

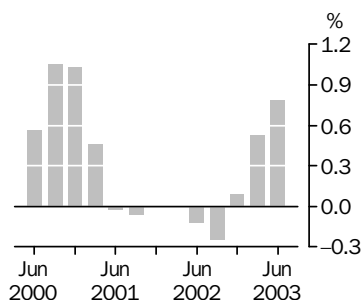
BUSINESS INDICATORS

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) MON 1 SEP 2003

Inventories (chain volume measures)

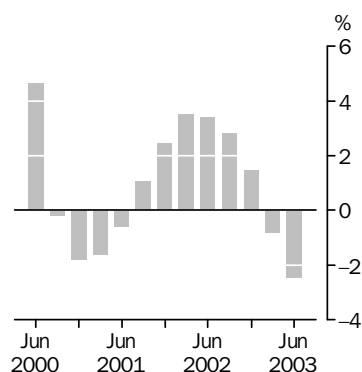
Trend estimates
Quarterly change



Note: Change in scope from Mar qtr 2001.

Company gross operating profits

Trend estimates
Quarterly change



KEY FIGURES

	Mar Qtr 03 to Jun Qtr 03	Jun Qtr 02 to Jun Qtr 03
	%	%
Income from sales of goods & services (Chain vol. meas.)		
Manufacturing		
Trend	0.0	1.2
Seasonally Adjusted	-0.7	1.8
Wholesale trade		
Trend	1.0	4.4
Seasonally Adjusted	1.0	5.6
Inventories (Chain vol. meas.)		
Trend	0.8	1.2
Seasonally Adjusted	1.3	1.5
Company profits before income tax		
Trend	1.7	29.6
Seasonally Adjusted	-11.4	23.1
Company gross operating profits		
Trend	-2.5	0.9
Seasonally Adjusted	-6.9	-0.5
Wages and salaries		
Original	5.5	7.6

KEY POINTS

TREND ESTIMATES

- The trend estimate (in volume terms) for inventories for the June quarter 2003 is \$94,213m, an increase of 0.8% over the March quarter 2003. The trend estimate (in volume terms) for income from sales of goods and services in Manufacturing was flat this quarter after nine quarters of growth. The comparable estimate for Wholesale trade has increased in the latest ten quarters. The trend estimate (in current price terms) for company gross operating profits decreased by 2.5% in the June quarter 2003.

SEASONALLY ADJUSTED ESTIMATES

- The seasonally adjusted estimate (in volume terms) for inventories increased by 1.3% in the June quarter 2003, with Wholesale trade being the major contributor. Income from sales of goods and services by Wholesale trade increased by 1.0% while Manufacturing decreased by 0.7%.
- Company gross operating profits decreased by 6.9% this quarter, with Manufacturing and Mining being the major contributors.

INQUIRIES

- For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Mark Wise on Sydney (02) 9268 4241.

NOTES

FORTHCOMING ISSUES

ISSUE (Quarter)

RELEASE DATE

September 2003

1 December 2003

December 2003

1 March 2004

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CHANGES IN THIS ISSUE

A new base year, 2001-02, has been introduced into the chain volume estimates which has resulted in revisions to growth rates in subsequent periods. Also, the chain volume estimates have been re-referenced to 2001-02, thereby preserving additivity in the quarters after the reference year. Re-referencing affects the levels of, but not the movements in, chain volume estimates.

The weighting given to some components used in the calculation of price deflators has also been revised this quarter.

IMPACT OF FALLING CRUDE OIL PRICES ON COMPANY GROSS OPERATING PROFITS

As discussed in Paragraph 35 of the Explanatory Notes, there are differences in the company gross operating profits (CGOP) estimates contained in this release and the estimate of gross operating surplus (GOS) in the Australian National Accounts.

This quarter's estimate of CGOP has fallen significantly. A significant contributor to the fall has been losses on inventory due to falling crude oil prices, with the Manufacturing and Wholesale trade industries particularly affected. Such losses are not included in GOS, as an inventory valuation adjustment is made in the compilation of the national accounts to remove the impact of changes in inventory prices from the CGOP estimate.

REVISIONS IN THIS ISSUE

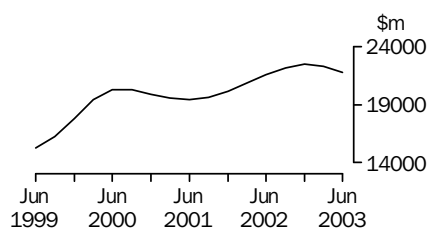
As is usually the case after the initial release of a quarter's estimates, revisions have been made to the March quarter 2003 estimates as a result of responses received or revised after the publication of the previous issue. The new base and reference years and re-weighting for chain volume measures and the use of the concurrent seasonal adjustment methodology has also resulted in revisions to previously released estimates. The net effect on March quarter 2003 estimates of these revisions has been to adjust: the seasonally adjusted chain volume estimates for total inventories by +0.5%, Manufacturing income from sales of goods and services by +4.3% and wholesale trade income from sales of goods and services by -0.8%; seasonally adjusted current price estimates for company gross operating profits by -2.0%; and original current price estimates for wages and salaries by -0.3%.

Dennis Trewin
Australian Statistician

INDUSTRY TREND ESTIMATES

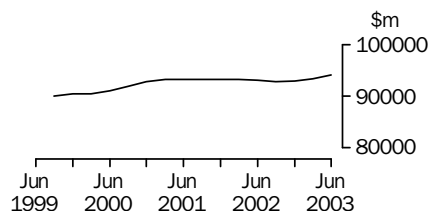
TOTAL ALL INDUSTRIES

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for total company gross operating profits has decreased in the latest two quarters following six quarters of sustained growth.

INVENTORIES

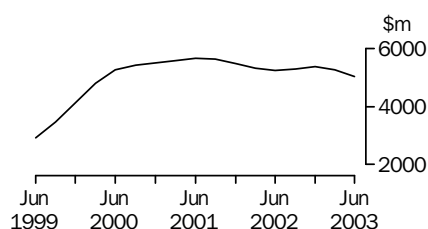


The trend estimate for total inventories (in volume terms) increased 0.8% in the June quarter 2003 following an increase of 0.5% in the previous quarter. The series had been relatively flat in the previous seven quarters.

Note: Break in series from Sep qtr 1999. Change in scope from Mar qtr 2001. See Technical Note.

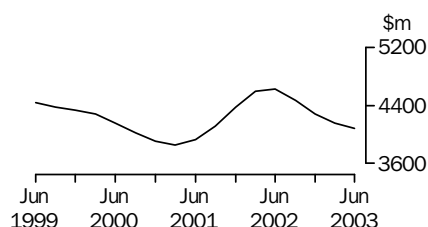
MINING

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for company gross operating profits has decreased for the latest two quarters and is at the lowest level recorded since March quarter 2000.

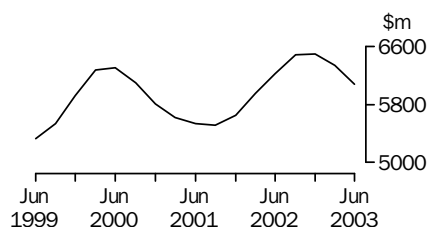
INVENTORIES



The trend estimate for inventories (in volume terms) has decreased throughout 2002-03 after five quarters of growth.

MANUFACTURING

COMPANY GROSS OPERATING PROFITS

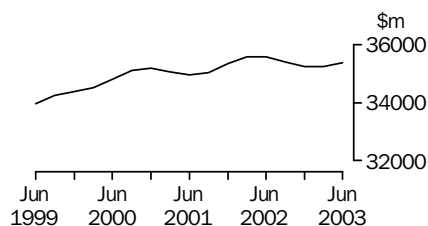


The current price trend estimate for company gross operating profits has decreased significantly in the latest two quarters after five quarters of growth.

INDUSTRY TREND ESTIMATES *continued*

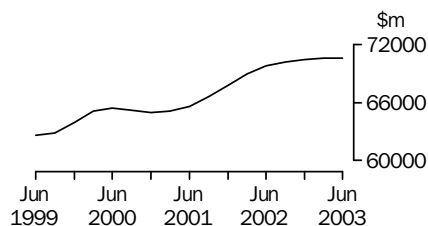
MANUFACTURING *continued*

INVENTORIES



The trend estimate for inventories (in volume terms) increased 0.4% in June quarter 2003 after being flat in the previous quarter.

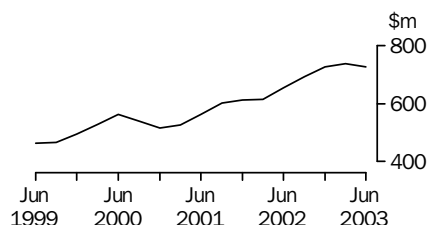
INCOME, From sales of goods and services



The trend estimate for income from sales of goods and services (in volume terms) was relatively flat following nine quarters of growth.

CONSTRUCTION

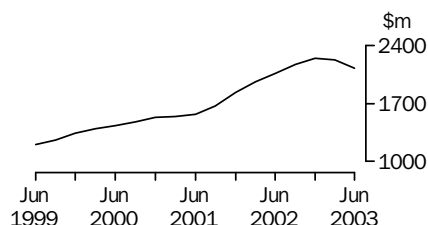
COMPANY GROSS OPERATING PROFITS



The current price trend estimate for company gross operating profits estimate fell by 1.4% in June quarter 2003 after several years of growth.

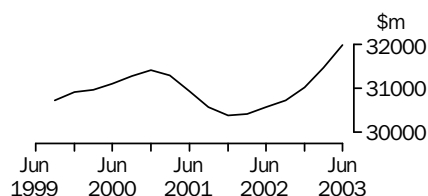
WHOLESALE TRADE

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for company gross operating profits has decreased in the latest two quarters following a period of consistent growth since March quarter 1999.

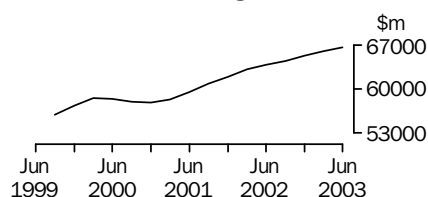
INVENTORIES



Note: Break in series. See Technical Note.

The trend estimate for inventories (in volume terms) has been growing at an increasing rate over the past six quarters.

INCOME, From sales of goods and services



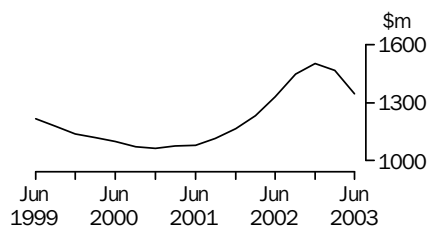
Note: Break in series. See Technical Note.

The trend estimate for income from sales of goods and services (in volume terms) has been growing steadily over the latest ten quarters.

INDUSTRY TREND ESTIMATES *continued*

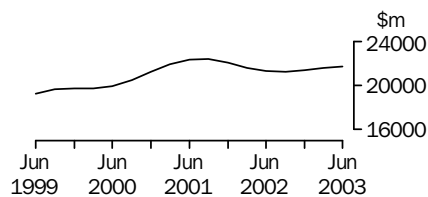
RETAIL TRADE

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for company gross operating profits has decreased in the latest two quarters after peaking in December quarter 2002. This followed eight quarters of sustained growth.

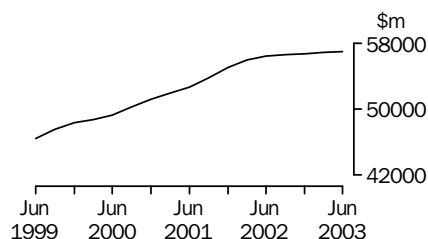
INVENTORIES



The trend estimate for inventories (in volume terms) has increased steadily in the latest three quarters after decreases in the previous four quarters.

Note: Change in scope from Mar qtr 2001.

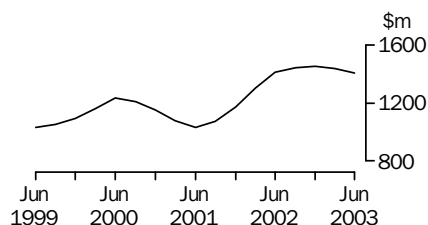
INCOME, From sales of goods and services



The trend estimate for income from sales of goods and services (in volume terms) increased marginally in each quarter of 2002-03.

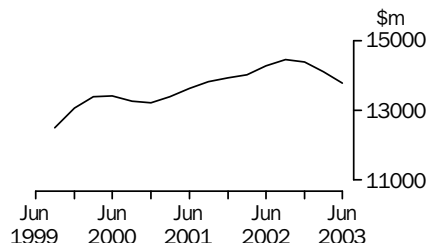
TRANSPORT AND STORAGE

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for company gross operating profits has decreased in the latest two quarters, following increases in the previous six quarters.

INCOME, From sales of goods and services

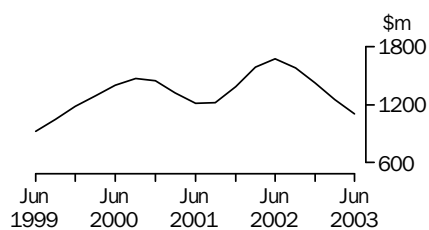


The trend estimate for income from sales of goods and services (in volume terms) has decreased in the latest three quarters following seven quarters of growth.

INDUSTRY TREND ESTIMATES *continued*

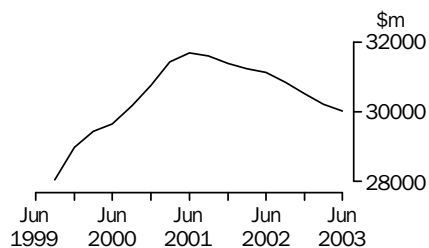
PROPERTY AND BUSINESS SERVICES

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for company gross operating profits has decreased strongly throughout 2002-03 following quite strong growth in the previous year.

INCOME, From sales of goods and services



The trend estimate for income from sales of goods and services (in volume terms) has been declining since the peak of June quarter 2001, with falls of around 1% in each of the past four quarters.

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INCOME FROM SALES OF GOODS AND SERVICES, Chain volume measures(a)

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
2000-01								
June	13 183	65 735	20 829	59 607	51 706	13 553	33 255	29 588
2001-02								
September	13 576	67 462	21 318	60 475	51 859	14 060	31 083	31 129
December	14 167	70 425	21 848	65 318	60 392	14 497	32 114	30 844
March	14 061	65 614	20 738	59 910	53 592	13 572	29 813	29 148
June	14 508	69 370	21 975	63 594	55 639	13 728	31 845	30 343
2002-03								
September	15 521	71 735	22 117	66 079	54 809	14 936	31 239	31 732
December	15 489	73 053	24 359	66 941	61 508	15 184	30 841	31 955
March	14 310	66 674	21 378	62 944	54 754	13 443	28 638	30 509
June	14 608	70 638	23 751	67 191	56 099	13 408	31 218	31 714
SEASONALLY ADJUSTED								
2000-01								
June	nya	65 722	nya	59 421	52 630	13 847	32 146	nya
2001-02								
September	nya	66 382	nya	59 998	53 627	13 817	31 217	nya
December	nya	67 594	nya	63 062	55 400	13 852	31 517	nya
March	nya	69 712	nya	62 845	55 876	14 176	31 348	nya
June	nya	69 182	nya	63 392	56 578	14 012	30 773	nya
2002-03								
September	nya	70 607	nya	65 448	56 693	14 678	31 378	nya
December	nya	70 149	nya	64 569	56 437	14 509	30 270	nya
March	nya	70 925	nya	66 226	57 093	14 047	30 119	nya
June	nya	70 419	nya	66 913	57 018	13 681	30 156	nya
TREND								
2000-01								
June	nya	65 601	nya	59 548	52 732	13 646	31 708	nya
2001-02								
September	nya	66 596	nya	60 848	53 812	13 841	31 629	nya
December	nya	67 810	nya	61 978	55 065	13 935	31 393	nya
March	nya	69 000	nya	63 155	56 016	14 041	31 239	nya
June	nya	69 782	nya	63 918	56 471	14 285	31 146	nya
2002-03								
September	nya	70 208	nya	64 533	56 616	14 473	30 863	nya
December	nya	70 448	nya	65 304	56 730	14 396	30 529	nya
March	nya	70 617	nya	66 018	56 878	14 120	30 220	nya
June	nya	70 585	nya	66 701	57 064	13 796	30 040	nya

nya not yet available

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(a) Reference year for chain volume measures is 2001-2002.

INCOME FROM SALES OF GOODS AND SERVICES, Chain volume measures(a)—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	%	%	%	%	%	%	%	%
ORIGINAL								
2000-01								
June	1.6	7.2	1.4	5.4	4.1	7.0	11.7	1.6
2001-02								
September	3.0	2.6	2.4	1.5	0.3	3.7	-6.5	5.2
December	4.4	4.4	2.5	8.0	16.5	3.1	3.3	-0.9
March	-0.8	-6.8	-5.1	-8.3	-11.3	-6.4	-7.2	-5.5
June	3.2	5.7	6.0	6.1	3.8	1.1	6.8	4.1
2002-03								
September	7.0	3.4	0.6	3.9	-1.5	8.8	-1.9	4.6
December	-0.2	1.8	10.1	1.3	12.2	1.7	-1.3	0.7
March	-7.6	-8.7	-12.2	-6.0	-11.0	-11.5	-7.1	-4.5
June	2.1	5.9	11.1	6.7	2.5	-0.3	9.0	3.9
SEASONALLY ADJUSTED								
2000-01								
June	nya	0.9	nya	0.0	1.7	4.8	2.7	nya
2001-02								
September	nya	1.0	nya	1.0	1.9	-0.2	-2.9	nya
December	nya	1.8	nya	5.1	3.3	0.3	1.0	nya
March	nya	3.1	nya	-0.3	0.9	2.3	-0.5	nya
June	nya	-0.8	nya	0.9	1.3	-1.2	-1.8	nya
2002-03								
September	nya	2.1	nya	3.2	0.2	4.8	2.0	nya
December	nya	-0.6	nya	-1.3	-0.5	-1.2	-3.5	nya
March	nya	1.1	nya	2.6	1.2	-3.2	-0.5	nya
June	nya	-0.7	nya	1.0	-0.1	-2.6	0.1	nya
TREND								
2000-01								
June	nya	0.7	nya	1.9	1.5	1.9	0.8	nya
2001-02								
September	nya	1.5	nya	2.2	2.0	1.4	-0.2	nya
December	nya	1.8	nya	1.9	2.3	0.7	-0.7	nya
March	nya	1.8	nya	1.9	1.7	0.8	-0.5	nya
June	nya	1.1	nya	1.2	0.8	1.7	-0.3	nya
2002-03								
September	nya	0.6	nya	1.0	0.3	1.3	-0.9	nya
December	nya	0.3	nya	1.2	0.2	-0.5	-1.1	nya
March	nya	0.2	nya	1.1	0.3	-1.9	-1.0	nya
June	nya	0.0	nya	1.0	0.3	-2.3	-0.6	nya

nya not yet available

(a) Reference year for chain volume measures is 2001-2002.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

INCOME FROM SALES OF GOODS AND SERVICES, Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
2000-01								
June	13 811	66 104	20 494	61 555	51 137	13 492	32 598	29 168
2001-02								
September	14 103	67 480	21 110	61 186	51 430	14 035	30 859	30 487
December	14 097	70 362	21 738	65 553	60 333	14 480	32 135	30 391
March	13 811	65 356	20 791	59 586	53 842	13 562	29 852	29 308
June	14 283	69 672	22 228	62 972	55 876	13 778	32 009	30 541
2002-03								
September	15 596	72 344	22 627	64 836	55 242	15 129	31 735	31 826
December	15 574	74 506	25 108	66 806	62 194	15 709	31 560	32 075
March	14 377	68 746	22 267	62 851	55 618	13 959	29 526	30 811
June	13 736	72 207	25 098	64 501	56 941	14 013	32 386	32 133
SEASONALLY ADJUSTED								
2000-01								
June	nya	66 097	nya	61 341	52 041	13 788	31 513	nya
2001-02								
September	nya	66 421	nya	60 721	53 172	13 796	30 993	nya
December	nya	67 489	nya	63 323	55 336	13 839	31 540	nya
March	nya	69 484	nya	62 432	56 126	14 168	31 391	nya
June	nya	69 550	nya	62 798	56 808	14 066	30 934	nya
2002-03								
September	nya	71 207	nya	64 322	57 130	14 872	31 878	nya
December	nya	71 552	nya	64 512	57 054	15 015	30 978	nya
March	nya	73 105	nya	66 112	57 983	14 590	31 055	nya
June	nya	71 962	nya	64 288	57 862	14 302	31 287	nya
TREND								
2000-01								
June	nya	65 646	nya	60 783	51 997	13 603	31 097	nya
2001-02								
September	nya	66 644	nya	61 751	53 478	13 811	31 346	nya
December	nya	67 755	nya	62 300	55 000	13 913	31 352	nya
March	nya	68 916	nya	62 753	56 165	14 034	31 323	nya
June	nya	69 989	nya	63 197	56 775	14 361	31 373	nya
2002-03								
September	nya	71 005	nya	63 985	57 067	14 714	31 314	nya
December	nya	71 826	nya	64 851	57 362	14 817	31 246	nya
March	nya	72 374	nya	65 170	57 678	14 676	31 157	nya
June	nya	72 560	nya	65 075	57 972	14 386	31 071	nya

nya not yet available

(a) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

INCOME FROM SALES OF GOODS AND SERVICES BY STATE(a), Current prices, original

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
2000-01								
June	103 695	73 247	49 398	20 531	31 171	4 514	2 353	3 450
2001-02								
September	101 530	73 851	52 106	20 427	32 567	4 250	2 273	3 689
December	109 413	79 243	54 258	22 123	33 049	4 784	2 347	3 872
March	100 692	72 171	50 908	21 436	31 105	4 360	2 082	3 354
June	105 476	76 311	52 790	22 097	33 873	4 912	2 516	3 387
2002-03								
September	107 126	78 905	55 644	22 189	34 835	4 617	2 602	3 517
December	111 487	83 659	57 444	22 986	36 560	5 240	2 833	3 323
March	102 540	78 062	51 739	21 040	34 624	4 863	2 248	2 940
June	106 603	81 610	54 057	22 205	35 581	5 023	2 645	3 224

(a) State sales data should be used with caution. See paragraphs 15 and 16 of the Technical Note.

INCOME FROM SALES OF GOODS AND SERVICES BY STATE(a), Current prices,
Original—Percentage change from previous quarter

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	%	%	%	%	%	%	%	%
2000-01								
June	7.5	5.8	10.7	8.5	5.2	-7.8	8.4	0.4
2001-02								
September	-2.1	0.8	5.5	-0.5	4.5	-5.8	-3.4	6.9
December	7.8	7.3	4.1	8.3	1.5	12.6	3.3	5.0
March	-8.0	-8.9	-6.2	-3.1	-5.9	-8.9	-11.3	-13.4
June	4.8	5.7	3.7	3.1	8.9	12.7	20.8	1.0
2002-03								
September	1.6	3.4	5.4	0.4	2.8	-6.0	3.4	3.9
December	4.1	6.0	3.2	3.6	5.0	13.5	8.9	-5.5
March	-8.0	-6.7	-9.9	-8.5	-5.3	-7.2	-20.7	-11.5
June	4.0	4.5	4.5	5.5	2.8	3.3	17.7	9.6

(a) State sales data should be used with caution. See paragraphs 15 and 16 of the Technical Note.

INVENTORIES, Chain volume measures(a)

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
2000-01						
June	3 774	34 845	30 250	21 819	1 252	91 881
2001-02						
September	4 144	35 249	29 279	22 525	1 070	92 230
December	4 404	34 884	32 463	22 401	1 045	95 147
March	4 637	35 802	31 304	21 933	1 080	94 737
June	4 516	35 924	30 224	20 581	989	92 235
2002-03						
September	4 666	35 611	30 403	21 340	1 003	93 023
December	4 166	34 340	32 486	21 624	1 043	93 660
March	4 110	35 672	31 574	21 962	1 028	94 346
June	4 134	35 592	31 628	21 199	982	93 535
SEASONALLY ADJUSTED						
2000-01						
June	3 825	34 746	31 111	22 440	1 268	93 325
2001-02						
September	4 084	35 070	30 525	22 581	1 100	93 316
December	4 423	35 502	30 211	22 086	1 004	93 210
March	4 620	35 391	30 505	21 581	1 086	93 177
June	4 587	35 820	30 671	21 181	997	93 256
2002-03						
September	4 592	35 446	30 680	21 387	1 036	93 141
December	4 185	34 989	30 949	21 322	1 006	92 451
March	4 093	35 285	31 415	21 606	1 028	93 427
June	4 202	35 498	32 129	21 824	991	94 644
TREND						
2000-01						
June	3 924	34 957	30 932	22 357	1 218	93 321
2001-02						
September	4 117	35 047	30 575	22 433	1 129	93 259
December	4 372	35 349	30 387	22 112	1 054	93 255
March	4 591	35 595	30 417	21 624	1 028	93 250
June	4 624	35 592	30 579	21 313	1 028	93 136
2002-03						
September	4 476	35 403	30 732	21 265	1 023	92 898
December	4 288	35 250	31 019	21 407	1 016	92 980
March	4 159	35 243	31 468	21 591	1 013	93 474
June	4 088	35 379	31 985	21 759	1 002	94 213

(a) Reference year for chain volume measures is 2001-2002.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

INVENTORIES, Chain volume measures(a)—Percentage change from previous quarter

	Mining	Manufacturing	Wholesale trade	Retail trade	Other selected industries(b)	Total
	%	%	%	%	%	%
ORIGINAL						
2000-01						
June	-5.3	-1.5	-4.2	-1.2	-1.6	-2.5
2001-02						
September	9.8	1.2	-3.2	3.2	-14.6	0.4
December	6.3	-1.0	10.9	-0.5	-2.3	3.2
March	5.3	2.6	-3.6	-2.1	3.3	-0.4
June	-2.6	0.3	-3.4	-6.2	-8.5	-2.6
2002-03						
September	3.3	-0.9	0.6	3.7	1.5	0.9
December	-10.7	-3.6	6.9	1.3	3.9	0.7
March	-1.4	3.9	-2.8	1.6	-1.4	0.7
June	0.6	-0.2	0.2	-3.5	-4.5	-0.9
SEASONALLY ADJUSTED						
2000-01						
June	-3.7	-0.7	-0.1	3.2	-0.7	0.3
2001-02						
September	6.8	0.9	-1.9	0.6	-13.2	0.0
December	8.3	1.2	-1.0	-2.2	-8.8	-0.1
March	4.5	-0.3	1.0	-2.3	8.2	0.0
June	-0.7	1.2	0.5	-1.9	-8.2	0.1
2002-03						
September	0.1	-1.0	0.0	1.0	3.8	-0.1
December	-8.9	-1.3	0.9	-0.3	-2.9	-0.7
March	-2.2	0.8	1.5	1.3	2.2	1.1
June	2.7	0.6	2.3	1.0	-3.6	1.3
TREND						
2000-01						
June	1.8	-0.3	-1.2	1.8	-3.9	0.0
2001-02						
September	4.9	0.3	-1.2	0.3	-7.3	-0.1
December	6.2	0.9	-0.6	-1.4	-6.7	0.0
March	5.0	0.7	0.1	-2.2	-2.4	0.0
June	0.7	0.0	0.5	-1.4	0.0	-0.1
2002-03						
September	-3.2	-0.5	0.5	-0.2	-0.5	-0.3
December	-4.2	-0.4	0.9	0.7	-0.6	0.1
March	-3.0	0.0	1.4	0.9	-0.3	0.5
June	-1.7	0.4	1.6	0.8	-1.1	0.8

(a) Reference year for chain volume measures is 2001-2002.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

INVENTORIES, Current prices

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade(a)</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
2000-01						
June	3 849	35 220	30 310	21 493	1 226	92 099
2001-02						
September	4 198	35 512	29 401	22 347	1 070	92 527
December	4 395	34 770	31 804	22 456	1 045	94 471
March	4 501	35 535	30 884	22 119	1 080	94 117
June	4 508	35 643	29 746	20 825	1 002	91 725
2002-03						
September	4 749	35 566	30 129	21 659	1 034	93 137
December	4 325	34 879	32 426	22 188	1 072	94 890
March	4 322	36 455	30 958	22 686	1 035	95 456
June	4 233	35 919	30 046	21 910	992	93 100
SEASONALLY ADJUSTED						
2000-01						
June	3 902	35 117	31 184	22 104	1 241	93 548
2001-02						
September	4 137	35 357	30 298	22 404	1 100	93 296
December	4 414	35 413	30 297	22 140	1 003	93 267
March	4 484	35 180	30 639	21 764	1 085	93 152
June	4 578	35 504	30 588	21 432	1 010	93 112
2002-03						
September	4 674	35 399	31 041	21 707	1 067	93 888
December	4 345	35 548	30 890	21 877	1 034	93 694
March	4 304	36 072	30 736	22 318	1 033	94 463
June	4 302	35 793	30 906	22 556	1 001	94 558
TREND						
2000-01						
June	4 013	35 192	30 857	21 999	1 195	93 256
2001-02						
September	4 145	35 297	30 565	22 287	1 121	93 415
December	4 337	35 338	30 390	22 145	1 052	93 262
March	4 524	35 349	30 480	21 785	1 033	93 171
June	4 597	35 351	30 745	21 569	1 044	93 306
2002-03						
September	4 553	35 476	30 873	21 640	1 047	93 589
December	4 439	35 663	30 883	21 934	1 039	93 958
March	4 327	35 824	30 856	22 259	1 028	94 294
June	4 238	35 966	30 811	22 550	1 007	94 572

(a) There was a change of scope for Retail trade inventories from March quarter 2001. See paragraph 20 of the Technical Note.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

COMPANY PROFITS BEFORE INCOME TAX(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
2000-01									
June	3 896	2 489	462	957	-46	185	556	-712	7 786
2001-02									
September	3 761	3 081	375	91	329	212	357	1 027	9 233
December	3 059	3 558	498	1 614	1 088	433	564	295	11 109
March	3 426	3 305	385	1 219	495	633	13	-166	9 310
June	3 102	3 481	452	1 432	418	370	-229	471	9 497
2002-03									
September	3 309	3 726	525	1 697	596	590	691	547	11 682
December	2 413	4 723	661	1 775	1 484	779	90	1 839	13 765
March	3 838	4 093	467	1 756	567	411	410	2 171	13 712
June	3 441	2 910	510	1 624	501	61	-351	3 287	11 982
SEASONALLY ADJUSTED									
2000-01									
June	3 927	2 779	477	900	113	374	642	-555	8 657
2001-02									
September	3 388	2 936	382	155	495	215	388	831	8 790
December	3 423	3 095	419	1 533	581	229	374	122	9 776
March	3 424	3 655	447	1 281	672	646	82	55	10 262
June	3 087	3 908	467	1 383	586	561	-137	616	10 471
2002-03									
September	3 004	3 390	536	1 777	762	589	725	350	11 133
December	2 721	4 282	555	1 678	976	577	-107	1 665	12 347
March	3 814	4 333	541	1 820	738	422	479	2 403	14 550
June	3 406	3 267	531	1 579	675	255	-252	3 424	12 885
TREND									
2000-01									
June	3 564	2 792	369	685	487	250	472	83	8 702
2001-02									
September	3 549	2 928	409	752	539	263	468	175	9 083
December	3 462	3 237	428	1 038	573	354	264	274	9 630
March	3 310	3 522	438	1 347	606	490	137	243	10 093
June	3 099	3 688	484	1 541	682	604	145	288	10 531
2002-03									
September	2 969	3 899	523	1 631	782	612	253	750	11 419
December	3 107	4 017	544	1 740	831	528	277	1 534	12 578
March	3 363	3 977	546	1 728	799	424	144	2 437	13 418
June	3 529	3 775	537	1 662	712	308	-21	3 149	13 651

(a) The scope for company profits before income tax estimates relates to companies with 20 or more employees. See paragraph 9 of the Explanatory Notes for more information.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

COMPANY PROFITS BEFORE INCOME TAX(a), Current prices—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
2000-01									
June	23.2	-7.6	164.7	35.9	-114.7	-14.7	186.6	np	2.6
2001-02									
September	-3.5	23.8	-18.8	-90.5	813.3	14.3	-35.8	244.1	18.6
December	-18.6	15.5	32.6	np	230.4	104.6	58.1	-71.3	20.3
March	12.0	-7.1	-22.7	-24.5	-54.5	46.1	-97.6	-156.3	-16.2
June	-9.5	5.3	17.5	17.5	-15.5	-41.5	np	383.7	2.0
2002-03									
September	6.7	7.0	16.2	18.5	42.4	59.4	401.5	16.3	23.0
December	-27.1	26.8	26.0	4.6	149.1	32.0	-86.9	235.9	17.8
March	59.0	-13.3	-29.4	-1.0	-61.8	-47.3	354.4	18.0	-0.4
June	-10.3	-28.9	9.2	-7.6	-11.6	-85.2	-185.6	51.4	-12.6
SEASONALLY ADJUSTED									
2000-01									
June	23.6	-3.7	134.8	15.6	-77.2	63.6	142.7	-268.7	3.5
2001-02									
September	-13.7	5.6	-20.0	-82.7	337.1	-42.6	-39.6	249.7	1.5
December	1.0	5.4	9.8	np	17.3	6.6	-3.5	-85.3	11.2
March	0.0	18.1	6.7	-16.4	15.6	182.0	-78.0	-54.9	5.0
June	-9.8	6.9	4.6	7.9	-12.8	-13.1	-266.7	np	2.0
2002-03									
September	-2.7	-13.3	14.7	28.5	30.1	5.0	np	-43.2	6.3
December	-9.4	26.3	3.5	-5.6	28.1	-2.0	-114.8	375.7	10.9
March	40.1	1.2	-2.4	8.4	-24.4	-26.9	np	44.3	17.8
June	-10.7	-24.6	-2.0	-13.2	-8.5	-39.6	-152.7	42.5	-11.4
TREND									
2000-01									
June	0.8	-0.9	12.2	-16.5	9.1	-20.7	25.2	-49.1	-1.2
2001-02									
September	-0.4	4.9	10.9	9.8	10.8	5.2	-0.8	110.8	4.4
December	-2.5	10.6	4.6	38.0	6.2	34.9	-43.6	56.6	6.0
March	-4.4	8.8	2.3	29.7	5.8	38.3	-47.9	-11.3	4.8
June	-6.3	4.7	10.6	14.4	12.5	23.4	5.7	18.5	4.3
2002-03									
September	-4.2	5.7	8.1	5.9	14.7	1.2	74.3	160.4	8.4
December	4.6	3.0	4.0	6.7	6.2	-13.7	9.3	104.5	10.1
March	8.2	-1.0	0.2	-0.7	-3.8	-19.7	-47.8	58.9	6.7
June	4.9	-5.1	-1.6	-3.9	-10.9	-27.4	-114.9	29.2	1.7

np not available for publication but included in totals where applicable, unless otherwise indicated

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(a) The scope for company profits before income tax estimates relates to companies with 20 or more employees. See paragraph 9 of the Explanatory Notes for more information.

COMPANY GROSS OPERATING PROFITS(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
2000-01									
June	5 835	5 063	695	1 553	505	1 001	1 302	2 719	18 673
2001-02									
September	5 741	5 845	532	1 532	863	906	1 065	3 070	19 553
December	5 532	5 941	703	2 153	1 691	1 426	1 571	2 839	21 859
March	5 161	5 634	553	1 829	1 096	1 347	1 404	2 763	19 786
June	4 991	5 998	620	1 824	1 020	1 093	1 756	2 842	20 146
2002-03									
September	5 657	6 493	707	2 442	1 243	1 532	1 677	3 284	23 035
December	5 406	7 195	846	2 317	2 329	1 720	1 394	3 274	24 481
March	5 309	6 178	631	2 094	1 178	1 396	1 197	3 319	21 303
June	4 579	5 375	725	2 078	1 141	1 132	1 066	3 950	20 046
SEASONALLY ADJUSTED									
2000-01									
June	6 052	5 371	684	1 533	564	1 220	1 311	2 834	19 569
2001-02									
September	5 238	5 617	534	1 488	1 049	868	1 015	2 852	18 661
December	5 715	5 501	626	2 064	1 133	1 230	1 509	2 794	20 572
March	5 295	5 982	640	1 973	1 389	1 377	1 543	2 930	21 129
June	5 195	6 411	613	1 829	1 137	1 344	1 757	2 953	21 239
2002-03									
September	5 168	6 220	709	2 385	1 521	1 457	1 593	3 039	22 092
December	5 574	6 685	753	2 195	1 557	1 488	1 345	3 227	22 824
March	5 441	6 534	729	2 258	1 490	1 425	1 318	3 494	22 689
June	4 772	5 758	719	2 100	1 271	1 396	1 058	4 059	21 133
TREND									
2000-01									
June	5 673	5 537	562	1 568	1 082	1 032	1 213	2 798	19 465
2001-02									
September	5 653	5 516	601	1 670	1 117	1 073	1 221	2 820	19 671
December	5 479	5 654	612	1 833	1 165	1 173	1 386	2 852	20 154
March	5 317	5 954	616	1 966	1 232	1 302	1 593	2 886	20 866
June	5 252	6 231	655	2 065	1 333	1 412	1 677	2 953	21 578
2002-03									
September	5 310	6 487	695	2 170	1 447	1 443	1 586	3 044	22 182
December	5 391	6 501	728	2 250	1 502	1 455	1 423	3 256	22 506
March	5 285	6 345	737	2 224	1 467	1 441	1 249	3 572	22 320
June	5 053	6 082	727	2 129	1 345	1 405	1 104	3 921	21 766

(a) The scope for company gross operating profits before income tax estimates relates to companies with 20 or more employees. See paragraph 9 of the Explanatory Notes for more information.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

COMPANY GROSS OPERATING PROFITS(a), Current prices—Percentage change from previous quarter

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
2000-01									
June	7.0	-8.6	84.3	7.8	-39.8	3.2	11.1	5.3	1.6
2001-02									
September	-1.6	15.5	-23.5	-1.3	70.9	-9.5	-18.2	12.9	4.7
December	-3.6	1.6	32.2	40.5	96.0	57.5	47.5	-7.5	11.8
March	-6.7	-5.2	-21.3	-15.1	-35.2	-5.6	-10.6	-2.7	-9.5
June	-3.3	6.5	12.2	-0.3	-6.9	-18.8	25.0	2.9	1.8
2002-03									
September	13.3	8.2	14.0	33.9	21.8	40.1	-4.5	15.6	14.3
December	-4.4	10.8	19.6	-5.1	87.4	12.3	-16.9	-0.3	6.3
March	-1.8	-14.1	-25.4	-9.6	-49.4	-18.8	-14.1	1.4	-13.0
June	-13.8	-13.0	14.8	-0.8	-3.1	-18.9	-10.9	19.0	-5.9
SEASONALLY ADJUSTED									
2000-01									
June	7.8	-9.7	58.5	-2.5	-47.3	22.7	2.9	3.5	-0.4
2001-02									
September	-13.5	4.6	-21.9	-2.9	86.0	-28.9	-22.6	0.6	-4.6
December	9.1	-2.0	17.3	38.7	8.0	41.8	48.7	-2.0	10.2
March	-7.4	8.7	2.2	-4.4	22.6	11.9	2.2	4.9	2.7
June	-1.9	7.2	-4.2	-7.3	-18.1	-2.3	13.9	0.8	0.5
2002-03									
September	-0.5	-3.0	15.7	30.4	33.8	8.4	-9.4	2.9	4.0
December	7.9	7.5	6.2	-8.0	2.4	2.1	-15.5	6.2	3.3
March	-2.4	-2.2	-3.2	2.9	-4.3	-4.2	-2.0	8.3	-0.6
June	-12.3	-11.9	-1.3	-7.0	-14.7	-2.0	-19.7	16.2	-6.9
TREND									
2000-01									
June	1.3	-1.4	6.9	1.4	0.4	-4.2	-8.6	-0.5	-0.6
2001-02									
September	-0.4	-0.4	6.9	6.5	3.3	4.0	0.7	0.8	1.1
December	-3.1	2.5	1.8	9.8	4.3	9.4	13.5	1.1	2.5
March	-2.9	5.3	0.7	7.2	5.7	10.9	15.0	1.2	3.5
June	-1.2	4.7	6.4	5.0	8.2	8.5	5.3	2.3	3.4
2002-03									
September	1.1	4.1	6.0	5.1	8.6	2.2	-5.4	3.1	2.8
December	1.5	0.2	4.8	3.7	3.8	0.8	-10.3	7.0	1.5
March	-2.0	-2.4	1.3	-1.2	-2.3	-1.0	-12.2	9.7	-0.8
June	-4.4	-4.1	-1.3	-4.3	-8.3	-2.5	-11.6	9.8	-2.5

(a) The scope for company gross operating profits before income tax estimates relates to companies with 20 or more employees. See paragraph 9 of the Explanatory Notes for more information.

(b) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

WAGES AND SALARIES, Current prices—Original

	Mining	Manufacturing	Electricity, gas and water supply	Construction	Wholesale trade	Retail trade	Accom- modation, cafes and restaurants	Transport and storage	Com- munication services	Finance and insurance
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
2000-01										
June	1 259	10 517	245	4 083	4 718	6 558	2 422	2 956	592	4 328
2001-02										
September	1 359	10 398	229	3 942	4 622	6 299	2 385	3 083	568	4 253
December	1 501	10 799	250	4 094	4 726	6 533	2 379	3 117	608	4 400
March	1 435	10 086	235	3 885	4 449	6 205	2 296	3 098	542	4 354
June	1 499	10 608	264	4 110	4 771	6 441	2 422	3 055	602	4 357
2002-03										
September	1 571	11 059	274	4 196	5 018	6 657	2 410	3 196	554	4 578
December	1 594	11 594	264	4 648	5 352	7 221	2 464	3 425	560	4 473
March	1 563	10 921	277	4 215	5 147	6 822	2 348	3 108	589	4 633
June	1 656	11 504	259	4 590	5 476	7 006	2 456	3 260	597	4 665

WAGES AND SALARIES, Current prices—Original *continued*

	Property and business services	Education	Health and community services	Cultural and recreational services	Personal and other services	Total
	\$m	\$m	\$m	\$m	\$m	\$m
2000-01						
June	11 789	1 608	4 024	1 054	1 094	57 244
2001-02						
September	11 233	1 628	3 818	1 176	1 173	56 165
December	11 696	1 789	3 990	1 206	1 272	58 363
March	11 081	1 609	3 971	1 204	1 214	55 662
June	11 861	1 782	4 145	1 285	1 354	58 556
2002-03						
September	11 565	1 840	4 053	1 269	1 352	59 592
December	12 062	1 938	4 137	1 223	1 436	62 390
March	11 639	1 706	4 130	1 205	1 412	59 716
June	12 441	1 936	4 427	1 217	1 514	63 006

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WAGES AND SALARIES, Current prices—Original: Percentage change from previous quarter

	Mining	Manufacturing	Electricity, gas and water supply	Construction	Wholesale trade	Retail trade	Accom- modation, cafes and restaurants	Transport and storage
	%	%	%	%	%	%	%	%
2000-01								
June	3.7	6.7	18.2	3.0	7.1	5.8	10.1	3.3
2001-02								
September	7.9	-1.1	-6.3	-3.5	-2.0	-3.9	-1.5	4.3
December	10.5	3.9	9.2	3.9	2.3	3.7	-0.2	1.1
March	-4.4	-6.6	-6.2	-5.1	-5.9	-5.0	-3.5	-0.6
June	4.4	5.2	12.3	5.8	7.2	3.8	5.5	-1.4
2002-03								
September	4.8	4.2	4.1	2.1	5.2	3.4	-0.5	4.6
December	1.4	4.8	-3.7	10.8	6.6	8.5	2.2	7.2
March	-1.9	-5.8	4.9	-9.3	-3.8	-5.5	-4.7	-9.3
June	5.9	5.3	-6.5	8.9	6.4	2.7	4.6	4.9

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WAGES AND SALARIES, Current prices—Original: Percentage change from previous quarter *continued*

	Communication services	Finance and insurance	Property and business services	Education	Health and community services	Cultural and recreational services	Personal and other services	Total
	%	%	%	%	%	%	%	%
2000-01								
June	-8.7	-6.2	13.9	13.4	12.5	5.0	24.5	7.2
2001-02								
September	-4.0	-1.7	-4.7	1.2	-5.1	11.6	7.3	-1.9
December	7.1	3.5	4.1	9.9	4.5	2.6	8.5	3.9
March	-10.9	-1.1	-5.3	-10.1	-0.5	-0.2	-4.6	-4.6
June	11.1	0.1	7.0	10.8	4.4	6.8	11.5	5.2
2002-03								
September	-8.1	5.1	-2.5	3.2	-2.2	-1.3	-0.1	1.8
December	1.1	-2.3	4.3	5.4	2.1	-3.6	6.2	4.7
March	5.2	3.6	-3.5	-12.0	-0.2	-1.5	-1.6	-4.3
June	1.3	0.7	6.9	13.4	7.2	1.0	7.2	5.5

WAGES AND SALARIES BY STATE, Current prices—Original

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
2000-01									
June	22 263	15 228	9 097	3 628	5 019	824	409	789	57 244
2001-02									
September	21 252	15 002	9 008	3 762	5 181	788	391	789	56 165
December	22 162	15 662	9 273	3 795	5 430	837	386	831	58 363
March	21 259	14 806	8 817	3 640	5 220	777	369	777	55 662
June	22 197	15 515	9 476	3 780	5 556	852	395	786	58 556
2002-03									
September	22 479	15 794	9 782	3 897	5 529	857	436	817	59 592
December	23 102	16 903	10 241	4 012	5 833	984	450	866	62 390
March	22 378	15 910	9 724	3 840	5 717	887	435	825	59 716
June	23 516	16 756	10 328	4 051	6 054	963	464	865	63 006

WAGES AND SALARIES BY STATE, Current prices—Original: Percentage change from previous quarter

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	%	%	%	%	%	%	%	%	%
2000-01									
June	6.7	7.7	13.1	2.3	4.8	-7.9	-0.5	8.0	7.2
2001-02									
September	-4.5	-1.5	-1.0	3.7	3.2	-4.4	-4.3	0.0	-1.9
December	4.3	4.4	2.9	0.9	4.8	6.3	-1.5	5.3	3.9
March	-4.1	-5.5	-4.9	-4.1	-3.9	-7.2	-4.2	-6.5	-4.6
June	4.4	4.8	7.5	3.9	6.4	9.7	6.9	1.2	5.2
2002-03									
September	1.3	1.8	3.2	3.1	-0.5	0.7	10.5	3.9	1.8
December	2.8	7.0	4.7	2.9	5.5	14.7	3.0	6.0	4.7
March	-3.1	-5.9	-5.0	-4.3	-2.0	-9.8	-3.3	-4.7	-4.3
June	5.1	5.3	6.2	5.5	5.9	8.6	6.6	4.9	5.5

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INVENTORIES/SALES RATIO(a)(b), Current prices—Original

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
2000-01								
June	0.28	0.53	na	0.49	0.42	na	na	na
2001-02								
September	0.30	0.53	na	0.48	0.43	na	na	na
December	0.31	0.49	na	0.49	0.37	na	na	na
March	0.33	0.54	na	0.52	0.41	na	na	na
June	0.32	0.51	na	0.47	0.37	na	na	na
2002-03								
September	0.30	0.49	na	0.46	0.39	na	na	na
December	0.28	0.47	na	0.49	0.36	na	na	na
March	0.30	0.53	na	0.49	0.41	na	na	na
June	0.31	0.50	na	0.47	0.38	na	na	na

na not available

(c) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(a) Sales refers to Income from sales of goods and services.

(b) Ratio is calculated by dividing inventories by sales.

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SALES/WAGES AND SALARIES RATIO(a)(b), Current prices—Original

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
2000-01								
June	10.97	6.29	5.02	13.05	7.80	4.56	2.77	3.00
2001-02								
September	10.38	6.49	5.35	13.24	8.16	4.55	2.75	3.12
December	9.39	6.52	5.31	13.87	9.23	4.64	2.75	3.00
March	9.62	6.48	5.35	13.39	8.68	4.38	2.69	2.98
June	9.53	6.57	5.41	13.20	8.67	4.51	2.70	2.97
2002-03								
September	9.93	6.54	5.39	12.92	8.30	4.73	2.74	3.05
December	9.77	6.43	5.40	12.48	8.61	4.59	2.62	3.08
March	9.20	6.29	5.28	12.21	8.15	4.49	2.54	2.94
June	8.29	6.28	5.47	11.78	8.13	4.30	2.60	3.00

(a) Sales refers to Income from sales of goods and services.

(c) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Ratio is calculated by dividing sales by wages and salaries.

COMPANY GROSS OPERATING PROFITS/SALES RATIO (a)(b), Current prices—Original

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
2000-01								
June	0.46	0.09	0.08	0.04	0.02	0.10	0.09	0.16
2001-02								
September	0.44	0.10	0.06	0.04	0.03	0.09	0.08	0.18
December	0.43	0.10	0.07	0.05	0.05	0.14	0.11	0.17
March	0.41	0.10	0.06	0.05	0.04	0.14	0.11	0.17
June	0.38	0.10	0.06	0.04	0.03	0.11	0.13	0.16
2002-03								
September	0.41	0.11	0.07	0.05	0.04	0.15	0.11	0.16
December	0.40	0.12	0.08	0.05	0.07	0.16	0.09	0.17
March	0.42	0.11	0.07	0.05	0.04	0.14	0.09	0.18
June	0.38	0.09	0.06	0.04	0.04	0.12	0.07	0.20

(a) Sales refers to Income from sales of goods and services.

(b) Estimates for both company gross operating profits and income from sales of goods and services relate to companies with 20 or more employees. Ratio is calculated by dividing profits by sales.

(c) See paragraph 17 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

WHAT IF...? REVISIONS TO TREND ESTIMATES

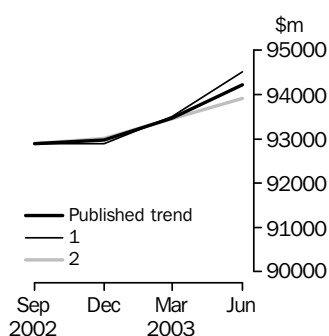
EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

TREND REVISIONS

The most recent seasonally adjusted and trend estimates are likely to be revised when original estimates for subsequent quarters become available. To assess reliability of the trend estimate at the current end, the "what-if" chart presents trend estimates under different scenarios for the next quarter. The approximate effect of two possible scenarios on the current and previous trend estimates for total company gross operating profits and total inventories are presented below.

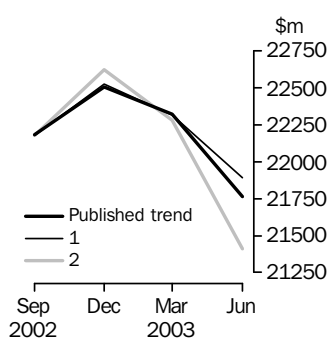
1. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are higher than the current quarter's estimate by the percentage shown.
2. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are lower than the current quarter's estimate by the percentage shown.

INVENTORIES (CHAIN VOLUME MEASURES)



	TREND AS PUBLISHED		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
			(1) rises by 1.1% on this quarter		(2) falls by 1.1% on this quarter	
	\$m	%change	\$m	%change	\$m	%change
2002						
September	92 898	-0.3	92 899	-0.3	92 899	-0.3
December	92 980	0.1	92 884	0.0	93 006	0.1
2003						
March	93 474	0.5	93 503	0.7	93 461	0.5
June	94 213	0.8	94 511	1.1	93 923	0.5

COMPANY GROSS OPERATING PROFITS (CURRENT PRICES)



	TREND AS PUBLISHED		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
			(1) rises by 4.0% on this quarter		(2) falls by 4.0% on this quarter	
	\$m	%change	\$m	%change	\$m	%change
2002						
September	22 182	2.8	22 181	2.8	22 181	2.8
December	22 506	1.5	22 526	1.6	22 625	2.0
2003						
March	22 320	-0.8	22 317	-0.9	22 281	-1.5
June	21 766	-2.5	21 891	-1.9	21 413	-3.9

EXPLANATORY NOTES

INTRODUCTION

1 This publication contains estimates of income from sales of goods and services, wages and salaries (from the December quarter 2001 issue), company profits, and the book value of inventories for selected industries in Australia. The series have been compiled from data collected by the Australian Bureau of Statistics (ABS) in its Quarterly Business Indicators Survey (formerly known as the Quarterly Economic Activity Survey). The survey, which was fully implemented in the March quarter 2001, collects data from private businesses only.

PREVIOUS DATA SOURCES

2 Prior to March quarter 2001, data on sales, inventories and company profits were collected in the Survey of Inventories, Sales and Services and the Survey of Company Profits. The data from these surveys have been used to compile the historical estimates in this publication. From March quarter 2002, the Quarterly Business Indicators Survey replaced the private sector component of the Survey of Employment and Earnings. However, as the measures of wages and salaries in the two surveys are different (refer to paragraph 37), data from the Survey of Employment and Earnings has not been used to produce historical estimates for this publication. For more information on the introduction of the Quarterly Business Indicators Survey, see *Information Paper: Improvements to Australian Bureau of Statistics Quarterly Business Indicators* (cat no. 5677.0).

SCOPE AND COVERAGE

3 The Quarterly Business Indicators Survey, like most ABS economic collections, is drawn from the ABS Business Register. The register provides a list of employing businesses, and it is primarily based on registrations to the Australian Taxation Office's Pay As You Go Withholding (PAYGW) scheme (and prior to 1 July 2000 its Group Employer scheme). The frame is updated quarterly to take account of new businesses, businesses which have ceased employing, changes in employment levels, changes in industry and other general business changes.

4 Businesses which have ceased employing are identified when the Australian Taxation Office cancels their PAYGW registration (or previously their Group Employer registration). In addition, from September quarter 1999, businesses which did not remit under the Group Employer scheme for the previous five quarters were removed from the frame. A similar process will be adopted to remove businesses who do not remit under the PAYGW scheme.

5 The scope excludes public sector business units (i.e. all departments, authorities and other organisations owned and controlled by Commonwealth, State and Local Government).

6 The statistics in this publication exclude non-employing businesses. Though there are a substantial number of these businesses, it is expected that they would not contribute significantly to the estimates, although the impact would vary from industry to industry and from data item to data item.

7 Inventories data are not collected from businesses with fewer than 20 employees, as smaller businesses generally have difficulty in providing accurate quarterly information on the level of their inventories. Estimates for these businesses are derived by applying sales information to an estimated inventories to sales ratio. The inventories to sales ratio is based on data from the current quarter for medium sized businesses, and benchmarked to data from the annual Economic Activity Survey for small businesses. Investigations indicate that this technique produces estimates of inventories of sufficient quality.

8 The industries, classified according to the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (cat. no. 1292.0), included in this publication are:

EXPLANATORY NOTES *continued*

SCOPE AND COVERAGE

continued

<i>Industries</i>	<i>Income from sales of goods and services</i>	<i>Wages and salaries</i>	<i>Company profits</i>	<i>Inventories</i>
Mining (Division B)	Y	Y	Y	Y
Manufacturing (Division C)	Y	Y	Y	Y
Electricity, gas and water supply (Division D)				
Electricity and gas supply (36)	Y	Y	Y	Y
Water supply (37)	Y	Y	Y	N
Construction (Division E)	Y	Y	Y	N
Wholesale trade (Division F)	Y	Y	Y	Y
Retail trade (Division G)	Y	Y	Y	Y
Accommodation, cafes and restaurants (Division H)	Y	Y	Y	Y
Transport and storage (Division I)	Y	Y	Y	N
Communication services (Division J)	Y	Y	Y	N
Finance and insurance (Division K)(a)				
Deposit taking financiers (732)	N	Y	N	N
Other financiers (733)	Y	Y	Y	N
Financial asset investors (734)	Y	Y	Y	N
Other insurance (742)	N	Y	N	N
Services to finance and insurance (75)	Y	Y	Y	N
Property and business services (Division L)	Y	Y	Y	N
Education (Division N)	N	Y	N	N
Health and community services (Division O)	N	Y	N	N
Cultural and recreational services (Division P)	Y	Y	Y	N
Personal and other services (Division Q)				
Personal services (95)	Y	Y	Y	N
Other services (96)	N	Y	N	N

(a) See paragraph 5 for details of further scope exclusions for these industries.

9 Estimates for Company profits before income tax, and Company gross operating profits, only include private incorporated businesses ('companies') employing 20 or more persons and exclude companies in ANZSIC groups 733 or 734 classified to the Corporate Financial sector of the *Standard Institutional Sector Classification of Australia (SISCA)*. Refer to paragraph 18 for more information on this classification. Estimates previously published in *Company Profits, Australia* (cat. no. 5651.0) related only to companies employing more than 30 persons. The ABS has collected data for companies employing between 20 and 30 persons since September 1994 and these data are now included in published estimates.

10 The estimates for all the other statistics in this publication include unincorporated businesses and businesses with fewer than 20 employees. Other than for profits estimates there are no other exclusions based on SISCA.

EXPLANATORY NOTES *continued*

CHANGES TO ABS BUSINESS REGISTER

11 The introduction of The New Tax System has a number of significant implications for ABS business statistics. These are discussed in *Information Paper: ABS Statistics And The New Tax System* (cat. no. 1358.0). The replacement of the Group Employer registration process by PAYGW registration resulted in a number of changes to most business survey frames. However, an adjustment has been made to the statistics in this publication and these changes will not affect broader level estimates of level and movement.

12 Section 68 of the *Taxation Administration Act 1953* provides for the Australian Taxation Office to pass information to the Australian Statistician for the purposes of the *Census and Statistics Act 1905*. The ABS is currently analysing data from Business Activity Statements (BAS) as possible alternatives to direct collection of data, and to improve sample efficiency and reduce the load on businesses in completing ABS survey forms. From the December quarter 2002 the ABS used BAS wages and salaries data to derive size benchmarks to improve the sample design of the Quarterly Business Indicators Survey.

13 In addition, the ABS has made further changes including adopting a new units model and expanding its Register to include all units on the Australian Business Register, including non-employers. These non-employers will, however, continue to be excluded from the scope of the Quarterly Business Indicators Survey. *Information Paper: Improvements in ABS Economic Statistics (Arising from The New Tax System), 2002* (cat. no. 1372.0) provides further details.

STATISTICAL UNIT

14 Prior to the December quarter 2002, the Quarterly Business Indicators Survey used the management unit as the statistical unit. For issues of this publication relating to the December quarter 2002 onwards, the statistical unit in the Quarterly Business Indicators Survey is the ABN unit for businesses with simple structures, and the Type of Activity Unit (TAU) for businesses with complex structures. The TAU is comprised of one or more business entities, sub-entities or branches of a business entity within an Enterprise Group that can report production and employment data for similar economic activities. When a minimum set of data items is available, a TAU is created which covers all the operations within an industry sub-division (and the TAU is classified to the relevant sub-division of the Australian and New Zealand Standard Industrial Classification). Where a business cannot supply adequate data for each industry, in most cases a TAU is formed which contains activity in more than one industry sub-division. However, if the business has significant activity in more than one industry the TAU is 'split' by the ABS to produce estimates in respect of each industry. In most cases, ABN/TAU units will concord with the management units used prior to the December quarter 2002.

CLASSIFICATIONS

15 The Australian and New Zealand Standard Industrial Classification has been developed for use in both countries for the production and analysis of industry statistics. For more information, users are referred to *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (cat. no. 1292.0).

16 In order to classify data by industry, each statistical unit (as defined above) is classified to the Australian and New Zealand Standard Industrial Classification industry in which it mainly operates.

17 Many of the tables in this publication contain an industry classification 'Other selected industries'. For company gross operating profits, company profits before income tax, and income from sales of goods and services, Other selected industries comprises Electricity, gas and water; Accommodation, cafes and restaurants; Communication services; Other financiers; Financial asset investors; Services to finance and insurance; Cultural and recreational services; and Personal services. For inventories, it comprises Electricity, gas and water; and Accommodation, cafes and restaurants. For

EXPLANATORY NOTES *continued*

CLASSIFICATIONS *continued*

wages and salaries, it comprises Electricity, gas and water; Accommodation, cafes and restaurants; Communication services; Deposit taking financiers; Other financiers; Financial asset investors; Other insurance; Services to finance and insurance; Education; Health and community services; Cultural and recreational services; and Personal and other services.

18 The *Standard Institutional Sector Classification of Australia (SISCA)* is used to classify institutional units into broad economic sectors in national accounts and related statistics. For more information, users are referred to *Standard Economic Sector Classifications of Australia (SESCA), 1998* (cat. no. 1218.0).

SURVEY METHODOLOGY

19 The survey is conducted by mail on a quarterly basis. It is based on a random sample of approximately 16,000 units which is stratified by industry, state/territory and number of employees. All private sector units with over 250 employees, and other statistically significant units, such as joint venture partners, are included in the sample.

20 Respondents are asked to provide data on the same basis as their own management accounts. Where a selected unit does not respond in a given survey period, a value is estimated. If data are subsequently provided, the estimated value is replaced with the reported data. Aggregates are calculated from all data using the 'number raised' estimation technique. Data are edited at both individual unit level and aggregate level.

21 Further details about the ABS economic statistical units used in this survey, and in other ABS economic surveys (both sample surveys and censuses), can be found in Chapter 2 of the *Standard Economic Sector Classifications of Australia (SESCA) 2002* (cat. no. 1218.0).

TIMING OF SURVEY CYCLE

22 Surveys are conducted in respect of each quarter and returns are completed during the 8 or 9 week period after the end of the quarter to which survey data relate e.g. December quarter survey returns are completed during January and February.

SAMPLE REVISION

23 The survey frames and samples are revised each quarter to ensure that they remain representative of the survey population. The timing for creating each quarter's survey frame is consistent with that of other ABS business surveys. This provides for greater consistency when comparing data across surveys.

24 Additionally, with these revisions to the sample, some of the units from the sampled sector are rotated out of the survey and are replaced by others, to spread the reporting workload equitably.

SEASONAL ADJUSTMENT

25 The quarterly original estimates in this publication are affected in varying degrees by seasonal influences. The seasonal adjustment process estimates and removes the effects of normal seasonal variations from the original estimates so that the effects of other influences can be more clearly recognised.

26 In the seasonal adjustment process, account has been taken of both normal seasonal factors (e.g. increase in retail sales due to the Christmas period) and also trading day effects when significant (arising from the varying lengths of the quarters and the varying numbers of Sundays, Mondays, Tuesdays etc. in each quarter) to produce the seasonally adjusted estimates. Particular care should be taken in interpreting quarterly movements in the seasonally adjusted estimates because seasonal adjustment does not remove the effect of irregular or non-seasonal influences (e.g. change in interest rates) and reflects the sampling and other errors to which the original estimates are subject.

27 In this publication, the seasonally adjusted estimates are produced by the concurrent seasonal adjustment method which takes account of the latest available original estimates. This method improves the estimation of seasonal factors, and therefore, the seasonally adjusted and trend estimates for the current and previous quarters. As a result of this improvement, revisions to the seasonally adjusted and trend

EXPLANATORY NOTES *continued*

SEASONAL ADJUSTMENT

continued

estimates will be observed for recent periods. In most instances the only noticeable revisions will be to the previous quarter and the same quarter one year ago. A more detailed review is conducted annually prior to the September quarter release using data up to and including the June quarter. The concurrent seasonal adjustment methodology replaces the forward factor methodology used to adjust inventories and sales estimates in *Inventories and Sales, Selected Industries, Australia* (cat. no. 5629.0) where seasonal factors for these estimates were only revised following an annual reanalysis. The concurrent seasonal adjustment methodology has been applied to company profits estimates for some years.

28 Seasonally adjusted estimates are not available for some series contained in this publication, as at least three years of data (but preferably five years) are required to discern a seasonal pattern. In addition, some seasonally adjusted and trend series for income from sales of goods and services in this publication are considered experimental as less than five years of data are available for estimation of seasonal factors.

TREND ESTIMATES

29 The trend estimates are derived by applying a 7-term Henderson moving average to the seasonally adjusted estimates. The 7-term Henderson moving average is symmetric, but as the end of a time series is approached, asymmetric forms of the moving average are applied. The asymmetric moving average has been tailored to suit the particular characteristics of individual series and enable trend estimates for recent quarters to be produced. Estimates of the trend will be improved at the current end of the time series as additional observations become available. This improvement is due to the combined effect of the concurrent seasonal adjustment methodology and the application of different asymmetric moving averages for the most recent three quarters. As a result of the improvement, revisions to the trend estimates will generally be observed for the most recent three quarters. ABS research shows that about 75% of the total revision to the trend estimate at the current end is due to the use of different asymmetric moving averages when the original estimate is available for the next quarter.

30 There may also be revisions because of changes in the original estimates. As a result of these revisions, the seasonally adjusted and trend estimates will also be revised. For further information, see *Information Paper: A Guide to Interpreting Time Series — Monitoring Trend, An Overview* (cat. no. 1348.0) or contact the Assistant Director, Time Series Analysis on Canberra 02 6252 6345 or email <timeseries@abs.gov.au>.

CHAIN VOLUME MEASURES

31 The chain volume measures appearing in this publication are annually reweighted chain Laspeyres indexes referenced to current price values in the chosen reference year (currently 2001–02). The current price values may be thought of as being the product of a price and quantity. The value in chain volume terms can be derived by linking together movements in volumes, calculated using the average prices of the previous financial year and applying compound movements to the current price estimates of the reference year. Each year's quarter-to-quarter growth rates in the chain volume series are based on the prices of the previous financial year, except for those quarters of the latest incomplete year which are based upon the second most recent financial year. Quarterly chain volume estimates are benchmarked to annual chain volume estimates, so that the quarterly estimates for a financial year sum to the corresponding annual estimate.

32 With each release of the June quarter issue of this publication, a new base year is introduced and the reference year is advanced one year to coincide with it. This means that with the release of the June quarter 2004 issue of this publication, the chain volume measures for 2003–04 will have 2002–03 (the previous financial year) as their base year rather than 2001–02, and the reference year will be 2002–03. A change in the reference year changes levels but not growth rates for all periods. A change in the base year can result in revisions, small in most cases, to growth rates for the last year.

EXPLANATORY NOTES *continued*

CHAIN VOLUME MEASURES

continued

33 Chain volume measures are not generally additive. In other words, component chain volume measures do not, in general, sum to a total in the way original current price components do. For inventories and sales data, this means that the chain volume estimates for industry groups will not add to the total for Australia. In order to minimise the impact of this, the ABS uses the latest base year as the reference year. By adopting this approach, additivity does exist for the quarters following the reference year and non-additivity is relatively small for the quarters in the reference year and those immediately preceding it. For further information on chain volume measures, refer to the *Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts* (cat. no. 5248.0).

COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

34 The data collected in the Quarterly Business Indicators Survey are used in the compilation of the quarterly estimates of the Australian National Accounts. Inventories data are used to compile estimates of the increase in book value of non-farm inventories. Estimates of income from sales of goods and services are used to help derive quarterly chain volume measures of gross value added for selected industries. Company gross operating profits data are used to compile estimates of gross operating surplus of private non-financial corporations. From March quarter 2002, estimates of wages and salaries are being used to compile estimates for compensation of private sector employees. For further details see *Australian National Accounts: Concepts, Sources and Methods* (cat. no. 5216.0).

35 However the statistics in this publication will differ from corresponding statistics in the quarterly Australian National Accounts for the following reasons:

- the national accounts estimates are benchmarked to annual supply and use tables which are based on annual Economic Activity Survey and taxation data;
- the national accounts estimates include estimates for businesses classified to industries not in scope of the Quarterly Business Indicators Survey;
- the national accounts estimates include estimates for non-employing businesses, which are outside the scope of Quarterly Business Indicators Survey;
- the national accounts estimates for gross operating surplus of private non-financial corporations include the profits of all businesses whereas company profits estimates in this publication only include incorporated businesses with 20 or more employees;
- the national accounts estimates for gross operating surplus of private non-financial corporations are after deduction of the inventory valuation adjustment which measures the portion of income attributable to holding gains or losses resulting from inventory valuation practices;
- the national accounts estimates for gross operating surplus of private non-financial corporations do not include deductions relating to interest, net land rent and natural resource payments;
- in many cases, the processes used to seasonally adjust national accounts estimates are different to those used for the seasonally adjusted estimates in this publication.

36 The estimates for income from sales of goods and services by Retail trade in this publication will differ from turnover estimates included in *Retail Trade, Australia* (cat. no. 8501.0). The latter publication presents monthly estimates of the value of turnover of retail businesses, and is sourced from the Retail Business Survey. Estimates for income from sales of goods and services in this publication exclude the Goods and Services Tax, while turnover collected in the Retail Business Survey includes the Goods and Services Tax. In addition, the Retail Business Survey includes some businesses classified to ANZSIC divisions other than the Retail trade division, and includes retail establishments associated with management units that are not classified to the Retail trade division. The use of different samples in the Retail Business Survey and Quarterly Business Indicators Survey will also contribute to differences.

EXPLANATORY NOTES *continued*

COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES *continued*

37 The estimates for wages and salaries in this publication will differ from estimates for gross earnings included in *Wage and Salary Earners, Australia* (cat. no. 6248.0). The latter publication presents quarterly estimates of gross earnings collected in the Survey of Employment and Earnings, and data on gross earnings are requested on a cash (payroll) basis. Data for wages and salaries estimates are requested on an accruals (accounts) basis in the Quarterly Business Indicators Survey.

RELATED PUBLICATIONS

38 Users may also wish to refer to the following publications:

- *Australian National Accounts: Concepts, Sources and Methods* (cat. no. 5216.0)
- *Australian National Accounts: National Income, Expenditure and Product* (cat. no. 5206.0)
- *Business Operations and Industry Performance, Australia* (cat. no. 8140.0)
- *Experimental Estimates: Australian Industry, a State Perspective, Australia, 1998–99* (cat. no. 8156.0)
- *Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts* (cat. no. 5248.0)
- *Information Paper: Improvements to ABS Quarterly Business Indicators* (cat. no. 5677.0)
- *Manufacturing Production, Australia* (cat. no. 8301.0)
- *Private New Capital Expenditure and Expected Expenditure, Australia* (cat. no. 5625.0)
- *Retail Trade, Australia* (cat. no. 8501.0)
- *Wage and Salary Earners, Public Sector, Australia* (cat. no. 6248.0)

39 Current publications produced by the ABS are listed in the *Catalogue of Publications and Products, Australia* (cat. no. 1101.0). The ABS also issues on Tuesdays and Fridays a *Release Advice* (cat. no. 1105.0) which lists publications to be released in the next few days. The Catalogue and Release Advice are available from any ABS office or from the ABS web site at <www.abs.gov.au>.

ABS WEB SITE

40 The key indicators and main features from this publication are published on the ABS web site at <www.abs.gov.au>. Information on the Quarterly Business Indicators Survey and survey outputs are also published on the web site: see the Business Indicators Home Page under *Themes*.

DATA AVAILABLE ON REQUEST

41 As well as the statistics included in this and related publications, the ABS may have other relevant data available on request. These series include more detailed industry data (e.g. Manufacturing subdivision), and wages and salaries by state/territory by industry. The availability of more detailed data are subject to confidentiality and quality checks. Inquiries should be made to the National Information and Referral Service on 1300 135 070.

RELIABILITY OF THE ESTIMATES

1 Estimates provided in this publication are subject to non-sampling and sampling error. The most common way of quantifying sampling error is to calculate the standard error for the published estimate. This is discussed in paragraphs 5 to 9 below.

2 Non-sampling errors may arise as a result of errors in the reporting, recording or processing of the data and can occur even if there is a complete enumeration of the population. These errors can be introduced through inadequacies in the questionnaire, treatment of non-response, inaccurate reporting by respondents, errors in the application of survey procedures, incorrect recording of answers, and errors in data entry and processing. Inventories data for businesses with less than 20 employees are derived and could therefore be subject to error (although this error is estimated to be less than the sampling and non-sampling error resulting from directly collecting these data).

3 Estimates for the latest quarter presented in this publication are considered preliminary and revised estimates will be released with the next issue. As discussed in paragraphs 28 and 29 above, seasonally adjusted and trend estimates are also subject to revision as more data are revised and more data becomes available.

4 It is difficult to measure the size of non-sampling errors. However, every effort is made in the design of the survey and development of survey procedures to minimise their effects.

STANDARD ERRORS

5 The estimates in this publication are based on a sample drawn from units in the surveyed population. Because the entire population is not surveyed, the published estimates are subject to sampling error. In calculating the standard error for the statistics in this publication, the ABS would prefer to produce a smoothed standard error for the major published aggregates as this approach takes account of the variability in standard error estimates for quarterly statistics. This estimated standard error would then be used as an indication of the sampling error for the current published series. As the data in this publication are sourced from the Quarterly Business Indicators Survey, which has only been conducted since March quarter 2001, this does not allow for a smoothed estimate of the standard error to be calculated. Therefore standard errors are based upon the data in the currently published quarter. Details of standard errors are available below.

LEVEL ESTIMATES

6 To illustrate, let us say that the published level estimate for company profits before income tax is \$8,900m and the calculated standard error in this case is \$200m. The standard error is then used to interpret the level estimate of \$8,900m. For instance, the standard error of \$200m indicates that:

- There are approximately two chances in three that the real value falls within the range \$8,700m to \$9,100m ($\$8,900\text{m} \pm \200m).
- There are approximately nineteen chances in twenty that the real value falls within the ranges \$8,500m and \$9,300m ($\$8,900\text{m} \pm \400m).
- The real value in this case is the result we would obtain if we could enumerate the total population.

7 The following table shows the standard errors for national quarterly level estimates based upon the data in the current quarter.

TECHNICAL NOTE DATA QUALITY *continued*

LEVEL ESTIMATES *continued*

	Company gross operating profits	Company profits before income tax	Income from sales of goods and services	Inventories	Wages and salaries
<i>Industries</i>	\$m	\$m	\$m	\$m	\$m
Mining	41	41	353	188	20
Manufacturing	121	105	894	445	138
Construction	57	57	898	na	164
Wholesale trade	104	102	1 874	926	94
Retail trade	52	50	935	430	113
Transport and storage	47	39	380	na	86
Property and business services	186	174	1 122	na	303
Other selected industries(a)	99	94	564	45	221
Total	282	265	na	1 130	465

na not available

(a) See paragraph 17 of the Explanatory Notes for a definition of the Other selected industries.

MOVEMENT ESTIMATES

8 The following example illustrates how to use the standard error to interpret a movement estimate. Let us say that one quarter the published level estimate for inventories is \$90,000m, and the next quarter the published level estimate is \$92,000m. In this example the calculated standard error for the movement estimate is \$850m. The standard error is then used to interpret the published movement estimate of +\$2,000m. For instance, the standard error of \$850m indicates that:

- There are approximately two chances in three that the real movement over the two quarter period falls within the range \$1,150m to \$2,850m ($\$2,000m \pm \$850m$).
- There are approximately nineteen chances in twenty that the real movement falls within the range \$300m to \$3,700m ($\$2,000m \pm \$1,700m$)

9 The following table shows the standard errors for national quarterly movement estimates based upon the data in the current quarter.

TECHNICAL NOTE DATA QUALITY *continued*

MOVEMENT ESTIMATES

continued

	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Income from sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
<i>Industries</i>	\$m	\$m	\$m	\$m	\$m
Mining	66	66	253	142	18
Manufacturing	99	117	582	267	80
Construction	56	58	540	na	94
Wholesale trade	124	118	1 134	620	58
Retail trade	56	53	486	192	69
Transport and storage	42	35	219	na	54
Property and business services	196	192	698	na	183
Other selected industries(a)	137	168	483	29	117
Total	308	324	na	717	272

na not available

(a) See paragraph 17 of the Explanatory Notes for a definition of the Other selected industries.

ADJUSTMENTS TO ESTIMATES

10 Adjustments are included in the estimates to allow for lags in processing new businesses to the ABS Business Register. The following table shows the adjustments made to the current quarter's original estimates in current price terms:

	<i>June Qtr 2003</i>
<i>Data items</i>	%
Company gross operating profits	0.7
Company profits before income tax	0.6
Income from sales of goods and services	1.4
Inventories	0.7
Wages and salaries	1.4

11 As previously discussed, the estimates presented in this publication are partial indicators used in the compilation of the quarterly national accounts. The movements in the Business Indicators estimates will not always be the same as the movements in the comparable national accounts series but they should be reasonably consistent after taking account of differences in concepts, scope and methodology described in paragraph 34 of the Explanatory Notes. If after taking account of these differences, there are concerns about data quality and coherence, the national accounts area provides feedback to the survey area. This process may result in adjustments being applied to the Business Indicators estimates prior to release in this publication. The objective use of the national accounts framework to provide data coherence across all ABS economic statistics ensures that a common understanding of recent economic developments is presented.

INCOME FROM SALES OF
GOODS AND SERVICES TIME
SERIES

12 With the introduction of the Quarterly Business indicators Survey from the March quarter 2001, the ABS commenced the collection of income from sales of goods and services from Mining (ANZSIC Division B); Electricity, gas and water supply (Division D); Construction (Division E); Food retailing (Subdivision 51); Personal and household good retailing (Subdivision 52); Services to finance and insurance (Subdivision 75); Libraries, Museums, and Parks and gardens (Groups 921–923); Video hire outlets (Class 9511); and Hairdressing and beauty salons (Class 9526).

13 The different time periods for which series are available can pose some inconsistencies between the series published in original terms and those released in seasonally adjusted and trend terms, as a minimum of three years worth of data are required in order to produce seasonally adjusted and trend estimates. To reduce these inconsistencies, the ABS has modelled estimates based on data from the monthly Retail Business survey to produce a time series for Food retailing, Personal and household good retailing, Video hire outlets and Hairdressing and beauty salons. There are some significant differences between the monthly Retail trade series and the quarterly income from sales of goods and services and series, and these are discussed in paragraph 35 in the Explanatory Notes. To address these differences in the modelling of the time series, movements from the aggregated monthly series have been applied to the level quarterly estimates for the March quarter 2001, and a time series has been created by backcasting. This has facilitated the production of seasonally adjusted and trend estimates for these industries.

14 The ABS does not have alternative data sources to model quarterly time series for income from sales of goods and services for Mining; Electricity, gas and water supply; Construction; and Services to finance and insurance; and data for these industries are only published in original terms for periods since March quarter 2001. The ABS also does not have an alternative data source to model time series for Libraries, Museums, and Parks and gardens. However as the scope for estimates in this publication exclude public sector business units, estimates for Libraries, Museums, and Parks and gardens are relatively small and have been incorporated in estimates for Cultural and recreational services from the March quarter 2001. While this has caused a small break in series in the March quarter 2001, it does not impact on quarterly movements (except for the March quarter 2001), although it will impact on comparisons of year to year movements. This has facilitated the production of seasonally adjusted and trend estimates for Cultural and recreational services.

15 This publication includes estimates of income from sales of goods and services, by industry, and by state/territory, but estimates of national total income from sales of goods and services are not published. Total income from sales of goods and services is not an adequate indicator of the performance of the Australian economy as it includes duplication; for example, goods sold by retailers may also be included in goods sold by wholesalers in the same period. However this publication does include total income from sales of goods and services, by state/territory, as it is considered that there may be interest in this item as a measure of relative activity. This data should be used with caution given the potential for the data to include duplication across industries.

16 Seasonally adjusted and trend data by state/territory are not provided in this publication but are available on request for a limited set of industries excluding Mining; Construction; Electricity, gas and water; and Services to finance and insurance. State/territory estimates which are most impacted by the limited scope are Western Australia and Northern Territory where income from sales of goods and services for Mining and Construction are relatively significant.

PROFITS TIME SERIES

17 With the introduction of the Quarterly Business indicators Survey from the March quarter 2001, the ABS commenced the collection of profits items from Libraries, Museums, and Parks and gardens (Groups 921–923). The ABS does not have an alternative data source to model quarterly time series for Libraries, Museums, and Parks and gardens. However as the scope for estimates in this publication exclude public sector business units, estimates for Libraries, Museums, and Parks and gardens are relatively small and have been incorporated in Company profits before income tax, and Company gross operating profits estimates for Cultural and recreational services from the March quarter 2001. While this has caused a small break in series in the March quarter 2001, it does not impact on quarterly movements (except for the March quarter 2001), although it will impact on comparisons of year to year movements. This has facilitated the production of seasonally adjusted and trend estimates for Cultural and recreational services.

18 Estimates for Company gross operating profits were formerly included in *Company Profits, Australia* as the experimental series "Company profits before income tax, net interest, depreciation and selected items". Data were published in respect of businesses employing more than 30 persons. Estimates for Company gross operating profits are compiled by deducting estimates for depreciation, net interest paid and some additional items from the Company profits before income tax series. The additional items include activities that do not involve the production of goods and services such as net foreign exchange gains/losses, unrealised gains/losses on the revaluation of assets and some other items often defined in accounting terms as abnormal items that are considered out of scope of the national accounts item Gross operating surplus.

19 While Company profits before income tax estimates for businesses employing 20 or more persons are available from September quarter 1994, data for 'abnormal' items for these businesses only became available with changes in data collection and processing introduced from the June quarter 1999. Therefore the Company gross operating profits estimates from September quarter 1994 to March quarter 1999 include 'abnormal' items reported by businesses with 20 to 30 employees, whereas Company gross operating profits estimates from the June quarter 1999 exclude these items where they are considered out of scope of the national accounts item Gross operating surplus. As these items are generally small in value for businesses with 20 to 30 employees, this difference in treatment is expected to have a minimal impact on the time series.

INVENTORIES TIME SERIES

20 With the introduction of the Quarterly Business indicators Survey, the ABS commenced the collection of inventories from businesses classified to ANZSIC classes 5322 Automotive electrical services, 5323 Smash repairs and 5329 Automotive repair and services nec. These classes contribute about 2.0% to the level estimates for Retail trade inventories and about 0.5% to the level estimate for Total inventories. Their contribution to movement estimates is not consistent with the movement estimates for Retail trade which suggests that the characteristics of these classes differ from other Retail trade classes. As a result, there is a break in the series for Retail trade inventories and Total inventories, between the December quarter 2000 and the March quarter 2001.

PRIVATISED MARKETING
AUTHORITIES

21 Three significant privatised marketing authorities came into scope of the estimates in this publication from the September quarter 1999. The introduction of these units resulted in a break in series for estimates for inventories and income from sales of goods and services between the June and September quarters 1999 and comparison of the series over time should be undertaken with care.

PRIVATISED MARKETING
AUTHORITIES *continued*

22 The methodology used by the ABS has ensured that the trend series has not been distorted by the introduction of these units, although there is a trend break evident between the June and September quarters 1999. For this reason, the trend estimates of movement have not been released for the Wholesale trade inventories, Total inventories and Wholesale trade sales series in respect of the September quarter 1999.

GLOSSARY

A company	An incorporated private sector business enterprise. For the purpose of the survey, branches of overseas companies operating in Australia are included but overseas branches of Australian companies are excluded.
Company gross operating profits	Selected items are excluded from company profits before income tax to provide a measure of underlying company profits. These items include interest income and expenses; depreciation and amortisation; and selected items which do not involve the production of goods and services such as net foreign exchange gains/losses, gains/losses arising from the sale of non-current assets, and net unrealised gains/losses from the revaluation of current or non-current assets.
Company profits before income tax	Net operating profit or loss before income tax and extraordinary items and is net of capital profits or losses arising from the sale of businesses' own capital goods and dividends received.
Income from sales of goods and services	This item includes income from sales of goods by the business and income from services provided such as commission income, repair and service income and fees, management fees, rent leasing and hiring income, delivery and installation charges, income from consulting services, sponsorship income, membership/subscription fees and royalties income. State/territory income from sales of goods and services is reported by businesses for the sales of goods and services from each state/territory in which the business operates.
Inventories	All inventories of materials etc., work in progress and finished goods owned by the business, whether held at locations of the business or elsewhere. Inventories are recorded at book value at the end of the quarter.
Wages and salaries	Gross earnings before taxation and other deductions. Includes provisions for employee entitlements.

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