



# RETAIL INDUSTRY

AUSTRALIA

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- For further information about these and related statistics, contact the National Information Service on 1300 135 070.

# NOTES

**ABOUT THIS PUBLICATION** This publication presents results in respect of 1998–99 from an Australian Bureau of Statistics (ABS) survey of employing retail businesses. The Retail Industry Survey collected structural data (such as income and expenses) and commodity sales from a sample of retail businesses operating in 1998–99. This publication presents estimates of structural data and industry performance measures. Commodity data estimates including gross margin information will be published in *Retail Industry, Australia: Commodity Sales, 1998–99* (Cat no. 8624.0), which is expected to be released shortly.

The ABS defines the Retail trade industry as businesses mainly engaged in the resale of new or used goods to final consumers for personal or household consumption, or in selected repair activities such as repair of household equipment or motor vehicles.

**COMMENTS ON THIS PUBLICATION** The ABS welcomes comments and suggestions from users recommending industries and data items for inclusion in future surveys. These comments should be addressed to the Director, Service Industries Surveys, Australian Bureau of Statistics, PO Box 10, Belconnen ACT 2616.

**RELATED PUBLICATIONS** Other publications which may be of interest are:  
*Business Operations and Industry Performance, Australia* (Cat. no. 8140.0)—annual  
*Retail Trade, Australia* (Cat. no. 8501.0)—monthly  
*Retail Industry, Australia: Commodity Sales, 1998–99* (Cat. no. 8624.0),  
*Wholesale Industry, Australia, 1998–99* (Cat. no. 8638.0)



## ABBREVIATIONS

- ABS Australian Bureau of Statistics
- ANZSIC Australian and New Zealand Standard Industrial Classification
- billion thousand million
- n.e.c. not elsewhere classified
- OPBT Operating Profit Before Tax
- RSE Relative standard error
- SE Standard error

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INTRODUCTION

The 1998–99 survey is the first detailed ABS survey of the Retail trade industry since 1991–92. This publication presents results, in respect of the 1998–99 financial year, of businesses (management units) in the retail trade industry. Businesses in this industry are classified to Division G of the *Australian and New Zealand Standard Industrial Classification* (ANZSIC) which includes businesses whose main activity is the resale of new or used goods to final consumers for personal or household consumption, or in selected repair activities such as repair of household equipment or motor vehicles. Division G (Retail Trade) of the ANZSIC is structured into 10 industry groups, which in turn are divided into 38 industry classes. The tables in this publication generally provide information at each of the levels, although the commentary generally concentrates on the industry group level.

SIZE OF THE INDUSTRY

At the end of June 1999 there were 98,289 employing businesses (management units) operating in the retail trade industry. These businesses generated a total income of \$169.3 billion and at 30 June 1999 employed just over 1.1 million persons.

COMPARISONS WITH 1991–92

Compared with 1991–92 the number of businesses in the retail trade industry has increased by 18% and employment has increased by 33%. The total income over the period increased by 48% which represented an annual growth rate of 5%, while the operating profit before tax has almost doubled to \$5.4 billion. The operating profit margin of the industry has increased from 2.4% in 1991–92 to 3.2% in 1998–99.

PROFITABILITY

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		1991–92(a)	1998–99	% change
Management units	no.	83 596	98 289	17.6
Total employment	no. of persons	831 315	1 104 651	32.9
Total income(b)	\$m	114 307	169 251	48.1
Operating profit before tax	\$m	2 738	5 423	98.1
Operating profit margin	%	2.4	3.2	..

.....

.. not applicable

(a) At 1991–92 prices.

(b) See paragraph 20 of the Explanatory Notes.

The operating profit before tax generated by businesses in the retail trade industry was \$5.4 billion and their operating profit margin was 3.2%. The most profitable retail trade industry group was the Household equipment repair services industry which returned an operating profit margin of 7.3%. The least profitable groups were Department stores and Motor vehicle retailing, both with an operating profit margin of 1.7%.

RETAIL LOCATIONS,  
FLOORSPACE AND SALES  
TO FLOORSPACE

At 30 June 1999, the 67,561 businesses in food retailing and personal and household good retailing operated from an estimated 89,039 retail locations operating across Australia. Total floorspace of these 89,039 locations was estimated to be 26.3 million square metres, with the average retail sales being \$5,568 per square metre. This varied from a high of \$7,666 per square metre in the Supermarket and grocery stores group to a low of \$383 per square metre in the Household and repair services group. However these totals do not include all retail industries as floor space was not collected for some industries (see paragraph 7 of the Explanatory Notes).

**1.1**

## KEY FINANCIAL AGGREGATES BY INDUSTRY

INDUSTRY CLASS		Management	Employment	Total	Opening	Closing	Operating	Operating
ANZSIC		units		income	inventories	inventories	profit	profit
Code	Description	no.	no.	\$m	\$m	\$m	\$m	%
511	Supermarket and Grocery Stores	*3 797	234 960	38 754.6	2 534.2	2 758.9	1 130.0	2.9
512	Specialised Food Retailing							
5121	Fresh Meat, Fish and Poultry Retailing	3 454	18 627	2 186.1	35.4	38.4	73.9	3.4
5122	Fruit and Vegetable Retailing	1 560	12 103	1 775.5	22.6	23.4	80.8	4.6
5123	Liquor Retailing	859	8 452	2 657.1	265.9	288.6	100.1	3.8
5124	Bread and Cake Retailing	3 228	27 084	1 197.4	31.6	31.9	71.1	6.0
5125	Takeaway Food Retailing	13 121	166 612	7 450.1	141.3	150.4	485.4	6.5
5126	Milk Vending	374	1 156	189.5	3.5	3.8	8.9	4.7
5129	Specialised Food Retailing n.e.c.	1 723	9 723	1 758.3	101.8	103.4	54.6	3.1
	<i>Total</i>	24 318	243 757	17 213.9	602.3	639.8	874.9	5.1
521	Department Stores	*34	103 078	13 148.8	2 294.2	2 499.5	214.9	1.7
522	Clothing and Soft Good Retailing							
5221	Clothing Retailing	5 266	55 018	6 684.3	1 203.3	1 177.6	237.9	3.6
5222	Footwear Retailing	1 097	13 333	1 526.5	293.7	319.7	*52.7	3.5
5223	Fabric and Other Soft Good Retailing	1 156	10 905	1 058.7	239.8	240.1	39.2	3.7
	<i>Total</i>	7 519	79 256	9 269.5	1 736.8	1 737.4	329.8	3.6
523	Furniture, Houseware and Appliance Retailing							
5231	Furniture Retailing	1 795	13 051	3 400.2	535.4	592.2	136.5	4.1
5232	Floor Covering Retailing	850	4 335	1 201.3	104.8	109.5	44.3	3.7
5233	Domestic Hardware and Houseware Retailing	2 451	24 305	3 659.5	627.5	730.8	217.7	6.0
5234	Domestic Appliance Retailing	3 560	30 979	9 229.5	879.9	995.5	258.2	2.8
5235	Recorded Music Retailing	358	3 373	636.1	112.5	123.0	36.5	5.8
	<i>Total</i>	9 015	76 043	18 126.5	2 260.0	2 551.0	693.2	3.9
524	Recreational Good Retailing							
5241	Sport and Camping Equipment Retailing	1 931	10 534	1 483.2	294.2	306.9	64.2	4.4
5242	Toy and Game Retailing	524	4 828	563.5	130.0	129.5	**−7.1	−1.3
5243	Newspaper, Book and Stationery Retailing	4 515	37 849	4 893.9	560.8	597.5	135.5	2.8
5244	Photographic Equipment Retailing	228	1 906	366.0	37.1	44.1	14.1	3.9
5245	Marine Equipment Retailing	424	2 632	696.6	104.7	116.0	22.0	3.2
	<i>Total</i>	7 622	57 749	8 003.2	1 126.9	1 194.0	228.8	2.9
525	Other Personal and Household Good Retailing							
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	4 632	49 382	8 054.0	938.2	948.4	436.2	5.4
5252	Antique and Used Good Retailing	2 015	7 974	820.1	156.9	162.1	*78.5	10.0
5253	Garden Supplies Retailing	1 363	8 554	891.2	112.6	117.5	*16.6	1.9
5254	Flower Retailing	1 376	4 343	316.8	12.6	12.3	20.1	6.4
5255	Watch and Jewellery Retailing	2 102	15 450	1 587.9	317.4	324.1	*87.0	5.5
5259	Retailing n.e.c.	4 146	30 871	3 759.2	553.1	584.2	99.9	2.7
	<i>Total</i>	15 634	116 574	15 429.1	2 090.7	2 148.6	738.3	4.8
526	Household Equipment Repair Services							
5261	Household Equipment Repair Services (Electrical)	1 940	6 940	586.1	28.1	28.2	43.8	7.5
5269	Household Equipment Repair Services n.e.c.	557	2 149	145.1	11.6	13.6	9.1	6.3
	<i>Total</i>	2 497	9 090	731.3	39.7	41.8	52.9	7.3

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

**1.1**KEY FINANCIAL AGGREGATES BY INDUSTRY *continued*

INDUSTRY CLASS		Management	Employment	Total	Opening	Closing	Operating	Operating
ANZSIC		units	ment	income	invent-	invent-	profit	profit
Code	Description	no.	no.	\$m	\$m	\$m	\$m	%
531	Motor Vehicle Retailing							
5311	Car Retailing	2 698	34 054	21 127.6	1 769.6	1 854.9	281.5	1.3
5312	Motor Cycle Dealing	686	5 224	1 853.1	306.4	342.8	89.9	4.9
5313	Trailer and Caravan Dealing	211	1 105	377.5	52.8	55.6	*13.4	3.6
	<i>Total</i>	3 594	40 382	23 358.2	2 128.8	2 253.4	384.8	1.7
532	Motor Vehicle Services							
5321	Automotive Fuel Retailing	4 257	45 396	14 816.8	351.3	378.8	272.1	1.9
5322	Automotive Electrical Services	1 609	6 125	480.8	21.9	24.6	24.3	5.1
5323	Smash Repairing	5 594	32 659	3 040.4	57.9	64.2	197.0	6.5
5324	Tyre Retailing	1 345	11 490	2 364.6	221.3	232.0	*39.1	1.7
5329	Automotive Repair and Services n.e.c.	11 455	48 093	4 513.3	192.7	191.5	242.5	5.4
	<i>Total</i>	24 259	143 763	25 215.9	845.2	891.2	775.0	3.1
	<b>Total Retail Trade</b>	<b>98 289</b>	<b>1 104 651</b>	<b>169 251.0</b>	<b>15 658.5</b>	<b>16 715.6</b>	<b>5 422.6</b>	<b>3.2</b>

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

## 1.2 OTHER KEY AGGREGATES BY INDUSTRY

INDUSTRY CLASS		Management units	Retail locations(a)	Retail sales	Floorspace(a)	Retail sales per square metre(a)
ANZSIC Code	Description	no.	no.	\$m.	'000 square metres	\$
511	Supermarket and Grocery Stores	*3 797	5 631	38 328.9	4 999.9	7 666
512	Specialised Food Retailing					
5121	Fresh Meat, Fish and Poultry Retailing	3 454	3 924	2 122.1	343.5	6 177
5122	Fruit and Vegetable Retailing	1 560	1 611	1 734.8	341.0	5 088
5123	Liquor Retailing	859	1 388	2 628.3	259.3	10 136
5124	Bread and Cake Retailing	3 228	3 579	1 141.1	310.5	3 675
5125	Takeaway Food Retailing	13 121	15 357	6 948.4	1 370.6	5 070
5126	Milk Vending	374	377	186.1	na	na
5129	Specialised Food Retailing n.e.c.	1 723	2 136	1 649.6	194.8	8 469
	<i>Total</i>	24 318	28 372	16 410.4	2 824.1	5 811
521	Department Stores	*34	631	11 885.0	4 651.9	2 555
522	Clothing and Soft Good Retailing					
5221	Clothing Retailing	5 266	10 352	6 448.2	1 839.5	3 505
5222	Footwear Retailing	1 097	2 269	1 503.9	296.0	5 081
5223	Fabric and Other Soft Good Retailing	1 156	1 553	1 044.2	360.2	2 899
	<i>Total</i>	7 519	14 175	8 996.3	2 495.7	3 605
523	Furniture, Houseware and Appliance Retailing					
5231	Furniture Retailing	1 795	2 163	3 253.5	1 393.9	2 334
5232	Floor Covering Retailing	850	1 006	1 056.3	363.7	2 905
5233	Domestic Hardware and Houseware Retailing	2 451	na	2 996.3	na	na
5234	Domestic Appliance Retailing	3 560	5 712	8 331.5	1 425.6	5 844
5235	Recorded Music Retailing	358	661	628.9	97.7	6 438
	<i>Total</i>	9 015	9 542	16 266.4	3 280.9	4 958
524	Recreational Good Retailing					
5241	Sport and Camping Equipment Retailing	1 931	2 292	1 386.4	401.2	3 455
5242	Toy and Game Retailing	524	668	552.4	237.6	2 326
5243	Newspaper, Book and Stationery Retailing	4 515	5 417	4 570.2	1 011.2	4 520
5244	Photographic Equipment Retailing	228	321	327.7	43.9	7 466
5245	Marine Equipment Retailing	424	na	656.3	na	na
	<i>Total</i>	7 622	8 698	7 493.1	1 693.9	4 424
525	Other Personal and Household Good Retailing					
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	4 632	5 496	7 877.5	1 133.4	6 950
5252	Antique and Used Good Retailing	2 015	2 337	750.2	512.0	1 465
5253	Garden Supplies Retailing	1 363	1 456	836.7	2 085.2	401
5254	Flower Retailing	1 376	1 473	311.8	**228.4	1 365
5255	Watch and Jewellery Retailing	2 102	2 882	1 495.1	236.6	6 318
5259	Retailing n.e.c.	4 146	5 519	3 624.3	*1 870.1	1 938
	<i>Total</i>	15 634	19 163	14 895.7	6 065.8	2 456
526	Household Equipment Repair Services					
5261	Household Equipment Repair Services (Electrical)	1 940	1 968	**83.5	197.5	423
5269	Household Equipment Repair Services n.e.c.	557	860	12.1	*52.2	232
	<i>Total</i>	2 497	2 828	**95.6	249.8	383

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

na not available

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) See paragraph 7 of Explanatory Notes.



## 1.2 OTHER KEY AGGREGATES BY INDUSTRY *continued*

INDUSTRY CLASS		Management units	Retail locations(a)	Retail sales	Floorspace(a)	Retail sales per square metre(a)
ANZSIC Code	Description	no.	no.	\$m.	'000 square metres	\$
531	Motor Vehicle Retailing					
5311	Car Retailing	2 698	na	14 059.5	na	na
5312	Motor Cycle Dealing	686	na	1 758.1	na	na
5313	Trailer and Caravan Dealing	211	na	343.4	na	na
	<i>Total</i>	3 594	na	16 161.0	na	na
532	Motor Vehicle Services					
5321	Automotive Fuel Retailing	4 257	na	13 562.8	na	na
5322	Automotive Electrical Services	1 609	na	21.3	na	na
5323	Smash Repairing	5 594	na	**31.6	na	na
5324	Tyre Retailing	1 345	na	1 843.1	na	na
5329	Automotive Repair and Services n.e.c.	11 455	na	*238.2	na	na
	<i>Total</i>	24 259	na	15 697.0	na	na
	<b>Total Retail Trade</b>	<b>98 289</b>	<b>89 039</b>	<b>146 229.5</b>	<b>26 262.0</b>	<b>5 568</b>

na not available

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

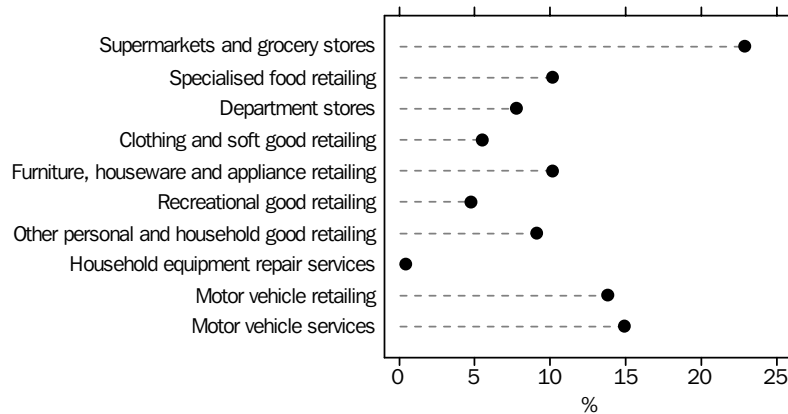
\* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) See paragraph 7 of Explanatory Notes.

TOTAL INCOME

In 1998–99 the Supermarkets and grocery stores industry generated the highest income (\$38.8 billion) which was 23% of the total income for the retail trade industry. This was followed by motor vehicle services which generated \$25.2 billion in income, or 15% of total income. Household equipment repair services contributed the least to total income (\$0.7 billion) with only 0.4% to total income of all retail trade industries.

INDUSTRY GROUP CONTRIBUTION TO RETAIL TRADE INCOME



RETAIL SALES

Supermarkets and grocery stores recorded the highest retail sales with \$38.3 billion and contributed 26% to total retail sales. Specialised food retailing, Furniture, houseware and appliance retailing and Motor vehicle retailing were the next highest, each contributing around 11% to total retail sales.

Household equipment repair services had the lowest retail sales (\$0.1 billion) as income in this industry is derived mainly from repair or other services activities.

SERVICE INCOME

Total service income (\$12.8 billion), made up of Commission income (\$0.9 billion), Rent, leasing and hiring income (\$0.4 billion) and Other service income (\$11.5 billion), contributed 8% to total income. The major contributor to Other service income was the industry group Motor vehicle services (\$8.4 billion). Within this industry group two industry classes reported very significant amounts of Other service income. The Automotive repair and services n.e.c. industry class recorded Other service income of \$4.1 billion which was 36% of the total other service income and 90% of total income for this industry class. The other industry class, Smash repairing, reported Other service income of \$3.0 billion which was 98% of that industry's total income. Apart from the repair and service industries, only Floor covering retailing recorded a significant proportion (10%) of Other service income.

WHOLESALE SALES

Overall, wholesale sales contributed only \$8.2 billion (5%) to total income in the retail trade industry. Motor vehicle retailing however had a significant proportion of its

## WHOLESALE SALES

*continued*

income, \$5.7 billion (25%) derived from wholesale sales. The motor vehicle retailing industry is very much a mixture of sales to the general public as well as sales to fleet operators, government, rental companies or other businesses, and other motor vehicle dealers. Two industry classes, Domestic hardware and houseware retailing and Tyre retailing, also received a significant amount of their total income from wholesale sales (both 14%). Apart from industry classes Specialised food retailing n.e.c. and Trailer and caravan dealing, where 5% of their income is derived from wholesale sales, all the remaining retail industries derived less than 5% of their total income from wholesale sales. In fact, for more than half of the remaining retail industries, wholesale sales was less than 1% of total income.

## 2.1 INCOME ITEMS BY INDUSTRY

INDUSTRY CLASS		Retail sales	Whole- sale sales	Commis- sion income	Rent, leasing and hiring income	Other service income	Other income	Total income
ANZSIC Code	Description	\$m	\$m	\$m	\$m	\$m	\$m	\$m
511	Supermarket and Grocery Stores	38 328.9	61.6	*43.8	**85.3	91.0	144.1	38 754.6
512	Specialised Food Retailing							
5121	Fresh Meat, Fish and Poultry Retailing	2 122.1	**53.6	—	*6.2	0.3	3.9	2 186.1
5122	Fruit and Vegetable Retailing	1 734.8	*28.5	**0.6	**1.6	**6.0	*4.0	1 775.5
5123	Liquor Retailing	2 628.3	0.5	2.1	*0.6	7.4	18.3	2 657.1
5124	Bread and Cake Retailing	1 141.1	*43.1	—	**0.5	*4.4	**8.2	1 197.4
5125	Takeaway Food Retailing	6 948.4	35.4	5.0	**33.4	207.4	220.5	7 450.1
5126	Milk Vending	186.1	**1.3	**0.2	**0.3	**0.8	*0.8	189.5
5129	Specialised Food Retailing n.e.c.	1 649.6	*87.8	**0.2	**8.5	**7.6	*4.6	1 758.3
	<i>Total</i>	16 410.4	250.2	8.0	**51.1	233.9	260.2	17 213.9
521	Department Stores	11 885.0	314.4	42.7	2.5	125.1	779.1	13 148.8
522	Clothing and Soft Good Retailing							
5221	Clothing Retailing	6 448.2	96.7	**3.9	5.3	*16.9	113.3	6 684.3
5222	Footwear Retailing	1 503.9	3.7	**0.5	1.9	**3.2	13.2	1 526.5
5223	Fabric and Other Soft Good Retailing	1 044.2	3.8	**0.6	**0.5	**4.0	*5.6	1 058.7
	<i>Total</i>	8 996.3	104.2	*5.1	7.7	24.1	132.1	9 269.5
523	Furniture, Houseware and Appliance Retailing							
5231	Furniture Retailing	3 253.5	*66.1	**2.5	2.0	*19.4	56.7	3 400.2
5232	Floor Covering Retailing	1 056.3	*16.2	1.5	*2.2	121.9	3.1	1 201.3
5233	Domestic Hardware and Houseware Retailing	2 996.3	509.5	**19.4	9.9	85.5	38.9	3 659.5
5234	Domestic Appliance Retailing	8 331.5	291.7	*215.5	11.8	256.2	**122.9	9 229.5
5235	Recorded Music Retailing	628.9	*2.0	**0.5	—	—	*4.7	636.1
	<i>Total</i>	16 266.4	885.5	*239.4	25.9	482.9	*226.3	18 126.5
524	Recreational Good Retailing							
5241	Sport and Camping Equipment Retailing	1 386.4	*2.6	*9.3	*29.5	*43.5	**11.9	1 483.2
5242	Toy and Game Retailing	552.4	**5.6	—	0.8	**1.1	3.7	563.5
5243	Newspaper, Book and Stationery Retailing	4 570.2	*78.6	166.4	**6.4	*52.9	19.3	4 893.9
5244	Photographic Equipment Retailing	327.7	7.7	*3.0	**1.7	21.0	*4.9	366.0
5245	Marine Equipment Retailing	656.3	1.1	*1.5	*0.4	38.4	*-1.0	696.6
	<i>Total</i>	7 493.1	*95.6	180.2	*38.8	156.9	38.7	8 003.2
525	Other Personal and Household Good Retailing							
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	7 877.5	14.0	**52.7	*9.5	*75.4	24.9	8 054.0
5252	Antique and Used Good Retailing	750.2	**2.0	*23.3	**2.5	**11.0	31.1	820.1
5253	Garden Supplies Retailing	836.7	*23.3	**0.5	**8.1	*12.2	**10.3	891.2
5254	Flower Retailing	311.8	**0.4	**0.5	**1.3	*2.0	*0.8	316.8
5255	Watch and Jewellery Retailing	1 495.1	**2.7	*1.6	*2.9	77.9	7.6	1 587.9
5259	Retailing n.e.c.	3 624.3	53.6	**1.4	8.0	*50.1	21.7	3 759.2
	<i>Total</i>	14 895.7	96.0	**80.0	32.2	228.7	96.4	15 429.1
526	Household Equipment Repair Services							
5261	Household Equipment Repair Services (Electrical)	**83.5	**7.4	13.6	*5.8	472.2	3.6	586.1
5269	Household Equipment Repair Services n.e.c.	12.1	*2.9	—	**0.3	128.7	*1.1	145.1
	<i>Total</i>	**95.6	**10.3	13.6	*6.1	601.0	4.8	731.3
531	Motor Vehicle Retailing							
5311	Car Retailing	14 059.5	5 701.7	199.3	22.9	1 056.7	87.4	21 127.6
5312	Motor Cycle Dealing	1 758.1	**6.0	3.0	*1.6	79.2	*5.3	1 853.1
5313	Trailer and Caravan Dealing	343.4	*19.5	**0.9	**1.0	*9.3	*3.5	377.5
	<i>Total</i>	16 161.0	5 727.1	203.2	25.5	1 145.2	96.1	23 358.2

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

— nil or rounded to zero (including null cells)

## 2.1 INCOME ITEMS BY INDUSTRY *continued*

INDUSTRY CLASS		Retail sales	Whole- sale sales	Commis- sion income	Rent, leasing and hiring income	Other service income	Other income	Total income
ANZSIC Code	Description	\$m	\$m	\$m	\$m	\$m	\$m	\$m
532	Motor Vehicle Services							
5321	Automotive Fuel Retailing	13 562.8	219.2	84.9	63.9	732.0	154.0	14 816.8
5322	Automotive Electrical Services	21.3	15.4	*6.8	*1.8	433.2	*2.3	480.8
5323	Smash Repairing	**31.6	*13.4	2.9	*9.3	2 967.3	15.8	3 040.4
5324	Tyre Retailing	1 843.1	321.6	*0.7	*1.9	188.1	9.3	2 364.6
5329	Automotive Repair and Services n.e.c.	*238.2	112.7	*25.9	*21.9	4 081.4	*33.1	4 513.3
	<i>Total</i>	15 697.0	682.2	121.3	98.9	8 402.0	214.5	25 215.9
	<b>Total Retail Trade</b>	<b>146 229.5</b>	<b>8 227.1</b>	<b>937.3</b>	<b>374.0</b>	<b>11 490.8</b>	<b>1 992.3</b>	<b>169 251.0</b>

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

**TOTAL EXPENSES**

Total expenses in 1998–99 for the retail trade industry were \$164.9 billion. The largest single expense item was purchases (\$119.6 billion) accounting for 73% of total expenses. Other major expense items included total labour costs (\$21.4 billion) and other expenses (\$11.1 billion), which represented 13% and 7% respectively.

Other expenses, which were not separately itemised, included expenses such as insurance premiums, electricity and gas charges, repair and maintenance, motor vehicle running expenses and bad and doubtful debts.

**PURCHASES**

Purchases formed the majority of total expenses across all industry groups. The industry class Car retailing had the highest proportion of its total expenses being purchases (89%) closely followed by Milk vending (87%), Automotive fuel retailing (86%) and Liquor retailing (83%). Apart from the repair and service industries (industry groups 526 and 532), two industry classes within the Specialised food retailing group, Takeaway food retailing and Bread and cake retailing, had the lowest proportions of purchases to total expenses (51% and 45% respectively). This is consistent with expectations because of the further processing of purchased items that occurs in these industries.

**RENT, LEASING AND  
HIRING EXPENSES**

Rent, leasing and hiring expenses accounted for 4% of total expenses. Household equipment repair services n.e.c. (15%), Clothing retailing, Footwear retailing and Watches and jewellery retailing (all 10%) had the highest proportions of rent, leasing and hiring to total expenses.

**ADVERTISING**

Advertising expenses (\$2.1 billion) made up just over 1% of total expenses. As a proportion of total expenses the industries outlaying most on advertising were Furniture retailing and Takeaway food retailing (both 3%).

**LABOUR COSTS**

Supermarkets and grocery stores contributed \$4.4 billion (20%) to total labour costs for the retail trade industry. This was followed by Motor vehicle services (16%). Household equipment repair services contributed least to overall labour costs (1%).

LABOUR COSTS *continued*

## INDUSTRY GROUP CONTRIBUTION TO TOTAL LABOUR COSTS FOR RETAIL TRADE



Apart from repair and service industries, at the industry class level Bread and cake retailing and Takeaway food retailing had the highest proportions of labour costs to total expenses (32% and 24% respectively). Conversely, Car retailing, Automotive fuel retailing (both 6%) and Milk vending (7%) had the lowest proportions of labour costs to total expenses.

LABOUR COST  
BREAKDOWN

For the retail trade industry wages and salaries at \$18.7 billion (88%) was the largest contributor to total labour costs. This was followed by employer contributions to superannuation at \$1.4 billion (7%). Payroll tax (\$0.7 billion), worker's compensation (\$0.5 billion) and fringe benefits tax (\$0.1 billion) made up the remaining labour costs.

### 3.1 EXPENSE ITEMS BY INDUSTRY

INDUSTRY CLASS ANZSIC Code	Description	Total labour costs	Purchases	Depreci- ation	Rent, leasing and hiring	Advert- ising	Interest	Other expenses	Total expenses
		\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
511	Supermarket and Grocery Stores	4 363.8	29 541.3	476.8	1 123.7	214.6	241.2	1 887.9	37 849.2
512	Specialised Food Retailing								
5121	Fresh Meat, Fish and Poultry Retailing	302.9	1 552.4	21.1	118.0	9.7	13.9	97.3	2 115.1
5122	Fruit and Vegetable Retailing	196.6	1 272.4	11.0	84.0	6.7	*20.7	104.1	1 695.5
5123	Liquor Retailing	192.5	2 128.0	20.6	68.0	23.0	35.2	112.4	2 579.6
5124	Bread and Cake Retailing	364.5	507.0	30.1	100.4	9.1	20.1	95.2	1 126.5
5125	Takeaway Food Retailing	1 691.8	3 518.4	165.4	516.8	192.5	149.9	738.9	6 973.7
5126	Milk Vending	11.8	156.9	1.2	*1.5	—	1.6	7.8	180.8
5129	Specialised Food Retailing n.e.c.	145.5	1 373.1	17.6	76.9	**13.4	9.6	69.1	1 705.2
	<i>Total</i>	2 905.5	10 508.2	267.0	965.8	254.5	250.9	1 224.7	16 376.6
521	Department Stores	1 854.9	8 316.9	252.1	702.0	268.9	746.6	997.9	13 139.3
522	Clothing and Soft Good Retailing								
5221	Clothing Retailing	1 170.5	3 655.2	121.3	652.7	143.3	143.1	534.5	6 420.7
5222	Footwear Retailing	260.2	915.2	33.2	143.2	27.7	17.2	103.0	1 499.7
5223	Fabric and Other Soft Good Retailing	199.6	606.9	11.8	65.8	37.8	14.1	83.9	1 019.9
	<i>Total</i>	1 630.3	5 177.3	166.3	861.7	208.9	174.4	721.4	8 940.3
523	Furniture, Houseware and Appliance Retailing								
5231	Furniture Retailing	367.9	2 245.3	13.6	194.7	114.4	18.4	366.3	3 320.6
5232	Floor Covering Retailing	139.7	754.5	6.7	43.1	27.5	7.1	183.1	1 161.7
5233	Domestic Hardware and Houseware Retailing	556.9	2 420.0	51.1	162.9	73.6	39.8	240.6	3 545.0
5234	Domestic Appliance Retailing	932.0	6 998.8	49.5	198.3	199.8	41.2	667.5	9 087.0
5235	Recorded Music Retailing	74.3	432.4	9.1	48.8	3.4	3.9	38.2	610.1
	<i>Total</i>	2 070.8	12 851.0	129.9	647.8	418.6	110.4	1 495.8	17 724.3
524	Recreational Good Retailing								
5241	Sport and Camping Equipment Retailing	211.1	967.5	14.8	70.0	33.5	15.4	119.3	1 431.7
5242	Toy and Game Retailing	65.4	363.3	7.1	45.7	12.1	16.2	60.1	570.1
5243	Newspaper, Book and Stationery Retailing	669.0	3 305.9	55.8	268.8	*67.1	71.6	357.0	4 795.1
5244	Photographic Equipment Retailing	48.2	268.1	3.2	17.0	5.0	2.0	15.4	358.8
5245	Marine Equipment Retailing	68.1	541.2	*7.7	13.4	9.6	4.6	41.3	685.9
	<i>Total</i>	1 061.9	5 446.1	88.6	414.9	127.3	109.7	593.1	7 841.6
525	Other Personal and Household Good Retailing								
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	1 090.8	5 317.3	67.3	386.5	71.0	97.0	*598.1	7 628.1
5252	Antique and Used Good Retailing	148.5	398.8	7.2	61.7	15.2	11.6	103.7	746.7
5253	Garden Supplies Retailing	177.6	523.5	*10.6	35.7	18.0	11.6	102.4	879.5
5254	Flower Retailing	55.5	171.2	2.8	25.6	7.2	3.3	30.8	296.5
5255	Watch and Jewellery Retailing	326.1	771.9	25.4	143.3	55.7	30.7	154.4	1 507.5
5259	Retailing n.e.c.	558.9	2 125.7	61.1	265.3	70.4	30.6	578.5	3 690.5
	<i>Total</i>	2 357.4	9 308.4	174.5	918.2	237.6	184.8	1 567.9	14 748.7
526	Household Equipment Repair Services								
5261	Household Equipment Repair Services (Electrical)	184.9	233.2	10.0	20.1	8.6	4.5	81.2	542.5
5269	Household Equipment Repair Services n.e.c.	55.1	36.3	3.2	21.0	2.5	2.0	17.9	138.0
	<i>Total</i>	240.1	269.5	13.1	41.2	11.1	6.4	99.2	680.6

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

— nil or rounded to zero (including null cells)

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use



### 3.1 EXPENSE ITEMS BY INDUSTRY *continued*

INDUSTRY CLASS ANZSIC		Total labour costs	Purchases	Depreci- ation	Rent, leasing and hiring	Advert- ising	Interest	Other expenses	Total expenses
Code	Description	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
531	Motor Vehicle Retailing								
5311	Car Retailing	1 265.4	18 555.8	44.0	143.9	187.0	118.1	617.2	20 931.4
5312	Motor Cycle Dealing	155.2	1 465.0	10.9	21.1	30.8	12.3	104.4	1 799.6
5313	Trailer and Caravan Dealing	30.6	301.0	1.6	4.6	4.3	2.2	22.8	367.0
	<i>Total</i>	<i>1 451.2</i>	<i>20 321.8</i>	<i>56.5</i>	<i>169.5</i>	<i>222.0</i>	<i>132.6</i>	<i>744.4</i>	<i>23 098.0</i>
532	Motor Vehicle Services								
5321	Automotive Fuel Retailing	928.1	12 545.3	114.5	276.7	23.8	59.1	624.8	14 572.1
5322	Automotive Electrical Services	141.6	209.3	6.2	24.0	6.9	5.4	65.8	459.2
5323	Smash Repairing	889.4	1 323.5	41.8	140.1	25.9	34.9	394.2	2 849.8
5324	Tyre Retailing	350.0	1 660.0	22.7	85.3	38.1	24.2	156.1	2 336.3
5329	Automotive Repair and Services n.e.c.	1 123.0	2 160.7	80.4	236.4	54.8	54.0	560.3	4 269.5
	<i>Total</i>	<i>3 431.9</i>	<i>17 898.7</i>	<i>265.5</i>	<i>762.5</i>	<i>149.5</i>	<i>177.6</i>	<i>1 801.2</i>	<i>24 486.9</i>
	<b>Total Retail Trade</b>	<b>21 367.7</b>	<b>119 639.1</b>	<b>1 890.5</b>	<b>6 607.1</b>	<b>2 113.0</b>	<b>2 134.6</b>	<b>11 133.4</b>	<b>164 885.5</b>

## 3.2 LABOUR COSTS BY INDUSTRY

INDUSTRY CLASS ANZSIC Code	Description	Wages and salaries \$m	Employer contribution to super- annuation \$m	Workers' compensa- tion \$m	Fringe benefits tax \$m	Payroll tax \$m	Total labour costs \$m
511	Supermarket and Grocery Stores	3 760.8	254.2	129.5	13.2	206.2	4 363.8
512	Specialised Food Retailing						
5121	Fresh Meat, Fish and Poultry Retailing	268.9	18.5	10.3	*0.1	*5.0	302.9
5122	Fruit and Vegetable Retailing	174.2	15.3	4.5	**0.2	*2.5	196.6
5123	Liquor Retailing	164.6	13.9	6.5	0.7	6.7	192.5
5124	Bread and Cake Retailing	327.7	22.6	9.2	**0.3	*4.7	364.5
5125	Takeaway Food Retailing	1 520.8	87.6	32.2	6.9	44.3	1 691.8
5126	Milk Vending	10.0	1.3	0.2	—	**0.2	11.8
5129	Specialised Food Retailing n.e.c.	126.9	*12.3	3.1	0.4	2.8	145.5
	<i>Total</i>	2 593.0	171.6	66.1	8.6	66.2	2 905.5
521	Department Stores	1 600.1	103.4	30.5	12.9	108.0	1 854.9
522	Clothing and Soft Good Retailing						
5221	Clothing Retailing	1 016.9	85.2	*21.1	6.3	40.9	1 170.5
5222	Footwear Retailing	226.4	17.9	3.1	2.8	10.0	260.2
5223	Fabric and Other Soft Good Retailing	172.8	14.5	3.4	*1.5	7.4	199.6
	<i>Total</i>	1 416.2	117.6	*27.5	10.6	58.3	1 630.3
523	Furniture, Houseware and Appliance Retailing						
5231	Furniture Retailing	319.4	29.4	6.6	3.0	9.6	367.9
5232	Floor Covering Retailing	121.9	11.7	3.2	*0.8	*2.1	139.7
5233	Domestic Hardware and Houseware Retailing	489.6	37.6	11.4	3.6	14.7	556.9
5234	Domestic Appliance Retailing	831.9	54.8	12.7	3.8	28.8	932.0
5235	Recorded Music Retailing	65.5	5.0	1.0	0.5	2.2	74.3
	<i>Total</i>	1 828.2	138.5	34.8	11.8	57.5	2 070.8
524	Recreational Good Retailing						
5241	Sport and Camping Equipment Retailing	190.5	14.0	3.4	*0.9	*2.3	211.1
5242	Toy and Game Retailing	58.7	3.9	0.7	0.4	1.8	65.4
5243	Newspaper, Book and Stationery Retailing	591.2	55.1	7.6	*3.5	11.6	669.0
5244	Photographic Equipment Retailing	42.6	3.8	0.6	0.1	1.1	48.2
5245	Marine Equipment Retailing	59.4	5.3	1.6	0.8	1.0	68.1
	<i>Total</i>	942.4	82.1	13.8	5.7	17.9	1 061.9
525	Other Personal and Household Good Retailing						
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	970.3	72.7	15.1	**14.4	*18.3	1 090.8
5252	Antique and Used Good Retailing	135.1	9.9	3.0	—	**0.5	148.5
5253	Garden Supplies Retailing	158.1	12.7	3.7	0.1	*3.0	177.6
5254	Flower Retailing	49.5	4.2	0.9	—	*1.0	55.5
5255	Watch and Jewellery Retailing	283.9	23.4	3.6	*2.5	12.8	326.1
5259	Retailing n.e.c.	494.2	33.8	11.2	4.0	15.7	558.9
	<i>Total</i>	2 091.1	156.6	37.5	**21.0	51.2	2 357.4
526	Household Equipment Repair Services						
5261	Household Equipment Repair Services (Electrical)	163.9	14.7	3.1	*0.7	*2.6	184.9
5269	Household Equipment Repair Services n.e.c.	49.3	3.4	*1.3	0.1	*1.0	55.1
	<i>Total</i>	213.2	18.0	4.4	*0.8	*3.6	240.1

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

— nil or rounded to zero (including null cells)

**3.2**LABOUR COSTS BY INDUSTRY *continued*

INDUSTRY CLASS . . . . .		Wages and salaries	Employer contribution to super- annuation	Workers' compensa- tion	Fringe benefits tax	Payroll tax	Total labour costs
ANZSIC							
Code	Description	\$m	\$m	\$m	\$m	\$m	\$m
531	Motor Vehicle Retailing						
5311	Car Retailing	1 086.4	88.2	20.8	19.4	50.5	1 265.4
5312	Motor Cycle Dealing	137.0	11.0	2.8	1.6	2.9	155.2
5313	Trailer and Caravan Dealing	25.9	*3.6	*0.6	**0.2	0.3	30.6
	<i>Total</i>	1 249.3	102.8	24.2	21.2	53.7	1 451.2
532	Motor Vehicle Services						
5321	Automotive Fuel Retailing	831.9	57.1	15.8	3.4	19.9	928.1
5322	Automotive Electrical Services	125.2	11.7	3.6	*0.1	*1.1	141.6
5323	Smash Repairing	792.2	65.0	23.6	1.8	6.8	889.4
5324	Tyre Retailing	306.8	23.4	10.8	1.9	7.1	350.0
5329	Automotive Repair and Services n.e.c.	986.1	86.3	34.4	*3.3	*13.0	1 123.0
	<i>Total</i>	3 042.2	243.3	88.2	10.5	47.8	3 431.9
	<b>Total Retail Trade</b>	<b>18 736.5</b>	<b>1 388.2</b>	<b>456.3</b>	<b>116.4</b>	<b>670.3</b>	<b>21 367.7</b>

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\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

## INDUSTRY EMPLOYMENT

The total employment of the retail trade industry at 30 June 1999 was estimated to be 1,104,651 persons. Specialised food retailing had the highest level of employment, with 243,757 persons, which was 22% of total retail employment. This was followed by Supermarkets and grocery stores with employment of 234,960 persons (21% of the total retail employment). Within the Specialised food industry group, Take away food retailing was by far the largest contributor to employment with 166,612 persons in this industry alone. Those industry classes with the least employment included Trailer and caravan dealing (1,105 persons), Milk vending (1,156 persons) and Photographic equipment retailing (1,906 persons).

FULL-TIME / PART-TIME  
EMPLOYEES

The estimated total number of retail employees (excluding working proprietors and partners) at 30 June 1999 was 1,046,773 persons. The majority of employees (600,163, or 57% of all employees) worked part-time compared with 43% who worked full-time. Most (66%) part-time employees were female. Part-time employees dominated in Takeaway food retailing (77% of all employees), Supermarkets and grocery stores (67%) and Toys and games retailing (61%).

Of the 446,610 employees who worked full-time, 267,274 (60%) were males. In the Motor vehicle retailing and Motor vehicle services industries full-time male employees (105,917) outnumbered full-time females by the order of five to one. The industries where full-time females clearly dominated overall full-time employees were Pharmaceutical, cosmetic and toiletry retailing (77% female) and Clothing retailing (74%).

EMPLOYMENT  
DISTRIBUTION BY SEX

Of the total retail employment as at 30 June 1999, 54% were female and 46% were male. The industries with the greatest proportion of female employment were Fabric and other soft good retailing (84%), Flower retailing (82%) and Clothing retailing (81%). Those industries with the greatest proportion of male employment were Tyre retailing (89%) and Smash repairing (84%).

## 4.1 EMPLOYMENT BY TYPE

INDUSTRY CLASS ANZSIC Code	Description	WORKING PROPRIETORS AND PARTNERS		FULL-TIME EMPLOYEES		PART-TIME EMPLOYEES		Total employment Persons
		Males	Females	Males	Females	Males	Females	
		no.	no.	no.	no.	no.	no.	
511	Supermarket and Grocery Stores	*2 102	*1 616	38 428	34 910	60 220	97 684	234 960
512	Specialised Food Retailing							
5121	Fresh Meat, Fish and Poultry Retailing	1 877	948	7 930	2 083	2 603	3 187	18 627
5122	Fruit and Vegetable Retailing	879	716	3 023	1 666	1 960	3 858	12 103
5123	Liquor Retailing	*193	*76	2 644	1 076	2 385	2 079	8 452
5124	Bread and Cake Retailing	1 586	1 195	5 778	4 118	2 642	11 765	27 084
5125	Takeaway Food Retailing	*4 229	*3 225	13 664	17 630	49 963	77 901	166 612
5126	Milk Vending	192	115	215	*57	457	*121	1 156
5129	Specialised Food Retailing n.e.c.	892	803	1 354	1 398	971	4 304	9 723
	Total	9 848	7 077	34 608	28 028	60 981	103 215	243 757
521	Department Stores	—	—	7 569	14 102	20 409	60 998	103 078
522	Clothing and Soft Good Retailing							
5221	Clothing Retailing	**878	*1 014	5 749	16 201	4 090	27 087	55 018
5222	Footwear Retailing	**245	*391	1 623	3 268	1 711	6 097	13 333
5223	Fabric and Other Soft Good Retailing	**203	*472	1 161	2 892	375	5 803	10 905
	Total	**1 325	*1 876	8 532	22 360	6 175	38 987	79 256
523	Furniture, Houseware and Appliance Retailing							
5231	Furniture Retailing	*220	*210	5 138	4 027	1 261	2 195	13 051
5232	Floor Covering Retailing	*160	*64	2 408	931	443	328	4 335
5233	Domestic Hardware and Houseware Retailing	774	*469	9 565	4 305	3 696	5 495	24 305
5234	Domestic Appliance Retailing	*712	**319	16 162	6 401	3 360	4 026	30 979
5235	Recorded Music Retailing	*111	*12	854	1 099	608	690	3 373
	Total	1 977	1 074	34 127	16 763	9 367	12 734	76 043
524	Recreational Good Retailing							
5241	Sport and Camping Equipment Retailing	534	369	4 173	1 237	2 520	1 702	10 534
5242	Toy and Game Retailing	*159	*120	680	925	977	1 965	4 828
5243	Newspaper, Book and Stationery Retailing	1 025	*837	6 350	7 933	6 983	14 721	37 849
5244	Photographic Equipment Retailing	*71	*38	807	504	147	339	1 906
5245	Marine Equipment Retailing	*131	**13	1 679	282	314	213	2 632
	Total	1 921	1 377	13 688	10 881	10 941	18 940	57 749
525	Other Personal and Household Good Retailing							
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	3 669	*1 113	4 471	15 054	3 749	21 325	49 382
5252	Antique and Used Good Retailing	*647	*861	2 525	1 464	*756	*1 721	7 974
5253	Garden Supplies Retailing	459	*230	2 916	1 707	1 546	1 695	8 554
5254	Flower Retailing	373	963	294	990	*120	1 603	4 343
5255	Watch and Jewellery Retailing	*420	**788	2 366	4 516	650	6 711	15 450
5259	Retailing n.e.c.	*1 294	*1 442	6 582	6 847	3 789	10 917	30 871
	Total	6 862	5 397	19 156	30 578	10 610	43 971	116 574
526	Household Equipment Repair Services							
5261	Household Equipment Repair Services (Electrical)	751	*231	4 068	910	*445	535	6 940
5269	Household Equipment Repair Services n.e.c.	183	*109	1 181	296	*175	*205	2 149
	Total	934	340	5 249	1 206	620	740	9 090

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

— nil or rounded to zero (including null cells)

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

## 4.1 EMPLOYMENT BY TYPE *continued*

INDUSTRY CLASS ANZSIC Code Description	WORKING PROPRIETORS AND PARTNERS		FULL-TIME EMPLOYEES		PART-TIME EMPLOYEES		Total employment Persons
	Males	Females	Males	Females	Males	Females	
	no.	no.	no.	no.	no.	no.	
531 Motor Vehicle Retailing							
5311 Car Retailing	6	—	26 188	5 589	*616	*1 655	34 054
5312 Motor Cycle Dealing	*238	*150	3 666	532	*373	266	5 224
5313 Trailer and Caravan Dealing	*114	**27	572	131	*151	111	1 105
<i>Total</i>	358	*176	30 426	6 251	1 139	*2 032	40 382
532 Motor Vehicle Services							
5321 Automotive Fuel Retailing	1 292	*627	11 949	6 109	14 477	10 941	45 396
5322 Automotive Electrical Services	574	254	3 771	500	382	644	6 125
5323 Smash Repairing	2 048	798	22 491	2 678	2 992	1 651	32 659
5324 Tyre Retailing	329	*198	9 230	655	631	*446	11 490
5329 Automotive Repair and Services n.e.c.	5 195	2 303	28 050	4 311	*5 321	2 913	48 093
<i>Total</i>	9 438	4 179	75 491	14 255	23 804	16 596	143 763
<b>Total Retail Trade</b>	<b>34 765</b>	<b>23 113</b>	<b>267 274</b>	<b>179 336</b>	<b>204 266</b>	<b>395 897</b>	<b>1 104 651</b>

— nil or rounded to zero (including null cells)

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

## 4.2

## EMPLOYMENT BY SEX

## TOTAL EMPLOYMENT

INDUSTRY CLASS		Males	Females	Persons
ANZSIC				
Code	Description	no.	no.	no.
511	Supermarket and Grocery Stores	100 750	134 210	234 960
512	Specialised Food Retailing			
5121	Fresh Meat, Fish and Poultry Retailing	12 410	6 217	18 627
5122	Fruit and Vegetable Retailing	5 863	6 240	12 103
5123	Liquor Retailing	5 222	3 230	8 452
5124	Bread and Cake Retailing	10 005	17 079	27 084
5125	Takeaway Food Retailing	67 856	98 757	166 612
5126	Milk Vending	864	293	1 156
5129	Specialised Food Retailing n.e.c.	3 217	6 505	9 723
	<i>Total</i>	105 436	138 321	243 757
521	Department Stores	27 978	75 100	103 078
522	Clothing and Soft Good Retailing			
5221	Clothing Retailing	10 716	44 302	55 018
5222	Footwear Retailing	3 578	9 755	13 333
5223	Fabric and Other Soft Good Retailing	1 738	9 167	10 905
	<i>Total</i>	16 032	63 224	79 256
523	Furniture, Houseware and Appliance Retailing			
5231	Furniture Retailing	6 619	6 432	13 051
5232	Floor Covering Retailing	3 011	1 324	4 335
5233	Domestic Hardware and Houseware Retailing	14 035	10 269	24 305
5234	Domestic Appliance Retailing	20 234	10 745	30 979
5235	Recorded Music Retailing	1 572	1 800	3 373
	<i>Total</i>	45 472	30 571	76 043
524	Recreational Good Retailing			
5241	Sport and Camping Equipment Retailing	7 227	3 307	10 534
5242	Toy and Game Retailing	1 817	3 011	4 828
5243	Newspaper, Book and Stationery Retailing	14 359	23 491	37 849
5244	Photographic Equipment Retailing	1 025	881	1 906
5245	Marine Equipment Retailing	2 124	508	2 632
	<i>Total</i>	26 551	31 198	57 749
525	Other Personal and Household Good Retailing			
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	11 889	37 493	49 382
5252	Antique and Used Good Retailing	3 928	4 045	7 974
5253	Garden Supplies Retailing	4 922	3 632	8 554
5254	Flower Retailing	787	3 556	4 343
5255	Watch and Jewellery Retailing	3 436	12 015	15 450
5259	Retailing n.e.c.	11 664	19 206	30 871
	<i>Total</i>	36 627	79 947	116 574
526	Household Equipment Repair Services			
5261	Household Equipment Repair Services (Electrical)	5 264	1 676	6 940
5269	Household Equipment Repair Services n.e.c.	1 539	611	2 149
	<i>Total</i>	6 803	2 287	9 090
531	Motor Vehicle Retailing			
5311	Car Retailing	26 810	7 244	34 054
5312	Motor Cycle Dealing	4 277	947	5 224
5313	Trailer and Caravan Dealing	836	269	1 105
	<i>Total</i>	31 923	8 460	40 382

**4.2** EMPLOYMENT BY SEX *continued*

## TOTAL EMPLOYMENT

INDUSTRY CLASS		Males	Females	Persons
ANZSIC				
Code	Description	no.	no.	no.
532	Motor Vehicle Services			
5321	Automotive Fuel Retailing	27 718	17 677	45 396
5322	Automotive Electrical Services	4 727	1 398	6 125
5323	Smash Repairing	27 531	5 128	32 659
5324	Tyre Retailing	10 190	1 300	11 490
5329	Automotive Repair and Services n.e.c.	38 566	9 527	48 093
	<i>Total</i>	108 733	35 030	143 763
	<b>Total Retail Trade</b>	<b>506 305</b>	<b>598 346</b>	<b>1 104 651</b>



CHAPTER **5**

**STATE AND TERRITORY DATA** .....

INTRODUCTION

This section of the publication presents results at the State level for a limited number of data items (i.e. Employment, Wages and salaries and Total income). These broad data items at the State level for the total retail trade industry are the lowest level of disaggregation available as output from the collection. There are no sub-State or small area data available from this collection (see paragraph 17 of the Explanatory Notes).

CONTRIBUTIONS TO  
MAJOR DATA ITEMS

The retail sector is dominated by the eastern seaboard with three-quarters of retail employment, wages and salaries and income recorded there. New South Wales was the largest contributor with 33% of the national total for employment, wages and salaries and income whilst contributing 30% of total retail locations. In terms of total income, the percentage contribution of the remaining States and Territories in descending order was Victoria (23%), Queensland (18%), Western Australia (10%), South Australia (8%), Tasmania (4%), Australian Capital Territory (2%) and the Northern Territory (2%). This order was also maintained for employment and wages and salaries. This distribution is largely consistent with estimated resident population figures for the States and Territories at June 1998.

## 5.1 STATE AND TERRITORY DATA

	<i>Employment</i>	<i>Wages and salaries(a)</i>	<i>Total Income</i>	<i>Retail Locations(b)</i>	<i>Floorspace (b)</i>
	no.	\$m	\$m	no.	'000 square metres
New South Wales	364 259	6 240.2	56 446.4	27 085	8 161.5
Victoria	258 874	4 504.5	39 170.1	18 886	5 984.4
Queensland	201 976	3 268.1	30 750.5	17 222	4 707.8
South Australia	89 972	1 569.8	12 656.7	8 302	2 116.3
Western Australia	106 544	1 833.0	17 239.1	9 960	3 275.4
Tasmania	43 034	630.5	6 604.4	np	np
Northern Territory	15 224	296.9	2 523.2	np	np
Australian Capital Territory	24 768	393.6	3 860.5	np	np
<b>Total</b>	<b>1 104 651</b>	<b>18 736.5</b>	<b>169 251.0</b>	<b>89 039</b>	<b>26 262.0</b>

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

(a) Excludes drawings of working proprietors and partners.

(b) See paragraph 7 of Explanatory Notes.

INTRODUCTION

Small employing businesses (with employment of less than 20 persons) accounted for 95% of total retail businesses but only 38% of total retail income. Conversely, large businesses (with employment of 200 persons or more) contributed less than 1% of the total number of retail businesses, but 41% of total retail income. The remaining 4% of retail businesses and 21% of income was attributable to medium size businesses (with employment 20–199 persons).

PERCENTAGE CONTRIBUTION TO TOTAL INCOME,  
By Industry Group and Business Size— 1998–99



(a) Not available due to confidentiality

LARGE BUSINESSES

Large businesses completely dominated total income for the Department stores (99.6%) and Supermarkets and grocery stores (86%) industries. They also contributed the largest proportion of the Clothing and soft good retailing industry with 47% of total income.

SMALL BUSINESSES

Small businesses dominated total income in a number of the repair and service industries. These businesses contributed 86% to the Household equipment repair services industry and 64% to the Motor vehicle services industry. They also contributed to over 50% of total income in Recreational good retailing (69%); Specialised food retailing (58%); Furniture, houseware and appliance retailing (57%); and the Other personal and household good retailing (56%) industries. The lowest contribution to total income by small businesses was in Department stores (less than 1%) and Supermarkets and grocery stores (9%).

COMPARISONS WITH  
1991-92

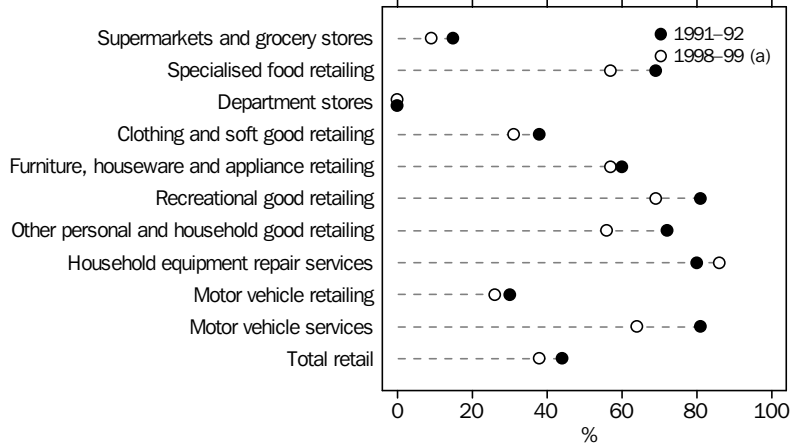
LARGE BUSINESSES, Percentage Contribution to Total Income by Industry Group—  
1991-92 and 1998-99



(a) See paragraph 20 of the Explanatory Notes  
(b) Not available due to confidentiality

Large businesses have increased their percentage share of total income from 1991-92 in a number of retail industries. The most notable increases were in Motor vehicle services (from 5% to 19%), followed by Supermarket and grocery stores (from 77% to 85%). Motor vehicle retailing showed a significant decrease in percentage share (from 16% to 11%).

SMALL BUSINESSES, Percentage Contribution to Total Income by Industry Group—  
1991-92 and 1998-99



(a) See paragraph 20 of the Explanatory Notes

Small businesses have only increased their percentage share of total retail income in the relatively small retail industry of Household equipment repair services (from 80% to 86%). Large decreases in the percentage share of total retail income for small businesses were recorded in Motor vehicle services (from 81% to 64%), Other personal and household good retailing (from 72% to 56%), Specialised food retailing (from 69% to 57%) and Recreational good retailing (from 81% to 69%) industries.

## 6.1 BUSINESS SIZE BY INDUSTRY

	<i>Management units</i>	<i>Employment</i>	<i>Total income</i>
	no.	no.	\$m
<b>511 SUPERMARKET AND GROCERY STORES</b>			
Employment 0–19	*3 477	20 529	*3 449.1
Employment 20–199	290	14 227	2 027.2
Employment 200 and over	30	200 204	33 278.3
<i>Total</i>	*3 797	234 960	38 754.6
<b>512 SPECIALISED FOOD RETAILING</b>			
Employment 0–19	22 967	121 307	9 950.5
Employment 20–199	1 302	59 374	3 102.8
Employment 200 and over	49	63 075	4 160.6
<i>Total</i>	24 318	243 757	17 213.9
<b>521 DEPARTMENT STORES</b>			
Employment 0–19	**17	**35	**8.8
Employment 20–199	*7	374	*49.4
Employment 200 and over	10	102 668	13 090.6
<i>Total</i>	*34	103 078	13 148.8
<b>522 CLOTHING AND SOFT GOOD RETAILING</b>			
Employment 0–19	7 178	26 004	2 917.8
Employment 20–199	303	14 772	2 045.6
Employment 200 and over	37	38 481	4 306.1
<i>Total</i>	7 519	79 256	9 269.5
<b>523 FURNITURE, HOUSEWARE AND APPLIANCE RETAILING</b>			
Employment 0–19	8 626	41 368	10 310.9
Employment 20–199	367	14 905	3 840.8
Employment 200 and over	22	19 769	3 974.9
<i>Total</i>	9 015	76 043	18 126.5
<b>524 RECREATIONAL GOOD RETAILING</b>			
Employment 0–19	7 278	41 220	5 514.8
Employment 20–199	np	np	np
Employment 200 and over	np	np	np
<i>Total</i>	7 622	57 749	8 003.2
<b>525 OTHER PERSONAL AND HOUSEHOLD GOOD RETAILING</b>			
Employment 0–19	14 961	71 501	8 704.7
Employment 20–199	641	22 983	*3 892.4
Employment 200 and over	32	22 089	2 832.1
<i>Total</i>	15 634	116 574	15 429.1

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

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

**6.1** BUSINESS SIZE BY INDUSTRY *continued*

	<i>Management units</i>	<i>Employment</i>	<i>Total income</i>
	no.	no.	\$m
.....			
526 HOUSEHOLD EQUIPMENT REPAIR SERVICES			
Employment 0–19	2 469	7 880	631.0
Employment 20–199	np	np	np
Employment 200 and over	np	np	np
<i>Total</i>	2 497	9 090	731.3
.....			
531 MOTOR VEHICLE RETAILING			
Employment 0–19	3 215	16 089	6 159.3
Employment 20–199	365	20 178	14 585.9
Employment 200 and over	14	4 116	2 612.9
<i>Total</i>	3 594	40 382	23 358.2
.....			
532 MOTOR VEHICLE SERVICES			
Employment 0–19	23 614	109 114	16 012.4
Employment 20–199	628	23 215	4 379.0
Employment 200 and over	17	11 434	4 824.6
<i>Total</i>	24 259	143 763	25 215.9
.....			
TOTAL RETAIL TRADE			
Employment 0–19	93 801	455 047	63 659.1
Employment 20–199	4 263	181 524	35 475.4
Employment 200 and over	224	468 081	70 116.5
<i>Total</i>	98 289	1 104 651	169 251.0
.....			

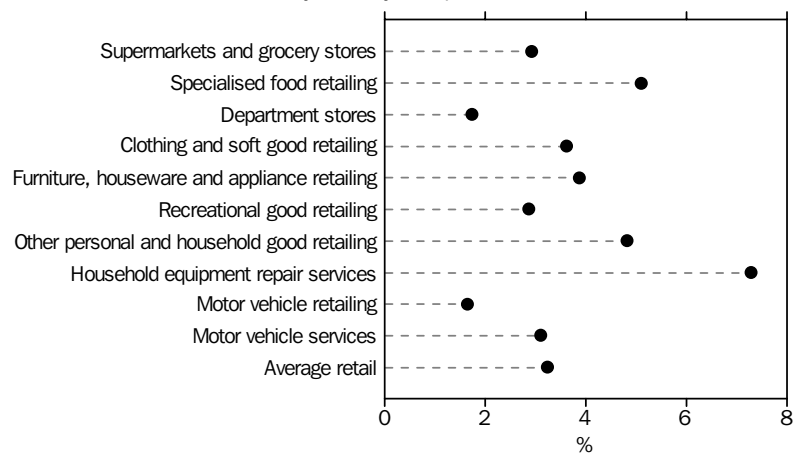
np not available for publication but included in totals where applicable, unless otherwise indicated

INTRODUCTION

This section presents indicators of the relative performance of the various retail industries. Indicators included are profitability margins, sales per square metre, ratios of expenses and income per person employed, and inventory turnover.

OPERATING PROFIT MARGIN

OPERATING PROFIT MARGIN, By Industry Group



The operating profit margin for the total retail trade industry for 1998–99 was 3.2%. The Household equipment repair services industry had the highest operating profit margin (7.3%) followed by Specialised food retailing (5.1%) and Other personal and household good retailing (4.8%). Department stores and the Motor vehicle retailing industry recorded the lowest operating profit margins (both 1.7%).

RETAIL SALES PER SQUARE METRE OF FLOORSPACE

Retail sales per square metre of floorspace for shopfront retailing were (\$5,568) per square metre (see paragraphs 6 and 7 of the Explanatory Notes). The highest retail sales per square metre were recorded by Supermarket and grocery stores (\$7,666), Specialised food retailing (\$5,811) and Furniture, houseware and appliance retailing (\$4,958). The lowest retail sales per square metre were recorded by Household equipment repair services (\$383), Other personal and household good retailing (\$2,456) and Department stores (\$2,555).

LABOUR COST PER EMPLOYEE

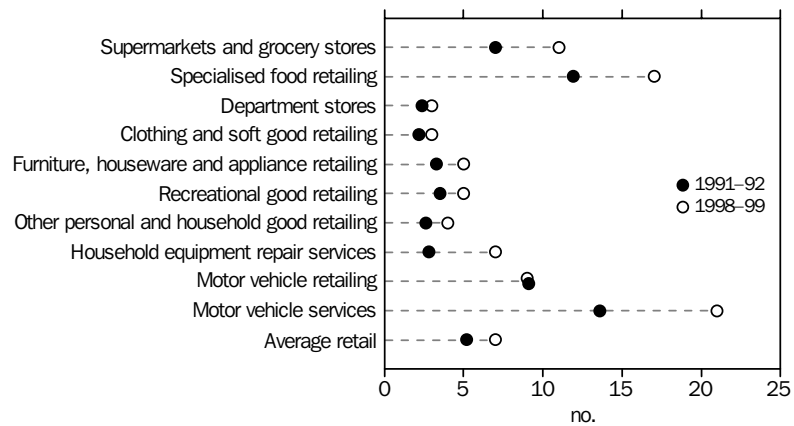
Labour cost per employee mirrors the relationship of full-time to part-time employment across the various retail industries. The highest labour cost per employee was recorded in Motor Vehicle retailing with (\$36,400), followed by Household equipment repair (\$30,700) and Furniture, houseware and appliance retailing (\$28,400). These industries had a high proportion of full-time employees. The lowest labour cost per employee was recorded in Specialised food retailing (\$12,800), followed by Department stores (\$18,000) and Supermarkets and grocery stores (\$18,900) which had a high proportion of part-time employees.

INVENTORY TURNOVER

Industries that regularly turned over their inventory had a high proportion of stock that was perishable. For example, the Supermarkets and grocery stores group turned over their inventory 11 times and the Specialised food retailing group 17 times in the year. Within those industries, the industry classes Fruit and vegetable retailing, Milk vending and Fresh meat, fish and poultry retailing turned over their entire inventory on an almost weekly basis.

The Motor vehicle services industry group also recorded a high inventory turnover of 21 due mainly to the Automotive fuel retailing industry class which turned over their inventory 34 times in the year. The lowest inventory turnover was recorded by Department stores and Clothing and soft good retailing which turned over their inventory 3 times in the year.

TIMES INVENTORY TURNED OVER PER YEAR, By Industry Group—  
1991–92 and 1998–99



Inventory turnover in 1998–99 for total retail trade increased from 5 to 7 times per year when compared to 1991–92. This trend was evident for practically all retail trade industries. In absolute terms, the highest increase was recorded in Motor vehicle servicing (from 14 to 21), Specialty food retailing (from 12 to 17), Household equipment repair (from 3 to 7) and Supermarkets and grocery stores (from 7 to 11).



## 7.1 PERFORMANCE MEASURES BY INDUSTRY

INDUSTRY CLASS ANZSIC Code	Description	Operating profit margin %	Retail sales per square metre(a) \$	Operating profit before tax per person employed \$'000	Labour cost per employee \$'000	Income per person employed \$'000	Labour costs to total expenses %	Inventory turnover times
511	Supermarket and Grocery Stores	2.9	7 666	4.8	18.9	164.9	11.5	11
512	Specialised Food Retailing							
5121	Fresh Meat, Fish and Poultry Retailing	3.4	6 177	4.0	19.2	117.4	14.3	42
5122	Fruit and Vegetable Retailing	4.6	5 088	6.7	18.7	146.7	11.6	55
5123	Liquor Retailing	3.8	10 136	11.8	23.5	314.4	7.5	8
5124	Bread and Cake Retailing	6.0	3 675	2.6	15.0	44.2	32.4	16
5125	Takeaway Food Retailing	6.5	5 070	2.9	10.6	44.7	24.3	24
5126	Milk Vending	4.7	na	7.7	13.8	163.9	6.5	43
5129	Specialised Food Retailing n.e.c.	3.1	8 469	5.6	18.1	180.8	8.5	13
	<i>Total</i>	5.1	5 811	3.6	12.8	70.6	17.7	17
521	Department Stores	1.7	2 555	2.1	18.0	127.6	14.1	3
522	Clothing and Soft Good Retailing							
5221	Clothing Retailing	3.6	3 505	4.3	22.0	121.5	18.2	3
5222	Footwear Retailing	3.5	5 081	4.0	20.5	114.5	17.4	3
5223	Fabric and Other Soft Good Retailing	3.7	2 899	3.6	19.5	97.1	19.6	3
	<i>Total</i>	3.6	3 605	4.2	21.4	117.0	18.2	3
523	Furniture, Houseware and Appliance Retailing							
5231	Furniture Retailing	4.1	2 334	10.5	29.2	260.5	11.1	4
5232	Floor Covering Retailing	3.7	2 905	10.2	34.0	277.1	12.0	7
5233	Domestic Hardware and Houseware Retailing	6.0	na	9.0	24.1	150.6	15.7	3
5234	Domestic Appliance Retailing	2.8	5 844	*8.3	31.1	297.9	10.3	7
5235	Recorded Music Retailing	5.8	6 438	*10.8	22.8	188.6	12.2	4
	<i>Total</i>	3.9	4 958	9.1	28.4	238.4	11.7	5
524	Recreational Good Retailing							
5241	Sport and Camping Equipment Retailing	4.4	3 455	6.1	21.9	140.8	14.7	3
5242	Toy and Game Retailing	-1.3	2 326	-1.5	14.4	116.7	11.5	3
5243	Newspaper, Book and Stationery Retailing	2.8	4 520	3.6	18.6	129.3	14.0	6
5244	Photographic Equipment Retailing	3.9	7 466	7.4	26.8	192.0	13.4	6
5245	Marine Equipment Retailing	3.2	na	8.4	27.4	264.6	9.9	5
	<i>Total</i>	2.9	4 424	4.0	19.5	138.6	13.5	5
525	Other Personal and Household Good Retailing							
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	5.4	6 950	8.8	24.5	163.1	14.3	6
5252	Antique and Used Good Retailing	10.0	1 465	9.8	23.0	102.8	19.9	2
5253	Garden Supplies Retailing	1.9	401	1.9	22.6	104.2	20.2	5
5254	Flower Retailing	6.4	1 365	4.6	18.5	73.0	18.7	14
5255	Watch and Jewellery Retailing	5.5	6 318	5.6	22.9	102.8	21.6	2
5259	Retailing n.e.c.	2.7	1 938	3.2	19.9	121.8	15.1	4
	<i>Total</i>	4.8	2 456	6.3	22.6	132.4	16.0	4
526	Household Equipment Repair Services							
5261	Household Equipment Repair Services (Electrical)	7.5	423	6.3	31.0	84.5	34.1	8
5269	Household Equipment Repair Services n.e.c.	6.3	232	4.2	29.7	67.5	39.9	3
	<i>Total</i>	7.3	383	5.8	30.7	80.4	35.3	7

na not available

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) See paragraph 7 of Explanatory Notes.

**7.1**PERFORMANCE MEASURES BY INDUSTRY *continued*

INDUSTRY CLASS ANZSIC		Operating profit margin	Retail sales per square metre(a)	Operating profit before tax per person employed	Labour cost per employee	Income per person employed	Labour costs to total expenses	Inventory turnover
Code	Description	%	\$	\$'000	\$'000	\$'000	%	times
531	Motor Vehicle Retailing							
5311	Car Retailing	1.3	na	8.3	37.2	620.4	6.0	10
5312	Motor Cycle Dealing	4.9	na	17.2	32.1	354.7	8.6	4
5313	Trailer and Caravan Dealing	3.6	na	12.1	31.7	341.7	8.3	6
	<i>Total</i>	1.7	na	9.5	36.4	578.4	6.3	9
532	Motor Vehicle Services							
5321	Automotive Fuel Retailing	1.9	na	6.0	21.3	326.4	6.4	34
5322	Automotive Electrical Services	5.1	na	4.0	26.7	78.5	30.8	9
5323	Smash Repairing	6.5	na	6.0	29.8	93.1	31.2	22
5324	Tyre Retailing	1.7	na	3.4	31.9	205.8	15.0	7
5329	Automotive Repair and Services n.e.c.	5.4	na	5.0	27.7	93.8	26.3	11
	<i>Total</i>	3.1	na	5.4	26.4	175.4	14.0	21
	<b>Total Retail Trade</b>	<b>3.2</b>	<b>5 568</b>	<b>4.9</b>	<b>20.4</b>	<b>153.2</b>	<b>13.0</b>	<b>7</b>

na not available

(a) See paragraph 7 of Explanatory Notes.

## EXPLANATORY NOTES .....

### SCOPE AND COVERAGE

**1** The scope of the Retail Industry Survey was all public and private employing businesses in Australia, recorded on the ABS Business Register with a predominant activity of retailing (i.e. ANZSIC Division G). The ABS defines a retail business as a business mainly engaged in the resale of new or used goods to final consumers for personal or household consumption, or in selected repair activities such as repair of household equipment or motor vehicles. The population for the Retail Industry Survey was taken from the ABS Business Register and was limited to the 116,000 employing retail businesses on the register in June 1999. Non-employing businesses were therefore excluded from this collection.

**2** Approximately 7,200 business units were selected from the population using stratified random sampling techniques. All businesses with 50 or more employees and/or multi-state retailing business units were selected in the sample.

**3** Data in this publication have been adjusted to allow for lags in processing new businesses to the ABS business register, and the omission of some businesses from the business register. The majority of businesses affected and to which the adjustments apply are small in size. For more information, please refer to ABS Information Paper: Improvements to ABS Economic Statistics, 1997 (Cat. no. 1357.0).

### REFERENCE PERIOD

**4** The statistical results in this publication are based on the financial year ending 30 June 1999. In a minority of cases, where businesses did not account on a June-year basis, details were reported in respect of the accounting year that ended between 1 October 1998 and 30 September 1999.

### STATISTICAL UNIT

**5** The unit about which information was collected in the Retail Industry Survey is termed the management unit. The management unit is the highest-level accounting unit within a business, having regard for 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.

**6** Information relating to retail locations was also collected on forms completed by retail management units. The retail location equates to a retail outlet and it is therefore possible for retail management units to have more than one location. The majority of retail management units are single location businesses. A limited range of structural data items were collected in respect of retail locations. The data items collected were number of retail locations, employment, wages and salaries, total income and retail floorspace.

**7** Information relating to retail locations was NOT collected for all ANZSIC classes. Two ANZSIC classes within subdivision 52, ANZSIC 5233 Domestic hardware and houseware and 5245 Marine equipment, and all ANZSIC classes within the Motor vehicle retailing and Motor vehicle services industry groups are excluded from aggregates relating to retail locations and floorspace. As a

STATISTICAL UNIT *continued*

consequence, the number of retail locations shown in Table 5.1 are actually less than the total number of management units shown in Table 1.1, Table 1.2 and Table 6.1. Floorspace and ratios relating to floorspace are therefore not available in Table 1.2, Table 5.1 and Table 7.1 for these ANZSIC classes.

CLASSIFICATION BY INDUSTRY

**8** This publication presents statistics classified according to the Australian and New Zealand Standard Industry Classification, 1993 (Cat. no. 1292.0). Each business unit is classified to a single industry. The industry allocated is based on an estimate of the primary activity of the management unit irrespective of whether a range of activities or a single activity is undertaken by the unit. For example a management unit which derives most of its income from retailing activities would have all of its operations included in the aggregates for retailing, even if significant secondary activities (e.g. wholesaling) were undertaken.

RELIABILITY OF THE DATA

**9** The estimates in this publication are subject to sampling and non-sampling error.

STANDARD ERROR

**10** The estimates in this publication are based on information from a sample of businesses in the surveyed population. Consequently, the estimates in this publication are subject to sampling variability; that is, they may differ from the figures that would have been obtained if all units had been included in the survey. One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of units was included.

**11** There are two chances in three that a sample estimate will differ by less than one SE from the figure that would have been obtained if a census had been conducted, and approximately 19 chances in 20 that the difference will be less than 2 SEs.

RELATIVE STANDARD ERROR

**12** Sampling variability can be measured by the relative standard error (RSE) which is obtained by expressing the SE as a percentage of the estimate to which it refers. The RSE 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.

**13** As an example of the above, an estimate of total income for the retail industry is \$169,251 million and the RSE is 1.5%, giving an SE of \$2,539 million. Therefore, there would be two chances in three that, if all units had been included in the survey, a figure of \$166,712 million to \$171,790 million would have been obtained, and 19 chances in 20 (i.e. a confidence level of 95%) that the figure would have been in the range \$164,173 million to \$174,329 million.

**14** Information about the relative standard errors relating to key aggregates in this publication can be found in the table at the end of these Explanatory Notes.

NON-SAMPLING ERROR

**15** Errors other than those due to sampling may occur because of deficiencies in the register of units from which the sample was selected, non-response, and imperfections in reporting by respondents. Inaccuracies of this kind are referred to as non-sampling errors and they may occur in any collection, whether it be a census or a sample.

**16** While it is not possible to quantify non-sampling error, every effort has been made to reduce non-sampling error to a minimum by careful design and testing of questionnaires, efficient operating procedures and systems, and appropriate methodology.

AVAILABILITY OF ADDITIONAL  
DATA

**17** It should be noted that the sample size for this collection was not large enough to support reliable estimates at the sub-state or small area level. Broad level data at the state level as presented in Table 5.1 are the only data below the national level available from this collection.

**18** Enquires for further information about these and related statistics in this publication can be made by telephoning the National Information Services 1300 135 070 or Ross Upson on (02) 6252 5644.

COMPARABILITY WITH OTHER  
SERIES

**19** The Retail Trade Survey series published monthly by the ABS in *Retail Trade, Australia* (Cat. no. 8501.0) covers 7,000 retail and selected services businesses similar to this collection. It differs in scope to the Retail Industry Survey in that it excludes Milk vending (5126), Marine equipment retailing (5245), Household equipment repair services (electrical) (5261), Household equipment repair services n.e.c. (5269), Car retailing (5311), Motor cycle dealing (5312), Trailer and caravan dealing (5313), Automotive fuel retailing (5321), Automotive electrical services (5322), Smash repairing (5323), Tyre retailing (5324) and Automotive repair and service n.e.c. (5329). In addition, it includes selected hospitality and services industry such as Pubs, taverns and bars (5720), Clubs (hospitality) (5740), Cafes and restaurants (5730), Video hire outlets (9511) and Hairdressing and beauty salons (9526).

**20** This publication draws comparisons where appropriate with the 1991–92 Retail Activity Survey. In some instances there are slight definitional differences between some of the data items being compared. In particular, the charts in Section 6 relating to small and large businesses compare turnover in 1991–92 with total income in 1998–99. The definition of total income includes items such as interest earned, government funding, royalties and dividends whereas turnover in 1991–92 did not. These components make up an extremely small proportion of total income and therefore the comparability of these items as outlined in Section 6 have been included as it is assessed that valid comparisons can be made.

GENERAL ACKNOWLEDGMENT

**21** ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continued cooperation is by much appreciated; without it, the wide range of statistics published by the ABS would not be available. Information received by the ABS is treated in strict confidence as required by the *Census and Statistics Act 1905*.

## RELATIVE STANDARD ERRORS FOR SELECTED ITEMS

INDUSTRY CLASS . . . . .		Manage- ment units	Employment	Total income	Operating profit before tax	Floor- space(a)
ANZSIC						
Code	Description	%	%	%	%	%
511	Supermarket and Grocery Stores	25.2	2.2	2.3	7.4	4.1
512	Specialised Food Retailing					
5121	Fresh Meat, Fish and Poultry Retailing	4.7	9.0	10.3	16.4	14.5
5122	Fruit and Vegetable Retailing	5.3	7.5	8.8	19.7	14.9
5123	Liquor Retailing	12.6	6.7	6.8	14.9	11.2
5124	Bread and Cake Retailing	4.4	7.0	6.6	12.5	12.0
5125	Takeaway Food Retailing	10.1	6.2	7.4	10.8	12.0
5126	Milk Vending	9.7	14.3	13.5	18.1	na
5129	Specialised Food Retailing n.e.c.	10.2	10.2	11.2	22.8	20.1
	<i>Total</i>	5.6	4.4	3.9	6.8	6.7
521	Department Stores	34.1	0.1	0.1	0.4	1.4
522	Clothing and Soft Good Retailing					
5221	Clothing Retailing	20.5	8.5	8.6	16.9	16.9
5222	Footwear Retailing	16.6	8.2	10.9	26.3	12.5
5223	Fabric and Other Soft Good Retailing	17.1	9.7	7.0	20.8	7.0
	<i>Total</i>	14.5	6.1	6.4	13.2	12.5
523	Furniture, Houseware and Appliance Retailing					
5231	Furniture Retailing	8.7	6.3	8.7	17.8	9.9
5232	Floor Covering Retailing	5.8	7.1	9.3	20.1	9.6
5233	Domestic Hardware and Houseware Retailing	8.5	5.1	5.6	7.4	na
5234	Domestic Appliance Retailing	10.5	10.1	12.4	23.4	15.5
5235	Recorded Music Retailing	18.9	9.3	10.5	16.7	17.7
	<i>Total</i>	5.1	4.5	6.6	9.8	8.0
524	Recreational Good Retailing					
5241	Sport and Camping Equipment Retailing	8.6	10.9	10.9	19.4	17.4
5242	Toy and Game Retailing	12.4	9.7	9.8	75.4	12.5
5243	Newspaper, Book and Stationery Retailing	5.1	7.0	6.7	22.7	13.4
5244	Photographic Equipment Retailing	8.7	10.3	11.7	20.3	14.8
5245	Marine Equipment Retailing	7.7	10.6	11.2	20.7	na
	<i>Total</i>	3.8	5.1	4.7	14.8	9.2
525	Other Personal and Household Good Retailing					
5251	Pharmaceutical, Cosmetic and Toiletry Retailing	4.3	6.6	11.9	13.5	11.7
5252	Antique and Used Good Retailing	21.4	14.9	13.6	25.5	12.8
5253	Garden Supplies Retailing	7.2	11.1	10.7	46.0	17.3
5254	Flower Retailing	4.9	7.3	7.2	17.0	63.5
5255	Watch and Jewellery Retailing	19.9	9.5	10.2	26.6	17.2
5259	Retailing n.e.c.	10.5	10.4	6.4	20.8	35.5
	<i>Total</i>	4.8	4.3	6.6	9.5	12.9
526	Household Equipment Repair Services					
5261	Household Equipment Repair Services (Electrical)	5.8	7.9	12.7	17.3	22.3
5269	Household Equipment Repair Services n.e.c.	10.3	10.3	9.6	23.1	26.9
	<i>Total</i>	5.0	6.5	10.3	14.8	18.5

na not available

(a) See paragraph 7 of Explanatory Notes.

RELATIVE STANDARD ERRORS FOR SELECTED ITEMS *continued*

INDUSTRY CLASS . . . . .		Manage- ment units	Employment	Total income	Operating profit before tax	Floor- space(a)
ANZSIC						
Code	Description	%	%	%	%	%
531	Motor Vehicle Retailing					
5311	Car Retailing	19.5	7.3	6.1	22.3	na
5312	Motor Cycle Dealing	9.9	9.3	8.1	15.7	na
5313	Trailer and Caravan Dealing	12.6	11.8	14.5	28.0	na
	<i>Total</i>	14.8	6.3	5.6	16.7	na
532	Motor Vehicle Services					
5321	Automotive Fuel Retailing	8.0	9.2	7.2	13.3	na
5322	Automotive Electrical Services	7.8	7.8	9.1	24.8	na
5323	Smash Repairing	5.8	4.9	5.5	10.5	na
5324	Tyre Retailing	8.9	7.0	7.0	28.4	na
5329	Automotive Repair and Services n.e.c.	4.4	7.5	8.0	23.6	na
	<i>Total</i>	2.2	3.8	4.4	9.2	na
	<b>Total Retail Trade</b>	<b>1.9</b>	<b>1.3</b>	<b>1.5</b>	<b>3.4</b>	<b>3.5</b>

na not available

(a) See paragraph 7 of Explanatory Notes.

## GLOSSARY .....

<b>Advertising expenses</b>	Includes expenses associated with the promotion and publicity of the business and/or its products. It includes expenses paid to advertising agencies, and direct payments to radio, television and print media businesses.
<b>Closing inventories</b>	See inventories
<b>Commission income</b>	Includes sales commission received, commission received on sales of petrol, motor vehicles and other commission income.
<b>Depreciation</b>	The financial charges made to the accounts to reflect that part of the value of the asset which may be regarded as having been used up in producing revenue in a particular accounting period.
<b>Employer contributions to superannuation</b>	Includes all employer provisions and contributions to superannuation schemes (including the employer productivity contribution).
<b>Employment</b>	Includes working directors, working proprietors and partners of unincorporated businesses and other permanent, temporary and casual employees working for a business during the last pay period in June 1999. Employees absent on paid or prepaid leave are included.
<b>Floorspace</b>	Includes selling space, office space, storage space, basements and non-residential upper floor areas.
<b>Fringe benefits tax</b>	Tax amounts paid by employers on the value of non-cash remunerations provided by the employees.
<b>Income per person employed</b>	Total income divided by number of persons employed, i.e. total income/employment.
<b>Interest expenses</b>	Includes interest on bank loans, on loans made from related as well as unrelated businesses/organisations, and interest in respect of finance leases, interest paid to loans from partners and interest equivalents (such as hedging costs, and expenses associated with discounted bills). Excludes bank charges and capital repayments.
<b>Inventories</b>	The reported total book value of inventories as at the beginning (for Opening inventories) and at the end (for Closing inventories) of the reporting period. The values reported are those as recorded on business balance sheets.
<b>Inventory turnover</b>	A ratio signalling the number of times that inventories are turned over during the year. It is expressed as the ratio of cost of goods sold divided by average inventories (where average inventories is opening inventories plus closing inventories divided by 2).
<b>Labour costs</b>	Includes wages and salaries, employer contributions to superannuation funds – including salary sacrifice, workers' compensation costs, fringe benefits tax and payroll tax.
<b>Labour costs per employee</b>	Labour costs divided by number of employees, i.e. labour costs/employees.
<b>Labour costs to total expenses</b>	Labour costs divided by total expenses, i.e. labour costs/total expenses
<b>Management units</b>	The highest level unit within a business, having regard to the required level of industry dissection, for which a set of management accounts is maintained. In most cases it coincides with the legal entity owning the business (i.e. company, partnership, trust, sole operator, etc).



<b>Management units</b> <i>continued</i>	However, in the case of large diversified businesses there are often a number of management units, 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.
<b>Opening inventories</b>	See inventories.
<b>Operating profit before tax (OPBT)</b>	A measure of profit (or loss) before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners. It is derived as:  Total income  plus  closing inventories  less  total expenses  less  opening inventories
<b>Operating profit margin</b>	Ratio of operating profit to income from : sales, services, commissions, royalties, and rent, lease and hiring; expressed as a percentage.
<b>Operating profit before tax per person employed</b>	The amount of operating profit before tax divided by the total employment, i.e. OPBT / Employment
<b>Other expenses</b>	Includes various expense items which are general in nature and are not included elsewhere, e.g. insurance, land tax, bank charges, bad and doubtful debts, royalties, motor vehicle running costs, freight and cartage, computer software and other operating expenses such as repair and maintenance, postal, mailing and courier services, paper, printing and stationery, telecommunication, travelling, accommodation and entertainment, training, audit and other accounting, legal etc.
<b>Other income</b>	Includes interest, government funding, royalties and dividend, net profit (loss) on the sale of non-current assets, foreign loans as a result of variations in foreign exchange rates/transaction and on share trading. Excluded are extraordinary profits or losses such as goodwill revaluations.
<b>Other service income</b>	Includes income from meals sold for consumption on the premises, motor vehicle repair and services, delivery charges not elsewhere included, repair and maintenance, other repair and services and other services income such as Consultancy fees, Installation fees, Management and administration service fees, Subscriptions and membership fees and other specified and unspecified service fees.
<b>Payroll tax</b>	A State and Territory tax levied on employers based on the amount of wages and salaries paid.
<b>Purchases</b>	Consists mainly of goods purchased for resale. Also included are electricity gas and water charges, petroleum products and other fuel, purchases of container and packaging materials, materials and components used in repair and manufacturing activity.
<b>Rent, leasing and hiring expenses</b>	Costs for renting, leasing (except finance leases) and hiring of land, buildings and other structures, hiring of vehicles, plant, machinery, equipment and other rent, leasing and hiring expenses from other businesses or individuals.
<b>Rent, leasing and hiring income</b>	Includes income received from renting, leasing or hiring of vehicles, land, buildings, plant, machinery, equipment and any other property to other businesses or individuals.

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<b>Retail locations</b>	Are the physical sites from which the business provides goods and services on a relatively regular basis.
<b>Retail sales</b>	Sales of goods to final consumers for personal or household consumption, i.e., sales of goods to the public, delivery charges not separately invoiced to customers, and export sales.
<b>Retail sales per square metre</b>	Retail sales divided by total floorspace (expressed as square metres), i.e. retail sales/floorspace.
<b>Total employment</b>	The sum of working proprietors, working partners, permanent, part-time, temporary, casual, managerial and executive employees working for a business during the last pay period in June 1999. Employees absent on paid or prepaid leave are included.
<b>Total expenses</b>	The sum of all expense items. The major items included are labour costs, purchases and rent, leasing and hiring expenses. Other expenses such as depreciation and amortisation, advertising expenses, interest and other expenses are also included.
<b>Total full-time employees</b>	Includes all employees who work 35 hours or more per week.
<b>Total income</b>	The sum of all income items. The major items included are retail sales, wholesale sales, service and other income. Income from all other sources such as renting, leasing, hiring, interest earned, government funding, royalty and dividend is also included.
<b>Total labour cost</b>	This item includes wages, salaries, contributions to superannuation and workers compensation. It excludes payments to self-employed persons such as consultants, partners and proprietors, contractors and persons paid solely on commission.
<b>Total working proprietors and partners</b>	Includes the owners of unincorporated business working either full-time or part-time within the business.
<b>Total part-time employees</b>	Includes all employees who work less than 35 hours per week.
<b>Wages and salaries</b>	Includes payment of wages, salaries, penalties, allowances, bonuses, etc. to all employees of the business before taxation and other deductions.
<b>Wholesale sales</b>	Sales of goods to business and institutional users, i.e., goods sold to other businesses, delivery charges not separately invoiced to other businesses and export sales to other businesses.
<b>Workers compensation</b>	Includes the compulsory insurance cover taken out by all employers to cover employees who suffer from injury or disease in the course of or arising out of employment.



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