*434	*81
<b>512</b>	<b>Specialised Food Retailing</b>	<b>6,544</b>	<b>55,184</b>	<b>613</b>	<b>4,732</b>	<b>2,936</b>	<b>993</b>
<b>5210</b>	<b>Department stores</b>	<b>8</b>	<b>30,768</b>	<b>469</b>	<b>3,462</b>	<b>2,214</b>	<b>735</b>
5221	Clothing retailing	1,941	18,719	280	2,089	1,254	398
5222	Footwear retailing	321	3,861	54	373	233	69
5223	Fabrics and other soft good retailing	508	3,443	48	323	200	61
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>2,771</b>	<b>26,023</b>	<b>382</b>	<b>2,785</b>	<b>1,686</b>	<b>529</b>
5231	Furniture retailing	345	2,871	67	668	449	84
5232	Floor covering retailing	263	1,427	32	301	205	45
5233	Domestic hardware and houseware retailing	875	6,077	124	753	476	*117
5234	Domestic appliance retailing	547	6,659	149	1,487	1,050	207
5235	Recorded music retailing	87	909	*21	169	107	*21
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>2,118</b>	<b>17,942</b>	<b>392</b>	<b>3,378</b>	<b>2,287</b>	<b>473</b>
5241	Sport & camping equipment retailing	645	2,640	43	368	243	67
5242	Toy & game retailing	117	561	7	71	46	10
5243	Newspaper, book and stationery retailing	1,261	8,882	115	1,275	836	232
5244	Photographic equipment retailing	95	696	14	116	82	16
5245	Marine equipment retailing	122	539	10	88	63	14
<b>524</b>	<b>Recreational good retailing</b>	<b>2,240</b>	<b>13,318</b>	<b>189</b>	<b>1,917</b>	<b>1,270</b>	<b>339</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	1,803	13,123	172	1,503	944	338
5252	Antique and used good retailing	316	1,045	14	79	38	21
5253	Garden supplies retailing	141	1,022	16	111	66	28
5254	Flower retailing	313	1,086	14	79	41	19
5255	Watch & jewellery retailing	543	4,736	86	459	203	122
5259	Retailing nec	937	4,408	69	527	299	98
<b>525</b>	<b>Other personal and household good retailing</b>	<b>4,053</b>	<b>25,420</b>	<b>370</b>	<b>2,758</b>	<b>1,592</b>	<b>626</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>371</b>	<b>1,758</b>	<b>36</b>	<b>119</b>	<b>37</b>	<b>52</b>
5311	Car retailing	1,220	17,288	435	7,297	6,204	624
5312	Motor cycle dealing	173	880	18	222	160	33
5313	Trailer and caravan dealing	50	274	6	56	40	10
<b>531</b>	<b>Motor vehicle retailing</b>	<b>1,442</b>	<b>18,442</b>	<b>459</b>	<b>7,574</b>	<b>6,405</b>	<b>668</b>
5321	Automotive fuel retailing	1,813	13,290	180	3,674	3,173	317
5322	Automotive electrical services	519	2,308	43	149	63	64
5323	Smash repairing	1,597	10,268	214	845	363	290
5324	Tyre retailing	249	3,021	72	598	451	84
5329	Automotive repair and services n.e.c.	2,124	8,977	167	715	328	247
<b>532</b>	<b>Motor vehicle services</b>	<b>6,302</b>	<b>37,864</b>	<b>675</b>	<b>5,980</b>	<b>4,378</b>	<b>1,001</b>
<b>Total retail</b>		<b>27,185</b>	<b>276,159</b>	<b>4,289</b>	<b>40,800</b>	<b>29,135</b>	<b>6,565</b>

See footnotes at end of table.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92—continued

Victoria

ANZSIC		Manage- ment units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>1,341</b>	<b>43,774</b>	<b>623</b>	<b>6,323</b>	<b>4,941</b>	<b>856</b>
5121	Fresh meat, fish and poultry retailing	1,055	4,415	63	522	365	98
5122	Fruit & vegetable retailing	495	2,638	28	331	252	45
5123	Liquor retailing	*297	*1922	*31	473	374	*47
5124	Bread & cake retailing	682	4,671	56	215	80	90
5125	Takeaway food retailing	1,916	21,393	154	909	443	226
	Milk vending and Specialised food retailing n.e.c. (a)	*405	*2331	*32	*362	*262	*55
<b>512</b>	<b>Specialised Food Retailing</b>	<b>4,850</b>	<b>37,370</b>	<b>365</b>	<b>2,812</b>	<b>1,776</b>	<b>561</b>
<b>5210</b>	<b>Department stores</b>	<b>7</b>	<b>26,274</b>	<b>459</b>	<b>2,368</b>	<b>1,545</b>	<b>440</b>
5221	Clothing retailing	1,529	15,804	249	1,660	1,024	296
5222	Footwear retailing	274	3,170	51	313	191	53
5223	Fabrics and other soft good retailing	443	3,407	53	341	201	74
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>2,246</b>	<b>22,380</b>	<b>352</b>	<b>2,313</b>	<b>1,416</b>	<b>422</b>
5231	Furniture retailing	427	2,426	51	429	275	67
5232	Floor covering retailing	215	1,064	23	222	148	35
5233	Domestic hardware and houseware retailing	563	5,508	80	666	434	138
5234	Domestic appliance retailing	436	4,357	104	1,094	851	115
5235	Recorded music retailing	59	420	6	56	41	8
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>1,700</b>	<b>13,775</b>	<b>264</b>	<b>2,468</b>	<b>1,749</b>	<b>363</b>
5241	Sport & camping equipment retailing	420	1,958	29	245	159	48
5242	Toy & game retailing	183	741	11	94	58	16
5243	Newspaper, book and stationery retailing	832	7,780	84	739	522	138
5244	Photographic equipment retailing	74	485	9	57	35	13
5245	Marine equipment retailing	69	380	7	54	36	9
<b>524</b>	<b>Recreational good retailing</b>	<b>1,577</b>	<b>11,344</b>	<b>140</b>	<b>1,189</b>	<b>810</b>	<b>224</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	1,210	9,753	139	1,032	650	246
5252	Antique and used good retailing	254	740	12	80	42	21
5253	Garden supplies retailing	234	1,198	20	123	75	30
5254	Flower retailing	373	1,361	17	82	43	20
5255	Watch & jewellery retailing	353	3,100	48	304	149	84
5259	Retailing nec	529	2,875	41	291	168	59
<b>525</b>	<b>Other personal and household good retailing</b>	<b>2,951</b>	<b>19,026</b>	<b>277</b>	<b>1,912</b>	<b>1,127</b>	<b>460</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>333</b>	<b>1,120</b>	<b>15</b>	<b>59</b>	<b>21</b>	<b>25</b>
5311	Car retailing	1,023	10,837	261	4,337	3,601	409
5312	Motor cycle dealing	138	680	12	125	91	18
5313	Trailer and caravan dealing	39	166	3	26	19	5
<b>531</b>	<b>Motor vehicle retailing</b>	<b>1,200</b>	<b>11,683</b>	<b>276</b>	<b>4,487</b>	<b>3,712</b>	<b>433</b>
5321	Automotive fuel retailing	1,418	9,685	127	2,415	2,091	203
5322	Automotive electrical services	344	1,635	28	110	50	41
5323	Smash repairing	1,151	7,252	167	521	198	214
5324	Tyre retailing	217	1,900	42	333	242	52
5329	Automotive repair and services n.e.c.	1,958	8,011	142	591	286	189
<b>532</b>	<b>Motor vehicle services</b>	<b>5,087</b>	<b>28,483</b>	<b>507</b>	<b>3,969</b>	<b>2,868</b>	<b>699</b>
<b>Total retail</b>		<b>21,291</b>	<b>215,229</b>	<b>3,278</b>	<b>27,901</b>	<b>19,966</b>	<b>4,482</b>

See footnotes at end of table.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92—continued

## Queensland

ANZSIC		Manage-	Persons	Wages and	Turnover	Cost of	Industry
Code	Description	ment units	employed	salaries		goods sold	gross product
		No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>1,326</b>	<b>33,895</b>	<b>462</b>	<b>4,529</b>	<b>3,653</b>	<b>516</b>
5121	Fresh meat, fish and poultry retailing	743	3,758	61	432	286	90
5122	Fruit & vegetable retailing	312	1,988	25	229	160	39
5123	Liquor retailing	—	—	—	—	—	—
5124	Bread & cake retailing	413	2,809	32	122	50	48
5125	Takeaway food retailing	1,699	17,549	147	799	397	198
—	Milk vending and Specialised food retailing n.e.c. (a)	212	*1509	*19	*106	*65	*22
<b>512</b>	<b>Specialised Food Retailing</b>	<b>3,380</b>	<b>27,612</b>	<b>284</b>	<b>1,688</b>	<b>958</b>	<b>396</b>
<b>5210</b>	<b>Department stores</b>	<b>5</b>	<b>14,475</b>	<b>201</b>	<b>1,511</b>	<b>1,007</b>	<b>283</b>
5221	Clothing retailing	816	9,832	141	999	599	185
5222	Footwear retailing	118	2,057	33	174	107	37
5223	Fabrics and other soft good retailing	279	1,837	26	160	95	38
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>1,212</b>	<b>13,727</b>	<b>199</b>	<b>1,333</b>	<b>801</b>	<b>260</b>
5231	Furniture retailing	251	1,632	32	319	218	43
5232	Floor covering retailing	129	725	16	162	107	23
5233	Domestic hardware and houseware retailing	*480	*2728	*45	*338	*237	52
5234	Domestic appliance retailing	306	2,609	62	705	534	87
5235	Recorded music retailing	*55	211	3	34	25	5
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>1,222</b>	<b>7,906</b>	<b>157</b>	<b>1,558</b>	<b>1,120</b>	<b>209</b>
5241	Sport & camping equipment retailing	283	1,255	20	163	107	28
5242	Toy & game retailing	83	480	7	69	48	11
5243	Newspaper, book and stationery retailing	743	4,323	54	520	372	92
5244	Photographic equipment retailing	32	191	3	20	12	6
5245	Marine equipment retailing	107	554	9	98	72	17
<b>524</b>	<b>Recreational good retailing</b>	<b>1,248</b>	<b>6,803</b>	<b>93</b>	<b>871</b>	<b>611</b>	<b>153</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	890	5,730	86	652	411	150
5252	Antique and used good retailing	204	620	9	58	32	13
5253	Garden supplies retailing	127	519	7	39	22	10
5254	Flower retailing	209	835	8	43	21	13
5255	Watch & jewellery retailing	260	2,123	36	229	112	62
5259	Retailing nec	485	2,600	40	321	197	58
<b>525</b>	<b>Other personal and household good retailing</b>	<b>2,175</b>	<b>12,426</b>	<b>185</b>	<b>1,342</b>	<b>794</b>	<b>306</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>279</b>	<b>1,071</b>	<b>16</b>	<b>52</b>	<b>18</b>	<b>22</b>
5311	Car retailing	736	8,416	201	3,556	3,053	277
5312	Motor cycle dealing	145	851	16	161	115	28
5313	Trailer and caravan dealing	29	135	3	26	19	5
<b>531</b>	<b>Motor vehicle retailing</b>	<b>909</b>	<b>9,401</b>	<b>220</b>	<b>3,743</b>	<b>3,188</b>	<b>310</b>
5321	Automotive fuel retailing	1,048	8,871	125	1,926	1,606	207
5322	Automotive electrical services	248	1,034	17	65	30	26
5323	Smash repairing	697	4,336	81	292	130	113
5324	Tyre retailing	236	2,182	49	386	279	61
5329	Automotive repair and services n.e.c.	1,320	5,659	95	395	182	142
<b>532</b>	<b>Motor vehicle services</b>	<b>3,548</b>	<b>22,082</b>	<b>367</b>	<b>3,065</b>	<b>2,226</b>	<b>549</b>
<b>Total retail</b>		<b>15,304</b>	<b>149,398</b>	<b>2,186</b>	<b>19,691</b>	<b>14,376</b>	<b>3,004</b>

See footnotes at end of table.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92 *continued*

South Australia

ANZSIC		Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>496</b>	<b>14,388</b>	<b>175</b>	<b>2,008</b>	<b>1,578</b>	<b>248</b>
5121	Fresh meat, fish and poultry retailing	331	1,490	20	142	89	37
5122	Fruit & vegetable retailing	140	621	7	78	57	13
5123	Liquor retailing	53	332	7	128	105	10
5124	Bread & cake retailing	198	1,276	14	60	26	24
5125	Takeaway food retailing	947	8,415	56	318	158	83
—	Milk vending and Specialised food retailing n.e.c. (a)	249	965	7	*91	*63	*19
<b>512</b>	<b>Specialised Food Retailing</b>	<b>1,919</b>	<b>13,099</b>	<b>110</b>	<b>817</b>	<b>498</b>	<b>186</b>
<b>5210</b>	<b>Department stores</b>	<b>7</b>	<b>8,732</b>	<b>147</b>	<b>1,033</b>	<b>692</b>	<b>183</b>
5221	Clothing retailing	311	2,729	38	278	175	50
5222	Footwear retailing	74	1,068	14	98	59	21
5223	Fabrics and other soft good retailing	100	669	8	58	35	13
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>485</b>	<b>4,466</b>	<b>61</b>	<b>435</b>	<b>268</b>	<b>85</b>
5231	Furniture retailing	100	899	20	144	92	25
5232	Floor covering retailing	47	334	7	64	41	8
5233	Domestic hardware and houseware retailing	265	1,644	27	199	141	32
5234	Domestic appliance retailing	178	1,438	26	306	229	44
5235	Recorded music retailing	24	206	4	32	23	4
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>614</b>	<b>4,521</b>	<b>83</b>	<b>744</b>	<b>526</b>	<b>113</b>
5241	Sport & camping equipment retailing	134	588	8	73	49	14
5242	Toy & game retailing	22	96	1	13	9	2
5243	Newspaper, book and stationery retailing	316	1,770	19	157	104	29
5244	Photographic equipment retailing	28	133	2	18	12	3
5245	Marine equipment retailing	24	111	2	17	13	3
<b>524</b>	<b>Recreational good retailing</b>	<b>524</b>	<b>2,698</b>	<b>33</b>	<b>276</b>	<b>187</b>	<b>51</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	322	2,680	42	295	186	75
5252	Antique and used good retailing	111	307	4	30	16	7
5253	Garden supplies retailing	53	373	5	27	14	8
5254	Flower retailing	108	322	3	20	10	5
5255	Watch & jewellery retailing	115	1,075	19	102	48	28
5259	Retailing nec	190	731	10	76	46	16
<b>525</b>	<b>Other personal and household good retailing</b>	<b>897</b>	<b>5,488</b>	<b>82</b>	<b>549</b>	<b>320</b>	<b>140</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>56</b>	<b>273</b>	<b>5</b>	<b>18</b>	<b>8</b>	<b>7</b>
5311	Car retailing	392	4,715	111	1,695	1,430	153
5312	Motor cycle dealing	39	209	4	40	29	8
5313	Trailer and caravan dealing	24	90	1	14	10	2
<b>531</b>	<b>Motor vehicle retailing</b>	<b>455</b>	<b>5,013</b>	<b>117</b>	<b>1,750</b>	<b>1,470</b>	<b>164</b>
5321	Automotive fuel retailing	435	3,625	48	814	702	74
5322	Automotive electrical services	*90	320	*5	*26	*14	*8
5323	Smash repairing	359	1,972	38	121	46	57
5324	Tyre retailing	59	790	18	132	92	24
5329	Automotive repair and services n.e.c.	619	2,346	36	167	87	55
<b>532</b>	<b>Motor vehicle services</b>	<b>1,563</b>	<b>9,054</b>	<b>145</b>	<b>1,261</b>	<b>940</b>	<b>218</b>
<b>Total retail</b>		<b>7,017</b>	<b>67,733</b>	<b>958</b>	<b>8,890</b>	<b>6,487</b>	<b>1,396</b>

See footnotes at end of table.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92—continued

## Western Australia

ANZSIC		Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>656</b>	<b>18,817</b>	<b>244</b>	<b>2,680</b>	<b>2,136</b>	<b>310</b>
5121	Fresh meat, fish and poultry retailing	293	1,436	19	135	84	28
5122	Fruit & vegetable retailing	120	832	11	101	73	17
5123	Liquor retailing	145	1,007	17	274	212	36
5124	Bread & cake retailing	130	790	9	38	15	14
5125	Takeaway food retailing	993	8,740	70	350	153	104
—	Milk vending and Specialised food retailing n.e.c. (a)	*196	*905	*10	*93	*73	*10
<b>512</b>	<b>Specialised Food Retailing</b>	<b>1,876</b>	<b>13,711</b>	<b>135</b>	<b>992</b>	<b>610</b>	<b>209</b>
<b>5210</b>	<b>Department stores</b>	<b>5</b>	<b>8,976</b>	<b>130</b>	<b>951</b>	<b>623</b>	<b>194</b>
5221	Clothing retailing	447	3,893	61	438	258	91
5222	Footwear retailing	49	1,018	15	105	65	19
5223	Fabrics and other soft good retailing	166	899	13	67	37	17
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>662</b>	<b>5,810</b>	<b>90</b>	<b>609</b>	<b>360</b>	<b>128</b>
5231	Furniture retailing	137	627	11	117	81	13
5232	Floor covering retailing	85	367	8	72	45	12
5233	Domestic hardware and houseware retailing	347	1,566	26	218	146	41
5234	Domestic appliance retailing	139	1,432	31	417	330	45
5235	Recorded music retailing	31	202	3	34	24	5
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>739</b>	<b>4,194</b>	<b>78</b>	<b>857</b>	<b>627</b>	<b>116</b>
5241	Sport & camping equipment retailing	164	677	12	105	72	20
5242	Toy & game retailing	49	203	3	38	25	5
5243	Newspaper, book and stationery retailing	391	2,285	28	310	226	51
5244	Photographic equipment retailing	*19	*104	*2	*17	*13	*3
5245	Marine equipment retailing	40	196	4	32	23	5
<b>524</b>	<b>Recreational good retailing</b>	<b>664</b>	<b>3,464</b>	<b>49</b>	<b>502</b>	<b>360</b>	<b>83</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	412	2,393	35	286	178	77
5252	Antique and used good retailing	97	394	6	36	21	8
5253	Garden supplies retailing	85	641	9	49	28	12
5254	Flower retailing	95	334	3	22	11	6
5255	Watch & jewellery retailing	116	786	13	89	43	22
5259	Retailing nec	257	1,215	16	140	78	27
<b>525</b>	<b>Other personal and household good retailing</b>	<b>1,063</b>	<b>5,762</b>	<b>82</b>	<b>623</b>	<b>358</b>	<b>152</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>110</b>	<b>478</b>	<b>8</b>	<b>31</b>	<b>11</b>	<b>12</b>
5311	Car retailing	392	4,840	116	2,113	1,792	169
5312	Motor cycle dealing	60	305	4	56	42	8
5313	Trailer and caravan dealing	12	106	2	34	28	3
<b>531</b>	<b>Motor vehicle retailing</b>	<b>464</b>	<b>5,250</b>	<b>123</b>	<b>2,204</b>	<b>1,863</b>	<b>180</b>
5321	Automotive fuel retailing	636	3,999	58	930	769	100
5322	Automotive electrical services	88	421	8	33	15	14
5323	Smash repairing	386	2,334	43	167	69	71
5324	Tyre retailing	89	1,086	24	168	118	31
5329	Automotive repair and services n.e.c.	657	2,937	48	205	91	76
<b>532</b>	<b>Motor vehicle services</b>	<b>1,856</b>	<b>10,778</b>	<b>182</b>	<b>1,503</b>	<b>1,062</b>	<b>291</b>
<b>Total retail</b>		<b>8,095</b>	<b>77,240</b>	<b>1,121</b>	<b>10,951</b>	<b>8,009</b>	<b>1,676</b>

See footnotes at end of table.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92—continued

Tasmania

ANZSIC		Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>254</b>	<b>5,927</b>	<b>76</b>	<b>799</b>	<b>650</b>	<b>90</b>
5121	Fresh meat, fish and poultry retailing	157	579	7	49	31	12
5122	Fruit & vegetable retailing	14	60	1	10	8	1
5123	Liquor retailing	9	32	0	7	5	1
5124	Bread & cake retailing	66	372	4	17	8	6
5125	Takeaway food retailing	366	2,078	14	93	53	21
—	Milk vending and Specialised food retailing n.e.c. (a)	*87	*283	*3	*36	*26	*7
<b>512</b>	<b>Specialised Food Retailing</b>	<b>699</b>	<b>3,403</b>	<b>29</b>	<b>213</b>	<b>132</b>	<b>49</b>
<b>5210</b>	<b>Department stores</b>	<b>3</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>
5221	Clothing retailing	156	1,253	20	146	90	31
5222	Footwear retailing	56	366	5	33	20	7
5223	Fabrics and other soft good retailing	66	238	3	20	13	5
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>278</b>	<b>1,857</b>	<b>29</b>	<b>199</b>	<b>123</b>	<b>43</b>
5231	Furniture retailing	42	220	4	35	23	7
5232	Floor covering retailing	27	162	3	23	16	4
5233	Domestic hardware and houseware retailing	58	872	15	110	76	18
5234	Domestic appliance retailing	51	591	12	122	87	21
5235	Recorded music retailing	*11	*37	*0	*4	3	*1
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>189</b>	<b>1,882</b>	<b>35</b>	<b>294</b>	<b>205</b>	<b>50</b>
5241	Sport & camping equipment retailing	62	278	4	35	24	6
5242	Toy & game retailing	15	56	1	8	5	2
5243	Newspaper, book and stationery retailing	137	978	11	104	76	18
5244	Photographic equipment retailing	10	43	1	6	4	1
5245	Marine equipment retailing	14	n.p.	n.p.	n.p.	n.p.	n.p.
<b>524</b>	<b>Recreational good retailing</b>	<b>237</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	155	886	12	104	69	25
5252	Antique and used good retailing	39	94	1	7	4	2
5253	Garden supplies retailing	30	101	1	8	4	3
5254	Flower retailing	48	121	1	9	5	2
5255	Watch & jewellery retailing	55	261	4	24	11	7
5259	Retailing nec	81	288	3	25	15	6
<b>525</b>	<b>Other personal and household good retailing</b>	<b>408</b>	<b>1,751</b>	<b>23</b>	<b>176</b>	<b>108</b>	<b>46</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>36</b>	<b>150</b>	<b>2</b>	<b>8</b>	<b>3</b>	<b>3</b>
5311	Car retailing	131	1,286	29	442	365	43
5312	Motor cycle dealing	15	n.p.	n.p.	n.p.	n.p.	n.p.
5313	Trailer and caravan dealing	9	n.p.	n.p.	n.p.	n.p.	n.p.
<b>531</b>	<b>Motor vehicle retailing</b>	<b>154</b>	<b>1,405</b>	<b>31</b>	<b>462</b>	<b>381</b>	<b>44</b>
5321	Automotive fuel retailing	272	1,387	17	304	259	28
5322	Automotive electrical services	*25	*104	*2	9	*5	*3
5323	Smash repairing	118	652	13	40	16	19
5324	Tyre retailing	22	254	6	45	32	7
5329	Automotive repair and services n.e.c.	134	565	9	29	10	14
<b>532</b>	<b>Motor vehicle services</b>	<b>571</b>	<b>2,962</b>	<b>45</b>	<b>426</b>	<b>323</b>	<b>71</b>
<b>Total retail</b>		<b>2,829</b>	<b>22,543</b>	<b>316</b>	<b>2,947</b>	<b>2,175</b>	<b>466</b>

See footnotes at end of table.

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

Northern Territory

ANZSIC		Manage-	Persons	Wages and	Turnover	Cost of	Industry
Code	Description	ment units	employed	salaries		goods sold	gross product
		No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>93</b>	<b>2,390</b>	<b>35</b>	<b>366</b>	<b>277</b>	<b>54</b>
5121	Fresh meat, fish and poultry retailing	9	44	1	8	6	1
5122	Fruit & vegetable retailing	1	n.p.	n.p.	n.p.	n.p.	n.p.
5123	Liquor retailing	4	38	1	14	11	2
5124	Bread & cake retailing	*6	*47	*0	*1	*1	*1
5125	Takeaway food retailing	149	870	8	50	28	13
	Milk vending and Specialised food retailing n.e.c. (a)	*14	n.p.	n.p.	n.p.	n.p.	n.p.
<b>512</b>	<b>Specialised Food Retailing</b>	<b>182</b>	<b>1,090</b>	<b>11</b>	<b>86</b>	<b>54</b>	<b>18</b>
<b>5210</b>	<b>Department stores</b>	<b>2</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>
5221	Clothing retailing	53	265	4	27	16	6
5222	Footwear retailing	9	68	1	5	3	1
5223	Fabrics and other soft good retailing	17	69	1	5	3	1
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>78</b>	<b>402</b>	<b>5</b>	<b>37</b>	<b>22</b>	<b>8</b>
5231	Furniture retailing	8	84	2	19	13	3
5232	Floor covering retailing	7	19	0	4	3	1
5233	Domestic hardware and houseware retailing	26	142	2	20	*14	4
5234	Domestic appliance retailing	13	56	1	18	14	2
5235	Recorded music retailing	6	50	1	8	5	1
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>59</b>	<b>351</b>	<b>6</b>	<b>69</b>	<b>49</b>	<b>10</b>
5241	Sport & camping equipment retailing	19	68	2	14	9	2
5242	Toy & game retailing	1	n.p.	n.p.	n.p.	n.p.	n.p.
5243	Newspaper, book and stationery retailing	29	185	3	32	23	5
5244	Photographic equipment retailing	4	n.p.	n.p.	n.p.	n.p.	n.p.
5245	Marine equipment retailing	4	n.p.	n.p.	n.p.	n.p.	n.p.
<b>524</b>	<b>Recreational good retailing</b>	<b>57</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>	<b>n.p.</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	18	187	4	22	14	6
5252	Antique and used good retailing	*11	21	*0	*2	*1	0
5253	Garden supplies retailing	*4	18	*0	*1	*0	*0
5254	Flower retailing	8	*28	0	2	1	1
5255	Watch & jewellery retailing	14	76	1	12	7	2
5259	Retailing nec	33	*203	3	22	13	5
<b>525</b>	<b>Other personal and household good retailing</b>	<b>89</b>	<b>532</b>	<b>9</b>	<b>61</b>	<b>36</b>	<b>14</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>17</b>	<b>120</b>	<b>3</b>	<b>8</b>	<b>3</b>	<b>4</b>
5311	Car retailing	49	n.p.	n.p.	n.p.	n.p.	n.p.
5312	Motor cycle dealing	3	n.p.	n.p.	n.p.	n.p.	n.p.
5313	Trailer and caravan dealing	—	—	—	—	—	—
<b>531</b>	<b>Motor vehicle retailing</b>	<b>52</b>	<b>396</b>	<b>8</b>	<b>85</b>	<b>67</b>	<b>12</b>
5321	Automotive fuel retailing	46	413	7	98	80	12
5322	Automotive electrical services	*8	n.p.	n.p.	n.p.	n.p.	n.p.
5323	Smash repairing	24	159	3	12	6	5
5324	Tyre retailing	7	n.p.	n.p.	n.p.	n.p.	n.p.
5329	Automotive repair and services n.e.c.	61	238	4	19	9	7
<b>532</b>	<b>Motor vehicle services</b>	<b>147</b>	<b>975</b>	<b>19</b>	<b>159</b>	<b>115</b>	<b>28</b>
<b>Total retail</b>		<b>776</b>	<b>7,125</b>	<b>111</b>	<b>996</b>	<b>702</b>	<b>175</b>

See footnotes at end of table.

TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92—continued

## Australian Capital Territory

ANZSIC		Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	No.	No.	\$m	\$m	\$m	\$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>118</b>	<b>3,851</b>	<b>44</b>	<b>481</b>	<b>376</b>	<b>60</b>
5121	Fresh meat, fish and poultry retailing	46	202	3	25	16	5
5122	Fruit & vegetable retailing	16	n.p.	n.p.	n.p.	n.p.	n.p.
5123	Liquor retailing	15	137	2	31	24	4
5124	Bread & cake retailing	41	395	5	17	6	7
5125	Takeaway food retailing	214	2,263	17	96	45	28
—	Milk vending and Specialised food retailing n.e.c. (a)	*38	n.p.	n.p.	n.p.	n.p.	n.p.
<b>512</b>	<b>Specialised Food Retailing</b>	<b>371</b>	<b>3,272</b>	<b>30</b>	<b>205</b>	<b>117</b>	<b>50</b>
<b>5210</b>	<b>Department stores</b>	<b>5</b>	<b>1,993</b>	<b>31</b>	<b>232</b>	<b>161</b>	<b>37</b>
5221	Clothing retailing	61	701	10	93	58	18
5222	Footwear retailing	17	188	3	19	13	2
5223	Fabrics and other soft good retailing	23	129	2	15	9	3
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>102</b>	<b>1,018</b>	<b>15</b>	<b>127</b>	<b>79</b>	<b>23</b>
5231	Furniture retailing	19	171	5	47	32	7
5232	Floor covering retailing	14	70	2	22	15	2
5233	Domestic hardware and houseware retailing	31	369	7	47	29	11
5234	Domestic appliance retailing	19	236	5	52	36	9
5235	Recorded music retailing	*7	*96	*2	*16	*9	*3
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>89</b>	<b>943</b>	<b>20</b>	<b>184</b>	<b>121</b>	<b>32</b>
5241	Sport & camping equipment retailing	27	150	3	20	13	4
5242	Toy & game retailing	8	n.p.	n.p.	n.p.	n.p.	n.p.
5243	Newspaper, book and stationery retailing	62	440	5	65	47	10
5244	Photographic equipment retailing	2	n.p.	n.p.	n.p.	n.p.	n.p.
5245	Marine equipment retailing	*1	n.p.	n.p.	n.p.	n.p.	n.p.
<b>524</b>	<b>Recreational good retailing</b>	<b>101</b>	<b>652</b>	<b>8</b>	<b>94</b>	<b>66</b>	<b>16</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	76	574	9	61	38	15
5252	Antique and used good retailing	14	72	1	5	2	2
5253	Garden supplies retailing	13	115	2	14	9	3
5254	Flower retailing	16	63	1	4	2	1
5255	Watch & jewellery retailing	25	203	3	22	11	6
5259	Retailing nec	51	232	3	29	17	5
<b>525</b>	<b>Other personal and household good retailing</b>	<b>196</b>	<b>1,259</b>	<b>18</b>	<b>135</b>	<b>79</b>	<b>31</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>32</b>	<b>183</b>	<b>3</b>	<b>11</b>	<b>4</b>	<b>4</b>
5311	Car retailing	45	n.p.	n.p.	n.p.	n.p.	n.p.
5312	Motor cycle dealing	9	n.p.	n.p.	n.p.	n.p.	n.p.
5313	Trailer and caravan dealing	*1	n.p.	n.p.	n.p.	n.p.	n.p.
<b>531</b>	<b>Motor vehicle retailing</b>	<b>56</b>	<b>781</b>	<b>19</b>	<b>317</b>	<b>267</b>	<b>27</b>
5321	Automotive fuel retailing	74	785	11	208	181	16
5322	Automotive electrical services	*6	n.p.	n.p.	n.p.	n.p.	n.p.
5323	Smash repairing	58	459	10	37	16	15
5324	Tyre retailing	10	n.p.	n.p.	n.p.	n.p.	n.p.
5329	Automotive repair and services n.e.c.	109	465	8	34	14	13
<b>532</b>	<b>Motor vehicle services</b>	<b>257</b>	<b>1,874</b>	<b>34</b>	<b>311</b>	<b>234</b>	<b>50</b>
<b>Total retail</b>		<b>1,326</b>	<b>15,825</b>	<b>224</b>	<b>2,096</b>	<b>1,505</b>	<b>331</b>

See footnotes at end of table.



TABLE 1. SUMMARY OF OPERATIONS BY ANZSIC CLASS,  
STATES AND AUSTRALIA, 1991-92—continued

Australia

ANZSIC Code	Description	Management units No.	Persons employed No.	Wages and salaries \$m	Turnover \$m	Cost of goods sold \$m	Industry gross product \$m
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>5,602</b>	<b>172,482</b>	<b>2,362</b>	<b>25,280</b>	<b>19,941</b>	<b>3,283</b>
5121	Fresh meat, fish and poultry retailing	5,936	19,642	292	2,130	1,400	460
5122	Fruit & vegetable retailing	1,712	10,283	138	1,489	1,092	223
5123	Liquor retailing	939	7,431	125	1,928	1,477	220
5124	Bread & cake retailing	2,402	15,620	189	747	298	295
5125	Takeaway food retailing	8,923	91,398	709	3,971	1,871	1,068
—	Milk vending and Specialised food retailing n.e.c. (a)	1,883	10,367	123	1,279	943	197
<b>512</b>	<b>Specialised Food Retailing</b>	<b>19,795</b>	<b>154,741</b>	<b>1,577</b>	<b>11,545</b>	<b>7,083</b>	<b>2,463</b>
<b>5210</b>	<b>Department stores</b>	<b>14</b>	<b>93,538</b>	<b>1,473</b>	<b>9,830</b>	<b>6,416</b>	<b>1,930</b>
5221	Clothing retailing	5,257	53,196	804	5,731	3,474	1,076
5222	Footwear retailing	886	11,796	176	1,121	690	210
5223	Fabrics and other soft good retailing	1,599	10,692	154	988	591	212
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>7,742</b>	<b>75,684</b>	<b>1,133</b>	<b>7,839</b>	<b>4,755</b>	<b>1,498</b>
5231	Furniture retailing	1,328	8,929	191	1,776	1,182	249
5232	Floor covering retailing	787	4,168	90	871	579	130
5233	Domestic hardware and houseware retailing	2,644	18,908	326	2,351	1,552	413
5234	Domestic appliance retailing	1,677	17,378	391	4,200	3,132	529
5235	Recorded music retailing	281	2,131	39	353	239	47
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>6,718</b>	<b>51,513</b>	<b>1,037</b>	<b>9,552</b>	<b>6,684</b>	<b>1,368</b>
5241	Sport & camping equipment retailing	1,755	7,615	120	1,024	677	189
5242	Toy & game retailing	477	2,186	31	298	195	46
5243	Newspaper, book and stationery retailing	3,771	26,644	319	3,202	2,207	575
5244	Photographic equipment retailing	264	1,695	32	240	162	44
5245	Marine equipment retailing	380	1,894	35	307	220	51
<b>524</b>	<b>Recreational good retailing</b>	<b>6,648</b>	<b>40,033</b>	<b>537</b>	<b>5,070</b>	<b>3,461</b>	<b>905</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	4,881	35,325	498	3,953	2,489	933
5252	Antique and used good retailing	1,046	3,293	47	297	155	74
5253	Garden supplies retailing	686	3,987	61	372	218	94
5254	Flower retailing	1,169	4,149	48	261	134	66
5255	Watch & jewellery retailing	1,472	12,360	210	1,242	584	334
5259	Retailing nec	2,557	12,552	185	1,431	833	274
<b>525</b>	<b>Other personal and household good retailing</b>	<b>11,811</b>	<b>71,666</b>	<b>1,047</b>	<b>7,556</b>	<b>4,414</b>	<b>1,775</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>1,220</b>	<b>5,154</b>	<b>89</b>	<b>306</b>	<b>105</b>	<b>128</b>
5311	Car retailing	3,988	48,488	1,180	19,829	16,772	1,713
5312	Motor cycle dealing	577	3,058	57	629	457	100
5313	Trailer and caravan dealing	164	824	15	164	124	24
<b>531</b>	<b>Motor vehicle retailing</b>	<b>4,730</b>	<b>52,371</b>	<b>1,253</b>	<b>20,623</b>	<b>17,352</b>	<b>1,837</b>
5321	Automotive fuel retailing	5,742	42,054	573	10,370	8,861	957
5322	Automotive electrical services	1,328	5,899	104	398	181	158
5323	Smash repairing	4,390	27,434	569	2,035	843	783
5324	Tyre retailing	875	9,486	218	1,715	1,253	267
5329	Automotive repair and services n.e.c.	6,983	29,199	509	2,155	1,007	742
<b>532</b>	<b>Motor vehicle services</b>	<b>19,318</b>	<b>114,072</b>	<b>1,974</b>	<b>16,673</b>	<b>12,146</b>	<b>2,907</b>
<b>Total retail</b>		<b>83,596</b>	<b>831,253</b>	<b>12,481</b>	<b>114,273</b>	<b>82,356</b>	<b>18,095</b>

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

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

	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<i>New South Wales</i>			
<b>Turnover</b>	<b>8,094</b>	<b>4,732</b>	<b>12,826</b>
less Opening stock	594	177	771
less Purchases	6,385	2,951	9,335
plus Closing stock	648	192	840
<b>Cost of goods sold</b>	<b>6,330</b>	<b>2,936</b>	<b>9,266</b>
<b>Trading profit</b>	<b>1,764</b>	<b>1,796</b>	<b>3,560</b>
plus Interest income	26	15	41
Government subsidies	0	*0	1
Other income	52	40	92
less Wages	702	613	1,315
Other labour costs	37	38	76
Rent, leasing and hiring expenses	194	286	480
Bad debts written off	0	*4	*4
Insurance premiums	8	19	28
Depreciation	65	65	130
Other expenses	421	519	940
<b>Earnings before interest and tax</b>	<b>414</b>	<b>308</b>	<b>721</b>
less Interest expenses	66	128	194
<b>Operating profit before tax</b>	<b>348</b>	<b>179</b>	<b>527</b>

*Personal and Household Good Retailing*

	<i>Personal and Household Good Retailing</i>						<i>Total personal and household good retailing</i>
	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	
<b>Turnover</b>	<b>3,462</b>	<b>2,785</b>	<b>3,378</b>	<b>1,917</b>	<b>2,758</b>	<b>119</b>	<b>14,419</b>
less Opening stock	592	478	473	234	365	8	2,151
less Purchases	2,238	1,729	2,306	1,281	1,601	37	9,192
plus Closing stock	617	521	492	245	374	9	2,257
<b>Cost of goods sold</b>	<b>2,214</b>	<b>1,686</b>	<b>2,287</b>	<b>1,270</b>	<b>1,592</b>	<b>37</b>	<b>9,086</b>
<b>Trading profit</b>	<b>1,248</b>	<b>1,099</b>	<b>1,091</b>	<b>647</b>	<b>1,166</b>	<b>82</b>	<b>5,333</b>
plus Interest income	210	20	6	9	10	*0	255
Government subsidies	0	0	*1	*0	*1	*0	2
Other income	78	19	18	21	14	0	150
less Wages	469	382	392	189	370	36	1,839
Other labour costs	12	23	28	14	21	2	101
Rent, leasing and hiring expenses	178	260	169	94	195	5	901
Bad debts written off	2	1	4	*20	2	*0	*30
Insurance premiums	4	9	11	7	15	1	47
Depreciation	51	49	29	14	27	2	173
Other expenses	335	311	452	215	347	25	1,685
<b>Earnings before interest and tax</b>	<b>484</b>	<b>102</b>	<b>*31</b>	<b>125</b>	<b>213</b>	<b>10</b>	<b>964</b>
less Interest expenses	349	52	48	43	60	1	553
<b>Operating profit before tax</b>	<b>134</b>	<b>*50</b>	<b>*-17</b>	<b>82</b>	<b>153</b>	<b>*9</b>	<b>411</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
<i>New South Wales</i>	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>7,574</b>	<b>5,980</b>	<b>13,555</b>	<b>40,800</b>
less Opening stock	451	197	649	3,571
less Purchases	6,415	4,387	10,802	29,329
plus Closing stock	462	206	667	3,764
<b>Cost of goods sold</b>	<b>6,405</b>	<b>4,378</b>	<b>10,783</b>	<b>29,135</b>
<b>Trading profit</b>	<b>1,170</b>	<b>1,602</b>	<b>2,772</b>	<b>11,665</b>
plus Interest income	21	*13	35	331
Government subsidies	1	1	2	5
Other income	42	33	75	318
less Wages	459	675	1,134	4,289
Other labour costs	29	53	82	259
Rent, leasing and hiring expenses	80	162	242	1,624
Bad debts written off	4	8	12	46
Insurance premiums	14	28	42	116
Depreciation	19	38	57	360
Other expenses	424	442	865	3,490
<b>Earnings before interest and tax</b>	<b>204</b>	<b>245</b>	<b>449</b>	<b>2,134</b>
less Interest expenses	77	69	147	894
<b>Operating profit before tax</b>	<b>127</b>	<b>175</b>	<b>302</b>	<b>1,240</b>

\* Relative standard error of estimate is greater than 25%

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

<i>Victoria</i>	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<b>Turnover</b>	<b>6,323</b>	<b>2,812</b>	<b>9,135</b>
less Opening stock	464	99	563
less Purchases	4,957	1,777	6,734
plus Closing stock	480	101	581
<b>Cost of goods sold</b>	<b>4,941</b>	<b>1,776</b>	<b>6,717</b>
<b>Trading profit</b>	<b>1,382</b>	<b>1,036</b>	<b>2,418</b>
plus Interest income	17	6	23
Government subsidies	1	*1	1
Other income	19	21	40
less Wages	623	365	988
Other labour costs	31	24	56
Rent, leasing and hiring expenses	167	172	339
Bad debts written off	*1	1	*1
Insurance premiums	8	11	19
Depreciation	58	37	95
Other expenses	359	305	664
<b>Earnings before interest and tax</b>	<b>171</b>	<b>149</b>	<b>320</b>
less Interest expenses	56	68	124
<b>Operating profit before tax</b>	<b>115</b>	<b>81</b>	<b>196</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>2,368</b>	<b>2,313</b>	<b>2,468</b>	<b>1,189</b>	<b>1,912</b>	<b>59</b>	<b>10,310</b>
less Opening stock	447	464	345	158	305	7	1,727
less Purchases	1,545	1,400	1,768	818	1,140	21	6,693
plus Closing stock	447	449	364	166	319	6	1,750
<b>Cost of goods sold</b>	<b>1,545</b>	<b>1,416</b>	<b>1,749</b>	<b>810</b>	<b>1,127</b>	<b>21</b>	<b>6,669</b>
<b>Trading profit</b>	<b>823</b>	<b>897</b>	<b>719</b>	<b>379</b>	<b>786</b>	<b>38</b>	<b>3,641</b>
plus Interest income	225	10	4	*4	8	*0	251
Government subsidies	0	1	*1	*7	*0	*0	*8
Other income	79	11	7	3	9	0	110
less Wages	459	352	264	140	277	15	1,507
Other labour costs	10	23	18	10	14	*1	76
Rent, leasing and hiring expenses	129	210	109	65	116	3	632
Bad debts written off	1	1	3	1	*4	*3	13
Insurance premiums	4	8	9	5	10	1	35
Depreciation	49	31	21	10	18	1	129
Other expenses	254	267	247	97	211	10	1,086
<b>Earnings before interest and tax</b>	<b>221</b>	<b>*27</b>	<b>59</b>	<b>65</b>	<b>153</b>	<b>*6</b>	<b>532</b>
less Interest expenses	318	50	31	31	45	*1	477
<b>Operating profit before tax</b>	<b>-96</b>	<b>*-23</b>	<b>28</b>	<b>34</b>	<b>108</b>	<b>*5</b>	<b>*55</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
<i>Victoria</i>	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>4,487</b>	<b>3,969</b>	<b>8,456</b>	<b>27,901</b>
less Opening stock	284	131	416	2,705
less Purchases	3,724	2,868	6,592	20,020
plus Closing stock	297	131	428	2,759
<b>Cost of goods sold</b>	<b>3,712</b>	<b>2,868</b>	<b>6,579</b>	<b>19,966</b>
<b>Trading profit</b>	<b>776</b>	<b>1,101</b>	<b>1,877</b>	<b>7,936</b>
plus Interest income	8	6	14	288
Government subsidies	1	2	2	*12
Other income	18	23	40	190
less Wages	276	507	783	3,278
Other labour costs	14	32	46	178
Rent, leasing and hiring expenses	48	109	157	1,128
Bad debts written off	3	6	9	23
Insurance premiums	9	18	28	82
Depreciation	13	28	41	265
Other expenses	296	296	592	2,342
<b>Earnings before interest and tax</b>	<b>142</b>	<b>135</b>	<b>277</b>	<b>1,129</b>
less Interest expenses	48	48	95	696
<b>Operating profit before tax</b>	<b>95</b>	<b>87</b>	<b>182</b>	<b>433</b>

\* Relative standard error of estimate is greater than 25%

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

<i>Queensland</i>	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<b>Turnover</b>	<b>4,529</b>	<b>1,688</b>	<b>6,217</b>
less Opening stock	343	23	367
less Purchases	3,691	960	4,651
plus Closing stock	382	25	406
<b>Cost of goods sold</b>	<b>3,653</b>	<b>958</b>	<b>4,611</b>
<b>Trading profit</b>	<b>876</b>	<b>730</b>	<b>1,606</b>
plus Interest income	15	8	23
Government subsidies	0	0	1
Other income	18	8	25
less Wages	462	284	747
Other labour costs	21	13	33
Rent, leasing and hiring expenses	129	111	239
Bad debts written off	1	*1	2
Insurance premiums	5	6	12
Depreciation	39	28	68
Other expenses	232	224	456
<b>Earnings before interest and tax</b>	<b>*19</b>	<b>78</b>	<b>*98</b>
less Interest expenses	37	47	84
<b>Operating profit before tax</b>	<b>*-18</b>	<b>*32</b>	<b>*14</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>1,511</b>	<b>1,333</b>	<b>1,558</b>	<b>871</b>	<b>1,342</b>	<b>52</b>	<b>6,666</b>
less Opening stock	258	219	214	113	200	5	1,009
less Purchases	1,034	800	1,128	618	799	18	4,396
plus Closing stock	285	218	222	120	204	4	1,053
<b>Cost of goods sold</b>	<b>1,007</b>	<b>801</b>	<b>1,120</b>	<b>611</b>	<b>794</b>	<b>18</b>	<b>4,352</b>
<b>Trading profit</b>	<b>503</b>	<b>532</b>	<b>438</b>	<b>260</b>	<b>548</b>	<b>33</b>	<b>2,314</b>
plus Interest income	75	5	3	2	5	*0	91
Government subsidies	0	*0	*0	*0	*0	*0	1
Other income	33	7	6	5	8	0	59
less Wages	201	199	157	93	185	16	852
Other labour costs	5	12	9	7	9	1	43
Rent, leasing and hiring expenses	85	135	70	45	95	3	433
Bad debts written off	1	0	*2	1	1	*0	4
Insurance premiums	1	3	4	3	5	0	17
Depreciation	22	20	10	6	11	*1	71
Other expenses	136	137	*158	63	147	9	650
<b>Earnings before interest and tax</b>	<b>161</b>	<b>36</b>	<b>37</b>	<b>49</b>	<b>107</b>	<b>4</b>	<b>395</b>
less Interest expenses	123	25	17	15	24	*0	204
<b>Operating profit before tax</b>	<b>37</b>	<b>*11</b>	<b>*20</b>	<b>34</b>	<b>84</b>	<b>4</b>	<b>190</b>

\* Relative standard error of estimate is greater than 25%

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

<i>South Australia</i>	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<b>Turnover</b>	<b>2,008</b>	<b>817</b>	<b>2,825</b>
less Opening stock	160	32	192
less Purchases	1,585	499	2,084
plus Closing stock	167	33	200
<b>Cost of goods sold</b>	<b>1,578</b>	<b>498</b>	<b>2,077</b>
<b>Trading profit</b>	<b>430</b>	<b>319</b>	<b>748</b>
plus Interest income	27	1	28
Government subsidies	1	*0	1
Other income	13	6	19
less Wages	175	110	285
Other labour costs	9	6	15
Rent, leasing and hiring expenses	56	49	105
Bad debts written off	*0	*0	*1
Insurance premiums	*4	5	9
Depreciation	17	10	27
Other expenses	127	84	211
<b>Earnings before interest and tax</b>	<b>82</b>	<b>62</b>	<b>144</b>
less Interest expenses	47	16	63
<b>Operating profit before tax</b>	<b>*35</b>	<b>46</b>	<b>81</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>1,033</b>	<b>435</b>	<b>744</b>	<b>276</b>	<b>549</b>	<b>18</b>	<b>3,054</b>
less Opening stock	185	82	118	40	86	2	513
less Purchases	688	268	528	190	322	8	2,004
plus Closing stock	181	82	120	43	88	2	516
<b>Cost of goods sold</b>	<b>692</b>	<b>268</b>	<b>526</b>	<b>187</b>	<b>320</b>	<b>8</b>	<b>2,001</b>
<b>Trading profit</b>	<b>340</b>	<b>167</b>	<b>218</b>	<b>89</b>	<b>228</b>	<b>10</b>	<b>1,054</b>
plus Interest income	36	2	2	0	*2	*0	43
Government subsidies	0	*0	*0	0	*0	*0	*1
Other income	21	2	7	1	6	0	36
less Wages	147	61	83	33	82	5	411
Other labour costs	5	4	5	1	4	0	20
Rent, leasing and hiring expenses	56	36	30	17	34	1	174
Bad debts written off	1	*0	1	0	0	*0	3
Insurance premiums	1	2	3	2	3	0	10
Depreciation	15	5	7	2	4	0	33
Other expenses	101	46	76	21	56	2	303
<b>Earnings before interest and tax</b>	<b>71</b>	<b>18</b>	<b>23</b>	<b>14</b>	<b>52</b>	<b>1</b>	<b>179</b>
less Interest expenses	62	8	10	6	10	*0	97
<b>Operating profit before tax</b>	<b>8</b>	<b>*9</b>	<b>*13</b>	<b>*8</b>	<b>42</b>	<b>*1</b>	<b>81</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
<i>Queensland</i>	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>3,743</b>	<b>3,065</b>	<b>6,808</b>	<b>19,691</b>
less Opening stock	230	114	344	1,719
less Purchases	3,199	2,229	5,428	14,476
plus Closing stock	242	117	359	1,818
<b>Cost of goods sold</b>	<b>3,188</b>	<b>2,226</b>	<b>5,413</b>	<b>14,376</b>
<b>Trading profit</b>	<b>556</b>	<b>839</b>	<b>1,395</b>	<b>5,315</b>
plus Interest income	9	3	12	125
Government subsidies	0	1	1	2
Other income	15	11	27	111
less Wages	220	367	587	2,186
Other labour costs	12	28	39	116
Rent, leasing and hiring expenses	34	79	113	786
Bad debts written off	1	8	9	16
Insurance premiums	6	9	15	44
Depreciation	10	19	29	167
Other expenses	213	213	426	1,532
<b>Earnings before interest and tax</b>	<b>84</b>	<b>131</b>	<b>215</b>	<b>707</b>
less Interest expenses	32	30	62	350
<b>Operating profit before tax</b>	<b>52</b>	<b>100</b>	<b>153</b>	<b>357</b>

\* Relative standard error of estimate is greater than 25%



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

<i>Western Australia</i>	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<b>Turnover</b>	<b>2,680</b>	<b>992</b>	<b>3,672</b>
less Opening stock	177	38	216
less Purchases	2,133	612	2,745
plus Closing stock	175	41	215
<b>Cost of goods sold</b>	<b>2,136</b>	<b>610</b>	<b>2,746</b>
<b>Trading profit</b>	<b>545</b>	<b>381</b>	<b>926</b>
plus Interest income	2	4	6
Government subsidies	0	*0	0
Other income	21	4	25
less Wages	244	135	379
Other labour costs	11	6	17
Rent, leasing and hiring expenses	80	57	137
Bad debts written off	*0	*1	*1
Insurance premiums	4	4	8
Depreciation	26	13	39
Other expenses	155	116	271
<b>Earnings before interest and tax</b>	<b>48</b>	<b>57</b>	<b>105</b>
less Interest expenses	26	20	46
<b>Operating profit before tax</b>	<b>*22</b>	<b>*37</b>	<b>*60</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>951</b>	<b>609</b>	<b>857</b>	<b>502</b>	<b>623</b>	<b>31</b>	<b>3,573</b>
less Opening stock	163	111	105	66	92	2	539
less Purchases	630	363	635	360	362	11	2,361
plus Closing stock	170	113	113	66	96	2	561
<b>Cost of goods sold</b>	<b>623</b>	<b>360</b>	<b>627</b>	<b>360</b>	<b>358</b>	<b>11</b>	<b>2,339</b>
<b>Trading profit</b>	<b>328</b>	<b>249</b>	<b>229</b>	<b>142</b>	<b>265</b>	<b>20</b>	<b>1,234</b>
plus Interest income	53	3	1	1	4	*0	61
Government subsidies	0	0	*0	0	0	*0	0
Other income	22	4	4	4	5	0	38
less Wages	130	90	78	49	82	8	437
Other labour costs	3	5	5	4	5	*1	23
Rent, leasing and hiring expenses	43	50	33	26	38	2	192
Bad debts written off	0	*0	1	*0	0	*0	3
Insurance premiums	1	2	3	2	3	0	12
Depreciation	14	8	6	3	6	1	37
Other expenses	91	71	80	33	75	6	357
<b>Earnings before interest and tax</b>	<b>121</b>	<b>29</b>	<b>27</b>	<b>30</b>	<b>63</b>	<b>*2</b>	<b>272</b>
less Interest expenses	72	12	12	10	13	*0	120
<b>Operating profit before tax</b>	<b>48</b>	<b>17</b>	<b>*16</b>	<b>20</b>	<b>50</b>	<b>*2</b>	<b>152</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<i>South Australia</i>				
<b>Turnover</b>	<b>1,750</b>	<b>1,261</b>	<b>3,011</b>	<b>8,890</b>
less Opening stock	117	50	167	872
less Purchases	1,471	942	2,412	6,500
plus Closing stock	118	52	169	884
<b>Cost of goods sold</b>	<b>1,470</b>	<b>940</b>	<b>2,410</b>	<b>6,487</b>
<b>Trading profit</b>	<b>280</b>	<b>321</b>	<b>601</b>	<b>2,403</b>
plus Interest income	4	2	5	76
Government subsidies	0	*1	*1	3
Other income	9	6	15	70
less Wages	117	145	262	958
Other labour costs	8	12	19	54
Rent, leasing and hiring expenses	14	30	45	323
Bad debts written off	1	2	3	6
Insurance premiums	3	7	11	30
Depreciation	6	10	16	76
Other expenses	103	73	175	690
<b>Earnings before interest and tax</b>	<b>42</b>	<b>48</b>	<b>90</b>	<b>412</b>
less Interest expenses	19	14	34	194
<b>Operating profit before tax</b>	<b>23</b>	<b>34</b>	<b>57</b>	<b>218</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
<i>Western Australia</i>	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>2,204</b>	<b>1,503</b>	<b>3,707</b>	<b>10,951</b>
less Opening stock	115	65	179	934
less Purchases	1,869	1,065	2,934	8,041
plus Closing stock	121	68	189	966
<b>Cost of goods sold</b>	<b>1,863</b>	<b>1,062</b>	<b>2,924</b>	<b>8,009</b>
<b>Trading profit</b>	<b>341</b>	<b>441</b>	<b>782</b>	<b>2,942</b>
plus Interest income	4	2	6	74
Government subsidies	0	1	1	2
Other income	8	7	16	79
less Wages	123	182	304	1,121
Other labour costs	6	13	19	59
Rent, leasing and hiring expenses	21	39	60	389
Bad debts written off	1	3	3	7
Insurance premiums	3	7	10	29
Depreciation	5	11	17	94
Other expenses	142	112	254	882
<b>Earnings before interest and tax</b>	<b>54</b>	<b>85</b>	<b>138</b>	<b>516</b>
less Interest expenses	20	21	40	206
<b>Operating profit before tax</b>	<b>34</b>	<b>64</b>	<b>98</b>	<b>309</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<i>Tasmania</i>			
<b>Turnover</b>	<b>799</b>	<b>213</b>	<b>1,011</b>
less Opening stock	52	8	59
less Purchases	654	132	787
plus Closing stock	56	8	64
<b>Cost of goods sold</b>	<b>650</b>	<b>132</b>	<b>782</b>
<b>Trading profit</b>	<b>149</b>	<b>80</b>	<b>229</b>
plus Interest income	0	*0	1
Government subsidies	*0	*0	0
Other income	1	2	3
less Wages	76	29	105
Other labour costs	4	1	5
Rent, leasing and hiring expenses	19	9	29
Bad debts written off	*0	*0	*0
Insurance premiums	1	1	2
Depreciation	7	3	9
Other expenses	39	23	62
<b>Earnings before interest and tax</b>	<b>*4</b>	<b>17</b>	<b>20</b>
less Interest expenses	5	4	9
<b>Operating profit before tax</b>	<b>*-1</b>	<b>12</b>	<b>*11</b>

*Personal and Household Good Retailing*

	<i>Personal and Household Good Retailing</i>						
	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>n.p.</b>	<b>199</b>	<b>294</b>	<b>n.p.</b>	<b>176</b>	<b>8</b>	<b>1,048</b>
less Opening stock	n.p.	43	44	n.p.	27	1	173
less Purchases	n.p.	118	206	n.p.	108	3	689
plus Closing stock	n.p.	38	46	n.p.	28	1	173
<b>Cost of goods sold</b>	<b>n.p.</b>	<b>123</b>	<b>205</b>	<b>n.p.</b>	<b>108</b>	<b>3</b>	<b>689</b>
<b>Trading profit</b>	<b>n.p.</b>	<b>77</b>	<b>90</b>	<b>n.p.</b>	<b>68</b>	<b>5</b>	<b>360</b>
plus Interest income	n.p.	1	1	n.p.	0	*0	12
Government subsidies	n.p.	*0	0	n.p.	0	*0	1
Other income	n.p.	0	10	n.p.	1	0	17
less Wages	n.p.	29	35	n.p.	23	2	135
Other labour costs	n.p.	2	2	n.p.	1	0	7
Rent, leasing and hiring expenses	n.p.	13	10	n.p.	8	0	49
Bad debts written off	n.p.	0	1	n.p.	0	0	1
Insurance premiums	n.p.	1	1	n.p.	1	0	4
Depreciation	n.p.	2	2	n.p.	1	0	9
Other expenses	n.p.	20	30	n.p.	15	1	99
<b>Earnings before interest and tax</b>	<b>n.p.</b>	<b>11</b>	<b>23</b>	<b>n.p.</b>	<b>20</b>	<b>*1</b>	<b>87</b>
less Interest expenses	n.p.	5	5	n.p.	4	*0	31
<b>Operating profit before tax</b>	<b>n.p.</b>	<b>*6</b>	<b>*18</b>	<b>n.p.</b>	<b>16</b>	<b>*0</b>	<b>57</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
<i>Tasmania</i>	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>462</b>	<b>426</b>	<b>888</b>	<b>2,947</b>
less Opening stock	30	15	45	277
less Purchases	388	324	712	2,188
plus Closing stock	36	17	53	290
<b>Cost of goods sold</b>	<b>381</b>	<b>323</b>	<b>704</b>	<b>2,175</b>
<b>Trading profit</b>	<b>81</b>	<b>103</b>	<b>184</b>	<b>772</b>
plus Interest income	1	1	2	15
Government subsidies	0	0	0	1
Other income	2	1	3	23
less Wages	31	45	76	316
Other labour costs	1	3	4	16
Rent, leasing and hiring expenses	3	11	14	93
Bad debts written off	0	1	1	2
Insurance premiums	1	2	3	8
Depreciation	1	3	4	23
Other expenses	33	22	55	216
<b>Earnings before interest and tax</b>	<b>12</b>	<b>19</b>	<b>32</b>	<b>139</b>
less Interest expenses	6	6	11	51
<b>Operating profit before tax</b>	<b>7</b>	<b>14</b>	<b>20</b>	<b>88</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<i>Northern Territory</i>			
<b>Turnover</b>	<b>366</b>	<b>86</b>	<b>452</b>
less Opening stock	26	3	29
less Purchases	279	55	334
plus Closing stock	28	4	32
<b>Cost of goods sold</b>	<b>277</b>	<b>54</b>	<b>331</b>
<b>Trading profit</b>	<b>90</b>	<b>31</b>	<b>121</b>
plus Interest income	1	0	1
Government subsidies	*0	*0	*0
Other income	2	0	2
less Wages	35	11	46
Other labour costs	1	0	2
Rent, leasing and hiring expenses	11	5	17
Bad debts written off	*0	0	*0
Insurance premiums	1	0	1
Depreciation	3	1	4
Other expenses	25	8	33
<b>Earnings before interest and tax</b>	<b>16</b>	<b>6</b>	<b>22</b>
less Interest expenses	*2	1	4
<b>Operating profit before tax</b>	<b>14</b>	<b>4</b>	<b>18</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Personal and Household Good Retailing</i>					<i>Total personal and household good retailing</i>
		<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recre- ational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	
<b>Turnover</b>	<b>n.p.</b>	<b>37</b>	<b>69</b>	<b>n.p.</b>	<b>61</b>	<b>8</b>	<b>300</b>
less Opening stock	n.p.	7	10	n.p.	10	0	45
less Purchases	n.p.	22	50	n.p.	37	3	192
plus Closing stock	n.p.	7	11	n.p.	12	0	49
<b>Cost of goods sold</b>	<b>n.p.</b>	<b>22</b>	<b>49</b>	<b>n.p.</b>	<b>36</b>	<b>3</b>	<b>189</b>
<b>Trading profit</b>	<b>n.p.</b>	<b>16</b>	<b>20</b>	<b>n.p.</b>	<b>26</b>	<b>6</b>	<b>111</b>
plus Interest income	n.p.	0	0	n.p.	0	0	0
Government subsidies	n.p.	*0	*0	n.p.	*0	0	0
Other income	n.p.	0	0	n.p.	1	0	3
less Wages	n.p.	5	6	n.p.	9	3	37
Other labour costs	n.p.	0	1	n.p.	1	0	2
Rent, leasing and hiring expenses	n.p.	3	3	n.p.	4	0	18
Bad debts written off	n.p.	0	*0	n.p.	*0	0	0
Insurance premiums	n.p.	0	0	n.p.	0	0	1
Depreciation	n.p.	0	0	n.p.	1	0	3
Other expenses	n.p.	4	7	n.p.	8	2	29
<b>Earnings before interest and tax</b>	<b>n.p.</b>	<b>2</b>	<b>3</b>	<b>n.p.</b>	<b>5</b>	<b>1</b>	<b>23</b>
less Interest expenses	n.p.	1	1	n.p.	1	0	5
<b>Operating profit before tax</b>	<b>n.p.</b>	<b>2</b>	<b>2</b>	<b>n.p.</b>	<b>4</b>	<b>0</b>	<b>18</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<i>Northern Territory</i>				
<b>Turnover</b>	<b>85</b>	<b>159</b>	<b>245</b>	<b>996</b>
less Opening stock	8	6	14	88
less Purchases	67	116	183	709
plus Closing stock	8	6	14	95
<b>Cost of goods sold</b>	<b>67</b>	<b>115</b>	<b>182</b>	<b>702</b>
<b>Trading profit</b>	<b>18</b>	<b>44</b>	<b>62</b>	<b>294</b>
plus Interest income	0	0	0	2
Government subsidies	*0	*0	0	*0
Other income	1	2	3	8
less Wages	8	19	27	111
Other labour costs	0	1	2	6
Rent, leasing and hiring expenses	1	4	6	41
Bad debts written off	0	0	0	1
Insurance premiums	0	1	1	3
Depreciation	0	1	2	9
Other expenses	5	11	17	79
<b>Earnings before interest and tax</b>	<b>3</b>	<b>8</b>	<b>11</b>	<b>56</b>
less Interest expenses	1	1	2	11
<b>Operating profit before tax</b>	<b>3</b>	<b>6</b>	<b>9</b>	<b>45</b>

\* Relative standard error of estimate is greater than 25%

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

<i>Australian Capital Territory</i>	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<b>Turnover</b>	<b>481</b>	<b>205</b>	<b>685</b>
less Opening stock	36	8	44
less Purchases	384	117	501
plus Closing stock	44	8	52
<b>Cost of goods sold</b>	<b>376</b>	<b>117</b>	<b>493</b>
<b>Trading profit</b>	<b>104</b>	<b>88</b>	<b>192</b>
plus Interest income	0	1	1
Government subsidies	*0	*0	*0
Other income	0	4	4
less Wages	44	30	74
Other labour costs	2	2	4
Rent, leasing and hiring expenses	19	16	35
Bad debts written off	0	*0	0
Insurance premiums	1	1	2
Depreciation	3	3	6
Other expenses	25	23	47
<b>Earnings before interest and tax</b>	<b>11</b>	<b>18</b>	<b>28</b>
less Interest expenses	4	4	8
<b>Operating profit before tax</b>	<b>*6</b>	<b>*14</b>	<b>20</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>232</b>	<b>127</b>	<b>184</b>	<b>94</b>	<b>135</b>	<b>11</b>	<b>783</b>
less Opening stock	43	23	24	10	19	1	120
less Purchases	164	77	125	67	80	4	516
plus Closing stock	46	21	27	10	20	1	125
<b>Cost of goods sold</b>	<b>161</b>	<b>79</b>	<b>121</b>	<b>66</b>	<b>79</b>	<b>4</b>	<b>511</b>
<b>Trading profit</b>	<b>71</b>	<b>48</b>	<b>63</b>	<b>28</b>	<b>56</b>	<b>7</b>	<b>272</b>
plus Interest income	15	1	0	*0	*0	0	16
Government subsidies	0	0	0	0	*0	0	0
Other income	5	0	0	0	0	0	6
less Wages	31	15	20	8	18	3	96
Other labour costs	1	1	1	*1	1	0	6
Rent, leasing and hiring expenses	12	12	8	6	11	1	50
Bad debts written off	0	*0	0	*0	0	0	0
Insurance premiums	0	0	1	0	1	*0	2
Depreciation	4	2	1	1	1	*0	9
Other expenses	23	13	23	6	14	2	80
<b>Earnings before interest and tax</b>	<b>20</b>	<b>6</b>	<b>9</b>	<b>6</b>	<b>10</b>	<b>1</b>	<b>51</b>
less Interest expenses	27	2	2	3	2	*0	36
<b>Operating profit before tax</b>	<b>-7</b>	<b>*3</b>	<b>7</b>	<b>3</b>	<b>8</b>	<b>1</b>	<b>15</b>

\* Relative standard error of estimate is greater than 25%



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

<i>Australian Capital Territory</i>	<i>Motor Vehicle Retailing and Services</i>			
	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>317</b>	<b>311</b>	<b>628</b>	<b>2,096</b>
less Opening stock	16	10	27	190
less Purchases	267	234	502	1,520
plus Closing stock	17	10	27	204
<b>Cost of goods sold</b>	<b>267</b>	<b>234</b>	<b>501</b>	<b>1,505</b>
<b>Trading profit</b>	<b>49</b>	<b>77</b>	<b>126</b>	<b>591</b>
plus Interest income	0	0	1	17
Government subsidies	0	*0	0	0
Other income	3	1	3	14
less Wages	19	34	53	224
Other labour costs	1	3	3	13
Rent, leasing and hiring expenses	3	11	14	99
Bad debts written off	1	0	1	1
Insurance premiums	0	1	2	5
Depreciation	1	2	2	17
Other expenses	19	16	35	162
<b>Earnings before interest and tax</b>	<b>8</b>	<b>12</b>	<b>20</b>	<b>100</b>
less Interest expenses	3	4	8	52
<b>Operating profit before tax</b>	<b>4</b>	<b>8</b>	<b>12</b>	<b>47</b>

\* Relative standard error of estimate is greater than 25%

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

<i>Australia</i>	<i>Food Retailing</i>		
	<i>Supermarkets and grocery stores</i>	<i>Specialised food retailing</i>	<i>Total food retailing</i>
<b>Turnover</b>	<b>25,280</b>	<b>11,545</b>	<b>36,825</b>
less Opening stock	1,852	388	2,240
less Purchases	20,069	7,104	27,173
plus Closing stock	1,980	410	2,390
<b>Cost of goods sold</b>	<b>19,941</b>	<b>7,083</b>	<b>27,023</b>
<b>Trading profit</b>	<b>5,339</b>	<b>4,462</b>	<b>9,801</b>
plus Interest income	88	36	123
Government subsidies	2	2	5
Other income	127	84	211
less Wages	2,362	1,577	3,939
Other labour costs	118	91	209
Rent, leasing and hiring expenses	676	705	1,381
Bad debts written off	2	7	10
Insurance premiums	32	48	80
Depreciation	218	161	379
Other expenses	1,383	1,302	2,685
<b>Earnings before interest and tax</b>	<b>765</b>	<b>694</b>	<b>1,459</b>
less Interest expenses	243	290	532
<b>Operating profit before tax</b>	<b>522</b>	<b>404</b>	<b>926</b>

*Personal and Household Good Retailing*

	<i>Department stores</i>	<i>Clothing and soft good retailing</i>	<i>Furniture, houseware and appliance retailing</i>	<i>Recreational good retailing</i>	<i>Other personal and household good retailing</i>	<i>Household equipment repair services</i>	<i>Total personal and household good retailing</i>
<b>Turnover</b>	<b>9,830</b>	<b>7,839</b>	<b>9,552</b>	<b>5,070</b>	<b>7,556</b>	<b>306</b>	<b>40,153</b>
less Opening stock	1,732	1,426	1,333	653	1,105	26	6,275
less Purchases	6,476	4,777	6,746	3,491	4,449	104	26,044
plus Closing stock	1,792	1,448	1,395	683	1,141	25	6,484
<b>Cost of goods sold</b>	<b>6,416</b>	<b>4,755</b>	<b>6,684</b>	<b>3,461</b>	<b>4,414</b>	<b>105</b>	<b>25,835</b>
<b>Trading profit</b>	<b>3,414</b>	<b>3,084</b>	<b>2,867</b>	<b>1,610</b>	<b>3,142</b>	<b>200</b>	<b>14,318</b>
plus Interest income	623	40	18	17	30	*1	730
Government subsidies	0	1	2	*8	2	*0	*14
Other income	244	43	52	36	43	1	419
less Wages	1,473	1,133	1,037	537	1,047	89	5,316
Other labour costs	38	70	69	39	57	5	278
Rent, leasing and hiring expenses	519	720	432	262	501	16	2,450
Bad debts written off	6	4	12	*22	*8	*2	55
Insurance premiums	11	25	31	19	39	2	128
Depreciation	158	116	78	38	69	5	464
Other expenses	966	869	1,073	452	873	57	4,289
<b>Earnings before interest and tax</b>	<b>1,110</b>	<b>231</b>	<b>211</b>	<b>302</b>	<b>624</b>	<b>25</b>	<b>2,503</b>
less Interest expenses	966	156	125	113	160	4	1,524
<b>Operating profit before tax</b>	<b>144</b>	<b>*75</b>	<b>*86</b>	<b>189</b>	<b>464</b>	<b>22</b>	<b>979</b>

\* Relative standard error of estimate is greater than 25%

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

	<i>Motor Vehicle Retailing and Services</i>			
<i>Australia</i>	<i>Motor vehicle retailing</i>	<i>Motor vehicle services</i>	<i>Total motor vehicle retailing and services</i>	<i>Total retail</i>
<b>Turnover</b>	<b>20,623</b>	<b>16,673</b>	<b>37,296</b>	<b>114,273</b>
less Opening stock	1,252	588	1,840	10,356
less Purchases	17,400	12,165	29,565	82,782
plus Closing stock	1,300	608	1,907	10,781
<b>Cost of goods sold</b>	<b>17,352</b>	<b>12,146</b>	<b>29,498</b>	<b>82,356</b>
<b>Trading profit</b>	<b>3,270</b>	<b>4,528</b>	<b>7,798</b>	<b>31,917</b>
plus Interest income	48	28	75	928
Government subsidies	2	5	7	26
Other income	98	84	182	812
less Wages	1,253	1,974	3,227	12,481
Other labour costs	71	144	215	702
Rent, leasing and hiring expenses	205	446	651	4,482
Bad debts written off	11	29	40	104
Insurance premiums	38	72	110	318
Depreciation	56	112	168	1,011
Other expenses	1,235	1,184	2,419	9,393
<b>Earnings before interest and tax</b>	<b>550</b>	<b>683</b>	<b>1,233</b>	<b>5,194</b>
less Interest expenses	205	194	399	2,455
<b>Operating profit before tax</b>	<b>344</b>	<b>489</b>	<b>833</b>	<b>2,739</b>

\* Relative standard error of estimate is greater than 25%

TABLE 3. PERFORMANCE MEASURES BY ANZSIC GROUP, STATES AND TERRITORIES, 1991-92

## New South Wales

ANZSIC Code Description	Stock turns times	Operating profit margin percent	Operating profit before tax per person employed \$ '000	Selected labour costs per person employed \$ '000
511 Supermarkets and grocery stores	10.2	4.3	7.0	15.0
512 Specialised food retailing	15.9	3.8	3.2	11.8
<b>51 Total food retailing</b>	<b>11.5</b>	<b>4.1</b>	<b>5.0</b>	<b>13.3</b>
521 Department stores	3.7	3.9	4.4	15.7
522 Clothing and soft good retailing	3.4	*1.8	*1.9	15.6
523 Furniture, houseware and appliance retailing	4.7	*-0.5	*-1.0	23.4
524 Recreational good retailing	5.3	4.3	6.2	15.2
525 Other personal and household good retailing	4.3	5.5	6.0	15.4
526 Household equipment repair services	4.4	7.7	5.2	22.0
<b>52 Total personal and household good retailing</b>	<b>4.1</b>	<b>2.9</b>	<b>3.6</b>	<b>16.8</b>
531 Motor vehicle retailing	14.0	1.7	6.9	26.5
532 Motor vehicle services	21.7	2.9	4.6	19.2
<b>53 Total motor vehicle retailing and services</b>	<b>16.4</b>	<b>2.2</b>	<b>5.4</b>	<b>21.6</b>
<b>Total retail</b>	<b>7.9</b>	<b>3.0</b>	<b>4.5</b>	<b>16.5</b>

\* Relative standard error of estimate is greater than 25%

## Victoria

ANZSIC Code Description	Stock turns times	Operating profit margin percent	Operating profit before tax per person employed \$ '000	Selected labour costs per person employed \$ '000
511 Supermarkets and grocery stores	10.5	1.8	2.6	15.0
512 Specialised food retailing	17.8	2.9	2.2	10.4
<b>51 Total food retailing</b>	<b>11.7</b>	<b>2.1</b>	<b>2.4</b>	<b>12.9</b>
521 Department stores	3.5	4.1	-3.7	17.9
522 Clothing and soft good retailing	3.1	*-1.0	*-1.0	16.8
523 Furniture, houseware and appliance retailing	4.9	1.1	2.1	20.5
524 Recreational good retailing	5.0	2.9	3.0	13.2
525 Other personal and household good retailing	3.6	5.6	5.7	15.3
526 Household equipment repair services	3.3	*7.8	*4.2	14.3
<b>52 Total personal and household good retailing</b>	<b>3.8</b>	<b>*0.5</b>	<b>*0.6</b>	<b>16.9</b>
531 Motor vehicle retailing	12.8	2.1	8.1	24.9
532 Motor vehicle services	21.9	2.2	3.1	18.9
<b>53 Total motor vehicle retailing and services</b>	<b>15.6</b>	<b>2.2</b>	<b>4.5</b>	<b>20.6</b>
<b>Total retail</b>	<b>7.3</b>	<b>1.6</b>	<b>2.0</b>	<b>16.1</b>

\* Relative standard error of estimate is greater than 25%

TABLE 3. PERFORMANCE MEASURES BY ANZSIC GROUP, STATES AND TERRITORIES, 1991-92

## Queensland

ANZSIC Code Description	Stock turns	Operating profit margin	Operating profit before tax per person employed	Selected labour costs per person employed
	times	percent	\$'000	\$'000
511 Supermarkets and grocery stores	10.1	*-0.4	*-0.5	14.3
512 Specialised food retailing	40.1	*1.9	*1.2	10.7
<b>51 Total food retailing</b>	<b>11.9</b>	<b>*0.2</b>	<b>*0.2</b>	<b>12.7</b>
521 Department stores	3.7	2.5	2.6	14.3
522 Clothing and soft good retailing	3.7	*0.8	*0.8	15.4
523 Furniture, houseware and appliance retailing	5.1	*1.3	*2.5	21.0
524 Recreational good retailing	5.3	3.9	5.1	14.7
525 Other personal and household good retailing	3.9	6.2	6.7	15.7
526 Household equipment repair services	4.1	*7.3	*3.5	15.3
<b>52 Total personal and household good retailing</b>	<b>4.2</b>	<b>2.9</b>	<b>3.4</b>	<b>15.9</b>
531 Motor vehicle retailing	13.5	1.4	5.6	24.7
532 Motor vehicle services	19.3	3.3	4.5	17.9
<b>53 Total motor vehicle retailing and services</b>	<b>15.4</b>	<b>2.2</b>	<b>4.8</b>	<b>19.9</b>
<b>Total retail</b>	<b>8.1</b>	<b>1.8</b>	<b>2.4</b>	<b>15.4</b>

\* Relative standard error of estimate is greater than 25%

## South Australia

ANZSIC Code Description	Stock turns	Operating profit margin	Operating profit before tax per person employed	Selected labour costs per person employed
	times	percent	\$'000	\$'000
511 Supermarkets and grocery stores	9.7	*1.7	*2.4	12.8
512 Specialised food retailing	15.4	5.6	3.5	8.9
<b>51 Total food retailing</b>	<b>10.6</b>	<b>2.9</b>	<b>2.9</b>	<b>10.9</b>
521 Department stores	3.8	*0.8	*1.0	17.4
522 Clothing and soft good retailing	3.3	2.1	2.1	14.4
523 Furniture, houseware and appliance retailing	4.4	*1.7	*2.8	19.6
524 Recreational good retailing	4.5	2.9	*3.0	12.8
525 Other personal and household good retailing	3.7	7.6	7.6	15.8
526 Household equipment repair services	*4.5	4.9	*3.2	18.1
<b>52 Total personal and household good retailing</b>	<b>3.9</b>	<b>2.7</b>	<b>3.1</b>	<b>16.5</b>
531 Motor vehicle retailing	12.5	1.3	4.5	24.8
532 Motor vehicle services	18.5	2.7	3.8	17.3
<b>53 Total motor vehicle retailing and services</b>	<b>14.3</b>	<b>1.9</b>	<b>4.0</b>	<b>20.0</b>
<b>Total retail</b>	<b>7.4</b>	<b>2.5</b>	<b>3.2</b>	<b>15.0</b>

\* Relative standard error of estimate is greater than 25%

TABLE 3. PERFORMANCE MEASURES BY ANZSIC GROUP, STATES AND TERRITORIES, 1991-92

## Western Australia

ANZSIC Code Description	Stock turns	Operating profit margin	Operating profit before tax per person employed	Selected labour costs per person employed
	times	percent	\$'000	\$'000
511 Supermarkets and grocery stores	12.1	*0.8	*1.2	13.6
512 Specialised food retailing	15.4	*3.7	*2.7	10.3
<b>51 Total food retailing</b>	<b>12.7</b>	<b>*1.6</b>	<b>*1.8</b>	<b>12.2</b>
521 Department stores	3.7	5.1	5.4	14.8
522 Clothing and soft good retailing	3.2	2.7	2.9	16.3
523 Furniture, houseware and appliance retailing	5.7	*1.8	*3.7	19.9
524 Recreational good retailing	5.4	4.0	5.7	15.2
525 Other personal and household good retailing	3.8	8.0	8.7	15.1
526 Household equipment repair services	4.9	*5.3	*3.4	19.0
<b>52 Total personal and household good retailing</b>	<b>4.3</b>	<b>4.3</b>	<b>5.3</b>	<b>16.1</b>
531 Motor vehicle retailing	15.8	1.5	6.5	24.4
532 Motor vehicle services	16.0	4.3	5.9	18.1
<b>53 Total motor vehicle retailing and services</b>	<b>15.9</b>	<b>2.6</b>	<b>6.1</b>	<b>20.2</b>
<b>Total retail</b>	<b>8.4</b>	<b>2.8</b>	<b>4.0</b>	<b>15.3</b>

\* Relative standard error of estimate is greater than 25%

## Tasmania

ANZSIC Code Description	Stock turns	Operating profit margin	Operating profit before tax per person employed	Selected labour costs per person employed
	times	percent	\$'000	\$'000
511 Supermarkets and grocery stores	12.0	*-0.2	*-0.2	13.5
512 Specialised food retailing	17.1	5.8	3.6	8.8
<b>51 Total food retailing</b>	<b>12.6</b>	<b>*1.1</b>	<b>*1.2</b>	<b>11.8</b>
521 Department stores	n.p.	n.p.	n.p.	n.p.
522 Clothing and soft good retailing	3.0	*3.0	*3.2	16.3
523 Furniture, houseware and appliance retailing	4.6	6.1	9.6	19.7
524 Recreational good retailing	n.p.	n.p.	n.p.	n.p.
525 Other personal and household good retailing	3.9	9.0	9.0	13.8
526 Household equipment repair services	4.2	*5.0	*2.6	16.8
<b>52 Total personal and household good retailing</b>	<b>4.0</b>	<b>5.4</b>	<b>6.4</b>	<b>16.0</b>
531 Motor vehicle retailing	11.5	1.4	4.7	23.0
532 Motor vehicle services	20.1	3.2	4.6	16.2
<b>53 Total motor vehicle retailing and services</b>	<b>14.3</b>	<b>2.3</b>	<b>4.6</b>	<b>18.4</b>
<b>Total retail</b>	<b>7.7</b>	<b>3.0</b>	<b>3.9</b>	<b>14.7</b>

\* Relative standard error of estimate is greater than 25%

TABLE 3. PERFORMANCE MEASURES BY ANZSIC GROUP, STATES AND TERRITORIES, 1991-92

## Northern Territory

ANZSIC Code Description	Stock turns times	Operating profit margin percent	Operating profit before tax per person employed \$'000	Selected labour costs per person employed \$'000
511 Supermarkets and grocery stores	10.3	3.8	5.8	15.3
512 Specialised food retailing	16.3	4.9	3.9	10.6
<b>51 Total food retailing</b>	<b>11.0</b>	<b>4.0</b>	<b>5.2</b>	<b>13.9</b>
521 Department stores	n.p.	n.p.	n.p.	n.p.
522 Clothing and soft good retailing	3.1	4.7	4.3	14.4
523 Furniture, houseware and appliance retailing	4.7	3.0	5.9	20.0
524 Recreational good retailing	n.p.	n.p.	n.p.	n.p.
525 Other personal and household good retailing	3.2	6.4	7.4	17.8
526 Household equipment repair services	20.6	5.8	3.9	24.5
<b>52 Total personal and household good retailing</b>	<b>4.0</b>	<b>6.0</b>	<b>7.9</b>	<b>17.5</b>
531 Motor vehicle retailing	8.6	3.1	6.6	21.8
532 Motor vehicle services	18.5	3.9	6.4	20.4
<b>53 Total motor vehicle retailing and services</b>	<b>13.0</b>	<b>3.6</b>	<b>6.5</b>	<b>20.8</b>
<b>Total retail</b>	<b>7.7</b>	<b>4.5</b>	<b>6.3</b>	<b>16.3</b>

\* Relative standard error of estimate is greater than 25%

## Australian Capital Territory

ANZSIC Code Description	Stock turns times	Operating profit margin percent	Operating profit before tax per person employed \$'000	Selected labour costs per person employed \$'000
511 Supermarkets and grocery stores	9.3	*1.3	1.6	12.1
512 Specialised food retailing	15.1	*6.6	4.2	*4.2
<b>51 Total food retailing</b>	<b>10.3</b>	<b>2.9</b>	<b>2.8</b>	<b>11.0</b>
521 Department stores	3.6	-3.0	-3.6	16.3
522 Clothing and soft good retailing	3.6	*2.7	*3.4	15.6
523 Furniture, houseware and appliance retailing	4.7	3.7	7.2	23.1
524 Recreational good retailing	6.6	3.3	4.8	14.3
525 Other personal and household good retailing	4.0	6.0	6.4	15.5
526 Household equipment repair services	3.7	*5.7	3.4	18.7
<b>52 Total personal and household good retailing</b>	<b>4.2</b>	<b>1.9</b>	<b>2.5</b>	<b>16.9</b>
531 Motor vehicle retailing	16.1	1.4	5.7	26.1
532 Motor vehicle services	23.0	2.6	4.3	19.3
<b>53 Total motor vehicle retailing and services</b>	<b>18.7</b>	<b>2.0</b>	<b>4.7</b>	<b>21.3</b>
<b>Total retail</b>	<b>7.6</b>	<b>2.3</b>	<b>3.0</b>	<b>15.0</b>

\* Relative standard error of estimate is greater than 25%

TABLE 3. PERFORMANCE MEASURES BY ANZSIC GROUP, STATES AND TERRITORIES, 1991-92

## AUSTRALIA

<i>ANZSIC Code Description</i>	<i>Stock turns</i>	<i>Operating profit margin</i>	<i>Operating profit before tax per person employed</i>	<i>Selected labour costs per person employed</i>
	<i>times</i>	<i>percent</i>	<i>\$ '000</i>	<i>\$ '000</i>
511 Supermarkets and grocery stores	10.4	2.1	3.0	14.4
512 Specialised food retailing	17.7	3.5	2.6	10.8
<b>51 Total food retailing</b>	<b>11.7</b>	<b>2.5</b>	<b>2.8</b>	<b>12.7</b>
521 Department stores	3.6	1.5	1.5	16.2
522 Clothing and soft good retailing	3.3	*1.0	*1.0	15.9
523 Furniture, houseware and appliance retailing	4.9	*0.9	*1.7	21.5
524 Recreational good retailing	5.2	3.7	4.7	14.4
525 Other personal and household good retailing	3.9	6.1	6.5	15.4
526 Household equipment repair services	4.2	7.1	4.2	18.2
<b>52 Total personal and household good retailing</b>	<b>4.0</b>	<b>2.4</b>	<b>2.9</b>	<b>16.6</b>
531 Motor vehicle retailing	13.6	1.7	6.6	25.3
532 Motor vehicle services	20.3	2.9	4.3	18.6
<b>53 Total motor vehicle retailing and services</b>	<b>15.7</b>	<b>2.2</b>	<b>5.0</b>	<b>20.7</b>
<b>Total retail</b>	<b>7.8</b>	<b>2.4</b>	<b>3.3</b>	<b>15.9</b>

\* 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.

4. For the purposes of compiling State and Territory estimates, where a business has significant operations in more than one State, separate management units have been established to allow the collection of more accurate State level data. For this reason the counts of management units by State and Territory will not sum to the Australian aggregated counts of management units.

### Reference period

5. Results of the 1991-92 Retail Activity Survey are based on details from profit and loss statements and balance sheets collected from businesses by mail questionnaire. These businesses were asked to provide data in respect of the year ending June 1992. In a minority of cases, where businesses did not account on a June-year basis, details were reported in respect of the accounting year which ended between October 1991 and September 1992.

### Classification by industry

6. The industry classification used in this publication is the Australian and New Zealand Standard Industrial Classification (ANZSIC) (1292.0). In the past, the ABS has used the Australian Standard Industry Classification (ASIC). In essence, the ANZSIC is an updated version of ASIC.

7. 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

8. The estimates presented in this publication are subject to sampling and non-sampling error.

### Sampling error

9. 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.

(a) 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.

(b) Table 4 contains estimates of the relative standard errors for statistics presented earlier in Table 1.

10. As an example of the above, the sample survey estimate for Supermarkets and grocery stores across Australia, with turnover of \$25,279.4 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 \$24,773.8 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 \$24,268.2 million to \$26,290.6 million.

11. 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**

12. 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.

#### **Availability of unpublished statistics**

13. 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.

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

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

#### **Symbols and other abbreviations**

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

— nil or rounded to zero

n.p. not available for separate publication, but included in totals where applicable

\* relative standard error of estimate is greater than 25%.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92

New South Wales

ANZSIC		Manage-	Persons	Wages and	Turnover	Cost of	Industry
Code	Description	ment units	employed	salaries		goods sold	gross
		%	%	%	%	%	product
							%
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>20</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>3</b>
5121	Fresh meat, fish and poultry retailing	9	11	11	10	9	11
5122	Fruit & vegetable retailing	10	13	19	19	20	18
5123	Liquor retailing	5	5	5	5	5	6
5124	Bread & cake retailing	7	8	9	8	9	9
5125	Takeaway food retailing	9	4	7	7	9	7
	Milk vending and Specialised food retailing n.e.c. (a)	31	32	35	37	40	35
<b>512</b>	<b>Specialised Food Retailing</b>	<b>5</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>8</b>	<b>5</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5221	Clothing retailing	6	3	4	4	4	5
5222	Footwear retailing	16	7	8	8	9	9
5223	Fabrics and other soft good retailing	13	9	9	11	10	14
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>5</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>4</b>
5231	Furniture retailing	9	5	5	8	8	8
5232	Floor covering retailing	7	7	7	7	8	9
5233	Domestic hardware and houseware retailing	16	12	17	9	11	38
5234	Domestic appliance retailing	12	5	5	6	7	6
5235	Recorded music retailing	13	19	33	17	15	38
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>7</b>	<b>5</b>	<b>6</b>	<b>4</b>	<b>4</b>	<b>10</b>
5241	Sport & camping equipment retailing	5	5	4	5	5	6
5242	Toy & game retailing	8	10	11	11	11	17
5243	Newspaper, book and stationery retailing	6	6	8	8	9	9
5244	Photographic equipment retailing	12	10	9	11	12	10
5245	Marine equipment retailing	6	6	7	7	8	8
<b>524</b>	<b>Recreational good retailing</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>6</b>	<b>6</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	3	5	7	5	6	7
5252	Antique and used good retailing	7	8	10	9	11	11
5253	Garden supplies retailing	18	12	13	13	15	16
5254	Flower retailing	12	14	18	16	15	18
5255	Watch & jewellery retailing	8	6	6	8	7	10
5259	Retailing nec	8	6	7	7	8	7
<b>525</b>	<b>Other personal and household good retailing</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>16</b>	<b>13</b>	<b>11</b>	<b>13</b>	<b>15</b>	<b>13</b>
5311	Car retailing	4	4	4	3	3	5
5312	Motor cycle dealing	11	8	8	6	7	9
5313	Trailer and caravan dealing	13	11	12	10	11	12
<b>531</b>	<b>Motor vehicle retailing</b>	<b>4</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>5</b>
5321	Automotive fuel retailing	5	6	7	8	8	10
5322	Automotive electrical services	11	10	11	11	13	11
5323	Smash repairing	6	6	6	9	14	7
5324	Tyre retailing	9	5	5	5	5	8
5329	Automotive repair and services n.e.c.	5	5	5	6	7	6
<b>532</b>	<b>Motor vehicle services</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>5</b>	<b>6</b>	<b>4</b>
<b>Total retail</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92 *continued*

## Victoria

ANZSIC Code	Description	Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
		%	%	%	%	%	%
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>15</b>	<b>3</b>	<b>3</b>	<b>5</b>	<b>5</b>	<b>3</b>
5121	Fresh meat, fish and poultry retailing	6	10	10	10	11	11
5122	Fruit & vegetable retailing	20	20	13	16	17	11
5123	Liquor retailing	33	36	31	21	21	27
5124	Bread & cake retailing	4	6	6	5	5	5
5125	Takeaway food retailing	9	6	7	8	12	7
—	Milk vending and Specialised food retailing n.e.c. (a)	37	47	55	44	45	44
<b>512</b>	<b>Specialised Food Retailing</b>	<b>6</b>	<b>5</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>6</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5221	Clothing retailing	8	5	5	5	5	7
5222	Footwear retailing	12	6	6	7	7	9
5223	Fabrics and other soft good retailing	8	5	6	5	6	11
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>6</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>
5231	Furniture retailing	9	11	12	12	11	14
5232	Floor covering retailing	8	8	8	8	8	10
5233	Domestic hardware and houseware retailing	14	11	16	12	14	12
5234	Domestic appliance retailing	13	7	5	7	8	7
5235	Recorded music retailing	21	21	19	18	18	25
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>6</b>
5241	Sport & camping equipment retailing	3	6	5	6	6	5
5242	Toy & game retailing	12	13	13	10	9	11
5243	Newspaper, book and stationery retailing	5	8	8	7	7	8
5244	Photographic equipment retailing	21	19	17	17	20	17
5245	Marine equipment retailing	14	15	17	13	14	16
<b>524</b>	<b>Recreational good retailing</b>	<b>3</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	3	6	6	5	6	6
5252	Antique and used good retailing	10	11	18	10	10	11
5253	Garden supplies retailing	14	12	13	14	15	13
5254	Flower retailing	11	12	13	12	12	14
5255	Watch & jewellery retailing	9	7	6	8	10	10
5259	Retailing nec	7	5	5	5	6	6
<b>525</b>	<b>Other personal and household good retailing</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>4</b>	<b>4</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>18</b>	<b>18</b>	<b>17</b>	<b>16</b>	<b>20</b>	<b>18</b>
5311	Car retailing	5	3	3	3	3	6
5312	Motor cycle dealing	15	11	11	13	14	14
5313	Trailer and caravan dealing	12	11	11	12	12	10
<b>531</b>	<b>Motor vehicle retailing</b>	<b>5</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>5</b>
5321	Automotive fuel retailing	5	6	7	8	8	9
5322	Automotive electrical services	17	16	17	17	20	16
5323	Smash repairing	7	6	8	7	8	7
5324	Tyre retailing	7	5	4	5	5	6
5329	Automotive repair and services n.e.c.	6	6	7	7	8	7
<b>532</b>	<b>Motor vehicle services</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>4</b>
<b>Total retail</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>1</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92 *continued*

## Queensland

ANZSIC Code Description	Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
	%	%	%	%	%	%
<b>5110 Supermarkets and grocery stores</b>	<b>17</b>	<b>3</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>6</b>
5121 Fresh meat, fish and poultry retailing	6	7	7	9	9	9
5122 Fruit & vegetable retailing	8	7	8	8	8	8
5123 Liquor retailing						
5124 Bread & cake retailing	4	4	4	4	4	4
5125 Takeaway food retailing	7	4	5	9	12	5
... Milk vending and Specialised food retailing n.e.c. (a)	25	38	58	38	29	56
<b>512 Specialised Food Retailing</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>
<b>5210 Department stores</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5221 Clothing retailing	9	9	8	7	7	7
5222 Footwear retailing	19	4	3	4	5	5
5223 Fabrics and other soft good retailing	10	8	7	8	9	11
<b>522 Clothing and soft good retailing</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>5</b>
5231 Furniture retailing	10	9	10	9	10	10
5232 Floor covering retailing	6	7	8	8	8	9
5233 Domestic hardware and houseware retailing		27	30	35	41	21
5234 Domestic appliance retailing	16	9	8	6	6	9
5235 Recorded music retailing	29	23	14	17	18	19
<b>523 Furniture, houseware and appliance retailing</b>	<b>11</b>	<b>10</b>	<b>10</b>	<b>8</b>	<b>9</b>	<b>7</b>
5241 Sport & camping equipment retailing	5	5	5	5	6	6
5242 Toy & game retailing	10	14	15	15	15	19
5243 Newspaper, book and stationery retailing	4	6	9	7	8	8
5244 Photographic equipment retailing	10	8	9	7	7	9
5245 Marine equipment retailing	5	5	6	7	7	8
<b>524 Recreational good retailing</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
5251 Pharmaceutical, cosmetic and toiletry retailing	3	5	6	6	6	6
5252 Antique and used good retailing	7	9	11	9	10	13
5253 Garden supplies retailing	15	13	17	15	16	15
5254 Flower retailing	9	12	13	12	13	13
5255 Watch & jewellery retailing	6	4	5	5	6	6
5259 Retailing nec	8	6	7	7	7	8
<b>525 Other personal and household good retailing</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>4</b>	<b>4</b>
<b>526 Household equipment repair services</b>	<b>18</b>	<b>18</b>	<b>16</b>	<b>16</b>	<b>22</b>	<b>17</b>
5311 Car retailing	4	2	2	2	2	3
5312 Motor cycle dealing	8	9	9	12	13	19
5313 Trailer and caravan dealing	12	13	11	12	12	12
<b>531 Motor vehicle retailing</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>3</b>
5321 Automotive fuel retailing	6	7	7	7	7	12
5322 Automotive electrical services	16	15	16	17	19	17
5323 Smash repairing	8	8	8	9	10	8
5324 Tyre retailing	10	6	5	5	6	8
5329 Automotive repair and services n.e.c.	6	7	7	7	9	7
<b>532 Motor vehicle services</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>5</b>
<b>Total retail</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92—continued

## South Australia

ANZSIC		Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	%	%	%	%	%	%
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>15</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>5</b>
5121	Fresh meat, fish and poultry retailing	7	8	7	7	8	8
5122	Fruit & vegetable retailing	7	7	10	8	8	8
5123	Liquor retailing	9	8	9	16	18	11
5124	Bread & cake retailing	16	17	11	13	17	13
5125	Takeaway food retailing	8	11	9	8	8	9
---	Milk vending and Specialised food retailing n.e.c. (a)	25	23	17	28	32	27
<b>512</b>	<b>Specialised Food Retailing</b>	<b>5</b>	<b>8</b>	<b>5</b>	<b>5</b>	<b>7</b>	<b>6</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5221	Clothing retailing	11	6	6	6	6	7
5222	Footwear retailing	15	5	4	7	8	6
5223	Fabrics and other soft good retailing	18	11	10	10	8	20
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>8</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>
5231	Furniture retailing	11	7	6	8	8	8
5232	Floor covering retailing	11	6	9	12	13	11
5233	Domestic hardware and houseware retailing	24	13	17	14	14	19
5234	Domestic appliance retailing	14	8	8	8	8	9
5235	Recorded music retailing	17	17	14	15	16	7
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>11</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>7</b>
5241	Sport & camping equipment retailing	5	5	6	8	10	6
5242	Toy & game retailing	11	13	18	13	13	14
5243	Newspaper, book and stationery retailing	5	8	12	8	8	12
5244	Photographic equipment retailing	7	10	13	14	16	11
5245	Marine equipment retailing	9	9	11	12	13	13
<b>524</b>	<b>Recreational good retailing</b>	<b>3</b>	<b>5</b>	<b>7</b>	<b>5</b>	<b>5</b>	<b>7</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	6	6	7	7	6	11
5252	Antique and used good retailing	9	8	13	14	15	11
5253	Garden supplies retailing	20	18	23	18	17	24
5254	Flower retailing	12	12	13	12	12	13
5255	Watch & jewellery retailing	9	4	5	4	5	6
5259	Retailing nec	8	10	11	9	10	11
<b>525</b>	<b>Other personal and household good retailing</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>6</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>13</b>	<b>15</b>	<b>17</b>	<b>19</b>	<b>27</b>	<b>17</b>
5311	Car retailing	7	3	3	3	3	3
5312	Motor cycle dealing	11	10	10	14	15	13
5313	Trailer and caravan dealing	9	11	14	12	12	11
<b>531</b>	<b>Motor vehicle retailing</b>	<b>6</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
5321	Automotive fuel retailing	7	10	11	9	9	11
5322	Automotive electrical services	31	24	26	27	29	28
5323	Smash repairing	6	6	7	7	7	7
5324	Tyre retailing	17	8	6	7	7	8
5329	Automotive repair and services n.e.c.	10	10	11	12	15	11
<b>532</b>	<b>Motor vehicle services</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>5</b>
<b>Total retail</b>		<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92—continued

Western Australia

ANZSIC		<i>Management units</i>	<i>Persons employed</i>	<i>Wages and salaries</i>	<i>Turnover</i>	<i>Cost of goods sold</i>	<i>Industry gross product</i>
<i>Code</i>	<i>Description</i>	%	%	%	%	%	%
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>12</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>6</b>
5121	Fresh meat, fish and poultry retailing	13	9	9	7	6	25
5122	Fruit & vegetable retailing	9	7	8	7	7	8
5123	Liquor retailing	8	11	11	9	8	16
5124	Bread & cake retailing	6	7	7	6	7	7
5125	Takeaway food retailing	7	4	4	5	6	6
—	Milk vending and Specialised food retailing n.e.c. (a)	32	40	63	34	34	30
<b>512</b>	<b>Specialised Food Retailing</b>	<b>6</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5221	Clothing retailing	7	4	4	4	4	5
5222	Footwear retailing	20	5	7	7	8	6
5223	Fabrics and other soft good retailing	7	9	11	7	8	9
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>5</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>4</b>
5231	Furniture retailing	11	9	9	10	10	12
5232	Floor covering retailing	7	7	8	8	8	13
5233	Domestic hardware and houseware retailing	19	18	17	20	22	19
5234	Domestic appliance retailing	14	7	6	8	8	7
5235	Recorded music retailing	15	20	19	17	17	14
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>10</b>	<b>7</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>8</b>
5241	Sport & camping equipment retailing	3	7	8	8	9	6
5242	Toy & game retailing	12	10	10	6	5	9
5243	Newspaper, book and stationery retailing	5	8	10	10	10	9
5244	Photographic equipment retailing	31	42	51	58	64	47
5245	Marine equipment retailing	8	7	7	7	7	8
<b>524</b>	<b>Recreational good retailing</b>	<b>3</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>6</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	3	5	7	5	6	6
5252	Antique and used good retailing	8	9	10	9	9	11
5253	Garden supplies retailing	16	10	11	11	11	11
5254	Flower retailing	16	18	20	17	19	20
5255	Watch & jewellery retailing	13	8	8	7	7	9
5259	Retailing nec	6	7	7	11	8	9
<b>525</b>	<b>Other personal and household good retailing</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>17</b>	<b>17</b>	<b>16</b>	<b>17</b>	<b>21</b>	<b>15</b>
5311	Car retailing	3	2	2	2	2	3
5312	Motor cycle dealing	10	15	12	12	13	12
5313	Trailer and caravan dealing	15	11	7	5	8	9
<b>531</b>	<b>Motor vehicle retailing</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
5321	Automotive fuel retailing	7	8	8	8	8	11
5322	Automotive electrical services	19	18	18	18	22	18
5323	Smash repairing	6	6	7	6	8	7
5324	Tyre retailing	20	7	7	6	5	9
5329	Automotive repair and services n.e.c.	6	6	7	7	9	7
<b>532</b>	<b>Motor vehicle services</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>5</b>
<b>Total retail</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92—continued

Tasmania

ANZSIC Code	Description	Management units %	Persons employed %	Wages and salaries %	Turnover %	Cost of goods sold %	Industry gross product %
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>13</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>12</b>
5121	Fresh meat, fish and poultry retailing	6	7	8	7	7	8
5122	Fruit & vegetable retailing	23	17	15	17	18	17
5123	Liquor retailing	12	12	19	17	17	20
5124	Bread & cake retailing	9	7	8	7	8	8
5125	Takeaway food retailing	9	7	8	8	10	10
—	Milk vending and Specialised food retailing n.e.c. (a)	28	30	43	39	42	35
<b>512</b>	<b>Specialised Food Retailing</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>8</b>	<b>9</b>	<b>7</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
5221	Clothing retailing	14	6	5	3	3	8
5222	Footwear retailing	22	9	11	10	10	12
5223	Fabrics and other soft good retailing	21	13	11	11	12	12
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>10</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>6</b>
5231	Furniture retailing	6	5	5	5	5	6
5232	Floor covering retailing	6	10	15	14	14	15
5233	Domestic hardware and houseware retailing	18	19	12	14	12	8
5234	Domestic appliance retailing	17	6	5	6	6	5
5235	Recorded music retailing	26	31	27	28	24	39
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>8</b>	<b>9</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>4</b>
5241	Sport & camping equipment retailing	4	6	8	8	8	7
5242	Toy & game retailing	12	17	20	18	19	16
5243	Newspaper, book and stationery retailing	10	21	16	18	19	17
5244	Photographic equipment retailing	16	14	14	14	15	13
5245	Marine equipment retailing	10	n.a.	n.a.	n.a.	n.a.	n.a.
<b>524</b>	<b>Recreational good retailing</b>	<b>6</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	3	4	6	5	5	5
5252	Antique and used good retailing	10	11	14	13	16	14
5253	Garden supplies retailing	17	14	14	16	18	14
5254	Flower retailing	13	15	14	17	21	16
5255	Watch & jewellery retailing	7	7	9	7	8	8
5259	Retailing nec	9	9	9	10	12	10
<b>525</b>	<b>Other personal and household good retailing</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>4</b>	<b>4</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>17</b>	<b>17</b>	<b>12</b>	<b>16</b>	<b>24</b>	<b>12</b>
5311	Car retailing	7	3	2	2	2	2
5312	Motor cycle dealing	8	n.a.	n.a.	n.a.	n.a.	n.a.
5313	Trailer and caravan dealing	16	n.a.	n.a.	n.a.	n.a.	n.a.
<b>531</b>	<b>Motor vehicle retailing</b>	<b>6</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
5321	Automotive fuel retailing	7	8	9	8	8	9
5322	Automotive electrical services	29	27	32	23	26	28
5323	Smash repairing	8	7	7	7	7	7
5324	Tyre retailing	12	7	9	8	8	11
5329	Automotive repair and services n.e.c.	12	10	9	12	19	10
<b>532</b>	<b>Motor vehicle services</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>6</b>	<b>7</b>	<b>5</b>
<b>Total retail</b>		<b>2</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>

See footnotes at end of table.



TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92—continued

Northern Territory

ANZSIC		Management units	Persons employed	Wages and salaries	Turnover	Cost of goods sold	Industry gross product
Code	Description	%	%	%	%	%	%
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>12</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>
5121	Fresh meat, fish and poultry retailing	15	13	10	10	10	11
5122	Fruit & vegetable retailing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5123	Liquor retailing	0	0	0	0	0	0
5124	Bread & cake retailing	26	28	29	33	27	42
5125	Takeaway food retailing	8	5	9	11	13	14
—	Milk vending and Specialised food retailing n.e.c. (a)	52	n.a.	n.a.	n.a.	n.a.	n.a.
<b>512</b>	<b>Specialised Food Retailing</b>	<b>8</b>	<b>6</b>	<b>9</b>	<b>10</b>	<b>12</b>	<b>11</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
5221	Clothing retailing	8	6	5	5	6	5
5222	Footwear retailing	25	15	18	21	24	21
5223	Fabrics and other soft good retailing	11	12	17	12	12	14
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>
5231	Furniture retailing	16	8	8	8	8	10
5232	Floor covering retailing	18	15	21	17	17	17
5233	Domestic hardware and houseware retailing	18	15	20	25	26	22
5234	Domestic appliance retailing	15	14	16	21	22	16
5235	Recorded music retailing	11	0	0	11	7	4
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>9</b>	<b>7</b>	<b>9</b>	<b>9</b>	<b>10</b>	<b>9</b>
5241	Sport & camping equipment retailing	17	12	13	14	14	13
5242	Toy & game retailing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5243	Newspaper, book and stationery retailing	9	11	12	13	14	13
5244	Photographic equipment retailing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5245	Marine equipment retailing	24	n.a.	n.a.	n.a.	n.a.	n.a.
<b>524</b>	<b>Recreational good retailing</b>	<b>7</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	0	1	1	1		1
5252	Antique and used good retailing	28	24	27	26	28	25
5253	Garden supplies retailing	28	24	35	30	39	35
5254	Flower retailing	25	28	23	22	24	23
5255	Watch & jewellery retailing	7	6	8	11	20	16
5259	Retailing nec	17	32	19	19	19	17
<b>525</b>	<b>Other personal and household good retailing</b>	<b>8</b>	<b>12</b>	<b>7</b>	<b>7</b>	<b>8</b>	<b>6</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>15</b>	<b>12</b>	<b>9</b>	<b>7</b>	<b>9</b>	<b>9</b>
5311	Car retailing	12	n.a.	n.a.	n.a.	n.a.	n.a.
5312	Motor cycle dealing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5313	Trailer and caravan dealing	—	—	—	—	—	—
<b>531</b>	<b>Motor vehicle retailing</b>	<b>11</b>	<b>11</b>	<b>10</b>	<b>13</b>	<b>14</b>	<b>11</b>
5321	Automotive fuel retailing	11	11	10	12	13	14
5322	Automotive electrical services	36	n.a.	n.a.	n.a.	n.a.	n.a.
5323	Smash repairing	7	8	10	10	11	10
5324	Tyre retailing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5329	Automotive repair and services n.e.c.	15	16	17	18	24	17
<b>532</b>	<b>Motor vehicle services</b>	<b>8</b>	<b>6</b>	<b>6</b>	<b>8</b>	<b>9</b>	<b>8</b>
<b>Total retail</b>		<b>2</b>	<b>2</b>	<b>2</b>	<b>3</b>	<b>3</b>	<b>2</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92 *continued*

Australian Capital Territory

ANZSIC		<i>Manage- ment units</i>	<i>Persons employed</i>	<i>Wages and salaries</i>	<i>Turnover</i>	<i>Cost of goods sold</i>	<i>Industry gross product</i>
<i>Code</i>	<i>Description</i>	%	%	%	%	%	%
<b>5110</b>	<b>Supermarkets and grocery stores</b>	<b>13</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>3</b>
5121	Fresh meat, fish and poultry retailing	13	13	10	11	11	10
5122	Fruit & vegetable retailing	12	n.a.	n.a.	n.a.	n.a.	n.a.
5123	Liquor retailing	11	18	12	11	10	22
5124	Bread & cake retailing	8	10	12	11	10	12
5125	Takeaway food retailing	6	4	5	9	10	13
—	Milk vending and Specialised food retailing n.e.c. (a)	31	n.a.	n.a.	n.a.	n.a.	n.a.
<b>512</b>	<b>Specialised Food Retailing</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>8</b>
<b>5210</b>	<b>Department stores</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5221	Clothing retailing	18	5	4	5	4	9
5222	Footwear retailing	7	2	2	3	3	2
5223	Fabrics and other soft good retailing	13	12	18	20	21	21
<b>522</b>	<b>Clothing and soft good retailing</b>	<b>11</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>7</b>
5231	Furniture retailing	9	4	2	4	5	4
5232	Floor covering retailing	4	5	4	8	9	9
5233	Domestic hardware and houseware retailing	9	5	5	3	3	5
5234	Domestic appliance retailing	22	14	14	12	12	12
5235	Recorded music retailing	30	29	29	26	26	31
<b>523</b>	<b>Furniture, houseware and appliance retailing</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>
5241	Sport & camping equipment retailing	6	6	7	6	7	6
5242	Toy & game retailing	15	n.a.	n.a.	n.a.	n.a.	n.a.
5243	Newspaper, book and stationery retailing	8	12	14	11	10	12
5244	Photographic equipment retailing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5245	Marine equipment retailing	50	n.a.	n.a.	n.a.	n.a.	n.a.
<b>524</b>	<b>Recreational good retailing</b>	<b>5</b>	<b>8</b>	<b>8</b>	<b>7</b>	<b>8</b>	<b>8</b>
5251	Pharmaceutical, cosmetic and toiletry retailing	3	7	14	8	7	13
5252	Antique and used good retailing	17	7	7	17	15	18
5253	Garden supplies retailing	26	9	9	7	7	9
5254	Flower retailing	28	24	19	19	19	21
5255	Watch & jewellery retailing	7	4	4	3	4	4
5259	Retailing nec	7	6	7	5	5	6
<b>525</b>	<b>Other personal and household good retailing</b>	<b>4</b>	<b>4</b>	<b>7</b>	<b>4</b>	<b>4</b>	<b>6</b>
<b>526</b>	<b>Household equipment repair services</b>	<b>13</b>	<b>17</b>	<b>14</b>	<b>15</b>	<b>17</b>	<b>13</b>
5311	Car retailing	14	n.a.	n.a.	n.a.	n.a.	n.a.
5312	Motor cycle dealing	0	n.a.	n.a.	n.a.	n.a.	n.a.
5313	Trailer and caravan dealing	50	n.a.	n.a.	n.a.	n.a.	n.a.
<b>531</b>	<b>Motor vehicle retailing</b>	<b>11</b>	<b>5</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>4</b>
5321	Automotive fuel retailing	4	5	6	7	7	8
5322	Automotive electrical services	55	n.a.	n.a.	n.a.	n.a.	n.a.
5323	Smash repairing	5	5	6	6	7	7
5324	Tyre retailing	6	n.a.	n.a.	n.a.	n.a.	n.a.
5329	Automotive repair and services n.e.c.	13	14	15	13	16	15
<b>532</b>	<b>Motor vehicle services</b>	<b>6</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>
<b>Total retail</b>		<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>

See footnotes at end of table.

TABLE 4. RELATIVE STANDARD ERRORS FOR SELECTED ITEMS BY ANZSIC CLASS  
STATES AND AUSTRALIA, 1991-92—continued

Australia

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

(a) Includes ANZSIC classes 5126 and 5129

### Glossary of Terms

As the data presented in this publication have been compiled from the standard financial accounts of businesses, the definition of each reported item aligns closely with that adopted in standard business accounting practice.

<b>Bad debts written off</b>	The actual amount of bad debts written off, net of bad debts previously written off but recovered.
<b>Commission income</b>	Includes commission income received from work done on customers' materials, sales of agricultural and pastoral properties and other sources of commission.
<b>Cost of goods sold</b>	The sum of opening stock and purchases less closing stock.
<b>Depreciation</b>	Includes depreciation allowed on buildings and other fixed tangible assets.
<b>Earnings before interest and tax</b>	A measure of profit prior to the deduction of interest expense and income tax.
<b>Industry gross product</b>	Turnover less purchases and selected expenses plus (or minus) the change in the value of stocks. This definition is conceptually close to the definition of industry gross product (IGP) used in National Accounts aggregates. However comparisons between the two is somewhat difficult as there are substantial conceptual, coverage, methodological, classification and compilation differences.
<b>Insurance premiums</b>	Includes optional third party property or comprehensive motor vehicle insurance premiums, fire, general and accident insurance, and premiums in respect of common law.
<b>Interest income</b>	Includes interest received from loans to related and unrelated businesses, finance leases, discounted bill earnings, and deposits in banks and non-bank institutions.
<b>Interest expenses</b>	Includes interest paid on loans from banks, related and unrelated companies, finance leases, and loans from partners. Also included are interest equivalents such as hedging costs, and discounted bill expenses.
<b>Operating profit before tax</b>	A measure of profit before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid).
<b>Operating profit before tax to employment</b>	The average amount, expressed in <i>thousands of dollars</i> , of operating profit before tax contributed by each employee, working proprietor and working partner (i.e. operating profit before tax/employment).
<b>Operating profit margin</b>	The percentage of sales of goods and services available as operating profit (i.e. Operating profit before tax (x 100)/Sales of goods and services).
<b>Other labour costs</b>	Other labour costs includes employer contributions to superannuation funds and workers compensation costs.
<b>Other income</b>	Other income includes government subsidies, royalties, dividends, income from rent, leasing and hiring, net profit (loss) on the sale of fixed tangible assets and net profit (loss) on foreign exchange transactions. It also includes trust income received, partnership distributions (received from partnerships with other companies), and current and capital grants. It excludes extraordinary profits or losses such as goodwill revaluations.
<b>Persons employed</b>	Includes working proprietors and working partners; permanent, part-time, temporary and casual employees; and managerial and executive employees working for a business during the last pay period ending in June 1992. Employees absent on paid or prepaid leave are also included.
<b>Selected labour costs per number of persons employed</b>	The average amount, expressed in <i>thousands of dollars</i> , of selected labour costs incurred by businesses (wages and salaries, superannuation and workers

compensation premiums) for each employee, working proprietor and partner (i.e. Selected labour costs/number of persons employed).

**Stock turnover**

This shows the number of times that stock is turned over by sales during the year. It is expressed as the ratio of cost of goods sold divided by average stock (where average stock is opening stock plus closing stock/2).

**Trading profit**

A measure of profit directly attributable to trading in goods and services. It is derived by subtracting the cost of sales from the value of sales of goods and services.

**Turnover**

Income from the sale of goods and services; government subsidies; rent, leasing and hiring; and other operating revenue.

**Wages and salaries**

The wages and salaries of all persons working for the business during 1991-1992. It includes payment to permanent, temporary, part-time employees and working proprietors and partners.



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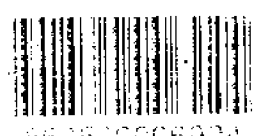
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