

## EXTERNAL TRADE

---

### GENERAL INFORMATION

#### **Historical background**

Until Federation made an Australian common market possible, Victoria's trading pattern was simple. In the early years exports consisted of pastoral products and imports of industrial products, and apart from intercolonial movements of goods, the United Kingdom was the dominant trading partner. After the discovery of gold in the 1850s Victoria differed from the other colonies. Imports assumed a vital role in providing practically all the consumption requirements of the rapidly increasing population and wool was replaced by gold as the leading export in value terms. Wool regained its former importance during the 1870s, but this was not Victorian domestic produce, in the main, as the Riverina and other interstate regions exported through Victorian ports.

The Colony was geographically well placed to benefit from the increased prosperity and population, and a feature of its economic leadership until the 1880s was that it became the re-exporting and trans-shipping centre among the colonies. This involved collecting manufactured or tropical goods from overseas and repacking or further processing them for re-export to other colonies, New Zealand, or the Pacific Islands, and in return handling gold, metals, wheat, and wool from them. Melbourne had become the financial and commercial centre of Australia and this was reflected in the pattern of Victoria's trade. By the late nineteenth century, however, Victoria's policy of protection had effected a reduction in the range of imports as the tariff enabled domestic industries to compete. Victoria ultimately became the most important manufacturing colony, supplying goods from categories including clothing, boots and shoes, agricultural machinery, coach building, and food processing. Many manufactured items were not sheltered.

After the 1880s New South Wales became an entrepôt and trans-shipping centre. Victoria was more severely affected than New South Wales by the depression of the 1890s and with the tendency of the smaller colonies to conduct overseas trade direct, Melbourne's role as the commercial and trade centre diminished. New South Wales gradually overtook Victoria in manufacturing, although Victoria's recovery from the depression was assisted by an increased interstate trade in manufactures. The pattern finally changed in 1901 with the cessation of Victoria's distinctive policy of protection, the elimination of barriers to interstate trade, and the transference to the Commonwealth Government of all powers relating to customs duties and overseas trade.

Following Federation, Victoria reflected the Australian increase in foodstuffs exports as a major item, providing butter, mutton and lamb, wheat and flour from the early years, and dried fruit from the 1920s. By the time of the Second World War foodstuffs accounted for about one half of Victoria's overseas exports of domestic origin. After the War the share of wool increased, but Victoria, no

longer a major mining State, contributed little to the export of minerals which figured large in Australia's total. The pattern of imports changed from clothing and textiles, which were now produced locally, to fibres, crude oil, and motor vehicle parts, which indicated Victoria's strength in the manufacture of textiles, oil refining, and the production of motor vehicles.

More recently, changes have been brought about by the discovery of oil fields offshore and the importation of textiles and motor vehicles from the United States of America and Asian countries. The activities of the Industries Assistance Commission, the successor to the Tariff Board, demonstrate the concern at the actual or potential effects on employment in Australia of the importation of cheap overseas manufactures. Local oil and gas, which ensure a relative independence from overseas energy crises, have contributed to a diminution of imports of these items into Victoria.

From a traditional pattern of partnership with the United Kingdom, Australia has become more a trading partner of Japan and the United States of America and this is also the trading pattern in Victoria. Similarly the place occupied by European countries such as France and Italy in the 1950s has diminished proportionately in Victoria's trading pattern since the implementation of the European Economic Community. In 1974-75 the proportion of Australian trade at Victorian ports was 35.6 per cent of imports and 19.6 per cent of exports. Major imports were iron and steel, machinery and transport equipment, and textiles, yarns, and fabrics, while major exports were wool, meat, wheat, and dairy products. The major countries contributing to imports were the United States of America, Japan, the United Kingdom, and the German Federal Republic, while the major countries receiving exports were Japan, the United States of America, New Zealand, and the United Kingdom.

### **Legislation and agreements**

#### *Introduction*

Of the three components of Victoria's trade, namely, transactions within the State, those with other Australian States, and those with countries outside Australia, the first two are, in practice, free of control or restriction; trade with overseas countries is subject to the customs laws of the Commonwealth Government.

By the Commonwealth of Australia Constitution Act, the power to make laws about trade and commerce with other countries was conferred on the Commonwealth Parliament, and by the same Act, the collection and control of customs and excise duties passed to the Executive Government of the Commonwealth of Australia on 1 January 1901.

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

The present Australian tariff, operative since 1 July 1965, provides for general and preferential rates of duty, and its structure is based on the "Brussels Nomenclature" which has its origins in the Convention on Nomenclature for the Classification of Goods in Customs Tariffs, signed in Brussels on 15 December 1950.

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

With the termination on 1 February 1973 of the United Kingdom-Australia Trade Agreement existing preferential rates applicable to United Kingdom goods came under review.

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

#### *Primage duties*

In addition to the ordinary duties of customs imposed by the Customs Tariff, *ad valorem* primage duties at rates of 3 per cent, 7½ per cent, and 10 per cent are charged on some goods according to the types of goods and their origin. Other goods are exempt from primage duty. Goods produced or manufactured by New Zealand, Norfolk Island, Cocos (Keeling) Islands, Christmas Island, and Papua New Guinea are exempt from primage duty.

#### *Anti-dumping duties*

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

- (1) The price paid for like goods sold for use in the country of export;
- (2) the cost of production, plus f.o.b. charges, selling costs, and profit;
- (3) the highest price paid for like goods sold to a third country;
- (4) the price of like goods from a country with similar costs of production to the exporting country; or
- (5) where insufficient information is available, a price determined by the Minister for Business and Consumer Affairs.

#### *Industries Assistance Commission*

The Industries Assistance Commission is a statutory authority whose general purpose is to advise the Commonwealth Government on the assistance which should be given to domestic industries. This advice is given in public reports which are based on public inquiries into the industries concerned. The Commission formally came into existence on 1 January 1974, as a result of the passing of the *Industries Assistance Commission Act 1973*.

Industries in the primary, secondary, or tertiary sectors can be referred to the Commission by the Commonwealth Government, and numerous different forms of assistance can be examined by the Commission. In addition, matters not directly involving assistance, such as the reduction of import duties for the purpose of international trade agreements, can be referred to the Commission. The Act requires the Industries Assistance Commission to report annually to the Commonwealth Government on the operation of the Commission and on the general structure of industry assistance in Australia and its effect on the Australian economy.

There are certain matters which the Minister is required to refer to the Commission for inquiry and report, before action is taken by the Commonwealth Government. These are, basically, proposed variations in the long-term assistance granted to industries in the primary or secondary sectors of the economy. Long-term assistance in this context means assistance which is provided by means of tariffs or other restrictions on imports; or financial assistance which extends over a period of two or more years. The Commission itself has the power to initiate inquiries into those industries whose assistance has not been reviewed for at least ten years, in the case of industries assisted by means of duties on imports, or at least six years in the case of industries assisted by other means.

The Act states that the Commission shall consist of from five to nine commissioners, appointed by the Governor-General for renewable terms of up to five years. It provides also for the appointment of associate commissioners, either for the purpose of particular inquiries or, like the commissioners, for renewable terms of up to five years. The commissioners are supported by an office which is staffed by members of the Commonwealth Public Service.

The Commission is required to hold public hearings during the course of its inquiries into individual industries. These hearings, which are advertised widely throughout Australia, are open to the public.

#### *Temporary Assistance Authority*

The *Industries Assistance Commission Act 1973* provided for the creation of a Temporary Assistance Authority comprising not more than three persons. The function of the Temporary Assistance Authority is to inquire into and report on the need for urgent action to protect particular industries against import competition. This action can take the form of temporary duties or restrictions on imports. The Temporary Assistance Authority is required to report to the Minister within thirty days of being asked to undertake an inquiry. However, before taking action on the Authority's report the Minister is required first to refer the question of any permanent change in protection against imports to the Industries Assistance Commission for inquiry and report. Temporary protection recommended by the Authority may operate for a period of up to three months after the date of receipt of the final report by the Industries Assistance Commission on the goods concerned.

#### *Bilateral trade agreements*

Australia has numerous trade agreements with overseas countries. The principal ones, describing the main features of the agreements, are outlined in the following notes.

##### *Canada*

Dated 1960. Provides not only for each side to give the other preferences on specific goods but also for the exchange of preferences in each country's tariff derived from the preferential agreements that each had with Britain. The termination of these agreements with Britain created a need for Canada and Australia to review their own preferential trading arrangements. An Exchange of Letters governing the future operation of the 1960 Agreement was completed between Canada and Australia on 25 October 1973. The Exchange provides for a continuation of the tariff preferences, but on a more flexible basis, with some modifications, particularly those relating to indirect shipment of goods and to anti-dumping procedures.

##### *New Zealand*

Dated 1966. Provides for free trade in certain scheduled goods. Provision is made for addition of items to the schedule. The 1933 Agreement continues in effect as part of the 1966 Agreement except as superseded or modified by it. Following the termination in January 1973 of the trade agreements which they had with Britain, Australia and New Zealand entered into an arrangement on 7 May 1973 to guarantee tariff preferences in each other's market. This Agreement continued in effect until 30 September 1974 and has been extended until 31 March 1977.

##### *Malaysia*

Dated 1958. The Agreement provides for each country to accord preferences to the other on certain specified goods. The exchange of these preferences was placed on a more flexible basis by an Exchange of Letters on 21 February 1975.

The Agreement further provides for protection of Malaysia's tin and rubber exports to Australia and of Australia's wheat exports to Malaysia against dumped or subsidised competition. There are also certain guarantees of market access for Australian wheat in the Malaysian market and for natural rubber in the Australian market provided that the Papua New Guinea natural rubber crop is absorbed. The Agreement also assures Malaysia that Australian tariff or import licensing treatment of natural rubber will be the same as for synthetic rubber.

#### *Republic of Korea*

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

#### *Philippines*

Dated 1975. The current Agreement replaced an earlier Agreement entered into by Australia and the Philippines on 16 June 1975. The Agreement provides for reciprocal most favoured nation treatment for imports, while recognising the preferential arrangements extended by both countries; for the two governments to take all appropriate measures to facilitate, strengthen, and diversify bilateral trade; recognises the need to improve the conditions of world commodity trade; declares support in principle for international commodity agreements; and expresses support in principle for the conclusion of long-term commercial contracts between organisations and enterprises of the two countries. In addition, it expresses the Commonwealth Government's support for initiatives and arrangements in trade matters among members of the Association of South East Asian Nations; provides that the Commonwealth Government will encourage and facilitate the flow of Australian direct investment, particularly of a joint venture type, to the Philippines; and records the intention of both governments to encourage and facilitate the development of industrial and technical co-operation between relevant commercial enterprises and organisations, and the interchange of commercial and technical representatives, groups, and delegations between the two countries. The Agreement also established a joint commission to further the aims of the Agreement.

#### *Papua New Guinea*

Dated 1973. Known as the Memorandum of Understanding Relating to Interim Trade and Commercial Arrangements between Australia and Papua New Guinea. The Memorandum provides that Papua New Guinea will continue to receive preferential treatment in the Australian tariff and that Australia will receive most favoured nation treatment in Papua New Guinea.

#### *Indonesia*

Dated 1972. Current Agreement replaces earlier Agreement signed in 1959. The new Agreement is a most favoured nation Agreement which establishes the General Agreement on Tariffs and Trade principles as the basis governing the conduct of bilateral trade. The Agreement expresses support for international commodity agreements, encouragement of Australian investment in Indonesia, and activities by Australian consultants and contractors. Other provisions refer

to Australian support for trade initiatives in the Association of South East Asian Nations and to consultation on shipping matters.

#### *Iran*

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

#### *Japan*

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

#### *People's Republic of China*

Dated 1973. The Agreement provides for reciprocal most favoured nation treatment for imports, while recognising the preferential arrangements extended by both countries. The Agreement includes schedules of goods which each country is interested in exporting to the other. It also provides that exchanges of goods and technical services under contracts and agreements will be at reasonable international market prices; that payments in relation to trade will be in freely convertible currency; and that each country will promote the interchange of trade representatives, groups, and delegations, and encourage the commercial exchange of industrial and technical expertise. The Agreement also established a joint trade committee to further the aims of the Agreement.

#### *U.S.S.R.*

Dated 1973. Supplements the 1965 Agreement which provided for reciprocal most favoured nation treatment of imports and recognised the preferential agreements of both countries. The new Agreement provides for encouragement and facilitation of trade between the two countries, particularly in goods listed in attached schedules, encouragement of industrial and technical co-operation, support for international commodity agreements, and the establishment of a Mixed Commission to meet regularly to review trade progress, seek solutions to bilateral trade problems, and to further the aims of the Agreement.

#### *Eastern Europe*

The trade Agreements Australia signed with the German Democratic Republic (28 February 1974), Hungary (30 September 1974), Bulgaria (5 December 1974), and Romania (29 May 1975) are broadly similar in their provisions. They either confirm reciprocal most favoured nation treatment of imports while recognising preferential arrangements or, as in the trade Agreements with Hungary and Romania, acknowledge that trade between Australia and these countries is to be in accordance with the rights and obligations of both countries under the General Agreement on Tariffs and Trade. They provide for the encouragement and facilitation of the further development of mutually beneficial trade and economic relations; and express support in principle for the conclusion of relevant international commodity agreements

aimed at improving the conditions of international trade in primary products. There are provisions to encourage and facilitate the development of economic co-operation and the negotiation of long-term commercial contracts between respective enterprises and organisations and the interchange of commercial trade and technical representations, groups, and delegations. In addition, the Agreements with the German Democratic Republic and Bulgaria provide for the exchange of indicative lists of goods each country is interested in exporting to the other. Mixed Commissions have also been established by these Agreements to provide a forum for regular bilateral discussions on trade development and trade related issues and problems.

*General Agreement on Tariffs and Trade (G.A.T.T.)*

The General Agreement on Tariffs and Trade, to which Australia was one of the original contracting parties, is an international trade agreement which has been in operation since 1 January 1948. At March 1976, eighty-three countries, whose foreign trade represents well over 80 per cent of the total volume of world trade, were full contracting parties to the Agreement, three had acceded provisionally, and nineteen had applied the Agreement on a de facto basis.

Six series of tariff negotiations have been conducted, as a result of which Australia has obtained tariff concessions from individual countries on a number of its principal or potential exports to them, as a consequence of both direct negotiation by Australia and negotiation by other countries. A new round of multilateral trade negotiations (the seventh) was inaugurated at Tokyo in September 1973, and approximately ninety countries, both G.A.T.T. and non-G.A.T.T. members, are participating in the negotiations. It has been agreed that the principal areas of negotiation should be the reduction of tariff and non-tariff barriers to trade in agricultural and industrial products; and the safeguarding of measures against the disruption of domestic industries by imports. The problems of developing countries are being given special consideration.

*Excise Tariff*

The Excise Tariff applies to certain articles which can be manufactured only under licence and subject to certain conditions. The tariff relates to beer, spirits, amylic alcohol and fusel oil, saccharin, liqueurs, flavoured spirituous liquors, tobacco, cigars, cigarettes, snuff, coal, certain petroleum, shale, or coal tar distillates, playing cards, cigarette papers, matches, wine (certain types), and canned fruit.

*Customs (Import Licensing) Regulations*

Import licensing of certain goods from non-British countries was introduced in 1936 by an amendment to the Customs (Prohibited Imports) Regulations. Licensing was strengthened on 1 December 1939 under the Customs (Import Licensing) Regulations because war-time conditions required close controls on imports. It was relaxed progressively after the end of the Second World War so that by March 1952 goods from the non-dollar area (except Japan, to which special conditions applied until 1957) were virtually free from import licensing controls. A decline in the price of wool and a large increase in imports in the year 1951-52 so endangered Australia's external financial position that import licensing was significantly intensified in March 1952.

The 1939 Regulations were subsequently substituted by the Customs (Import Licensing) Regulations of 1956. Between March 1952 and February 1960 import restrictions were varied broadly in line with Australia's balance of trade position. From February 1960 only some 10 per cent of imports by value remained subject to control. Most of the restrictions were removed in October 1962 when licensing was limited to certain goods controlled for reasons of industry protection.

After the general 25 per cent reduction in the Australian Customs Tariff rates in 1973 it also became necessary to impose licensing on a quantitative basis in respect of a limited number of commodities. These controls were introduced to afford temporary protection to local manufacturers pending the examination by the Industries Assistance Commission of the longer term needs for protection.

### Trade Services

#### *Trade Commissioner Service*

The stimulation of interest overseas in Australia's exports is an important government activity in which the Australian Trade Commissioner Service plays a prominent role. Since the end of the Second World War the Service has grown steadily, and by early 1976 there were 173 Trade Commissioners and Assistant Trade Commissioners, and 60 posts had been established in 46 countries.

Trade Commissioners are responsible for commercial intelligence in their territories. Particular facilities provided for Australian exporters and export organisations include: surveys of market prospects; advice on selling and advertising methods; arranging introductions with buyers and agents; providing reports on the standing of overseas firms; advice and assistance to business visitors; assisting less developed countries in promoting their exports in Australia; helping to organise and carry through trade missions, trade displays, newspaper supplements, and other promotion and publicity media; providing information on import duties, import licensing, economic conditions, quarantine and sanitary requirements, and other factors affecting the entry and sale of goods and services, particularly in consultancy fields; helping to attract desirable investment overseas by Australian firms; and providing information on Australia to overseas firms interested in investing in Australia.

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

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

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

#### *Trade missions*

Up to June 1976 the Commonwealth Government had sent 112 trade and survey missions and five trade ships overseas as part of the campaign to increase exports. The experience acquired has indicated the need for flexibility in techniques to suit particular products or markets. At present the following types of trade missions are in use:

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

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

*Trade displays, fairs, exhibitions, and store promotions*

Since 1949, Australia has participated in numerous major trade fairs, exhibitions, and displays in Africa, Asia, Europe, the Americas, and the Pacific area.

Initially the emphasis was on participation in general trade fairs directed at the public and the general commercial community. With the development of more sophisticated export promotion techniques and the increased diversity of Australian manufactured goods available for export, more emphasis is now placed on individual Australian trade displays and participation in specialised trade shows directed almost entirely at the business community. In addition, display rooms in Trade Commissioner offices are currently in use in Singapore, Kuala Lumpur, Manila, Hong Kong, Jakarta, Port Moresby, and Suva.

*Export market development grants*

In December 1974, legislation was passed by the Commonwealth Parliament to provide incentives for the development of export markets. The *Export Market Development Grants Act 1974* authorised the establishment of the Export Development Grants Board to administer the grants scheme. This scheme, operative for five years, replaced the former Export Market Development Allowance and Export Incentive Grants schemes.

Grants payable under this scheme are subject to income tax and are designed to encourage Australian exporters and prospective exporters to develop overseas markets for their products and services which are substantially of Australian origin.

Grants are payable to any resident of Australia who incurs eligible expenditure, as defined in the Act, in developing an export market for goods and services intended to be exported from Australia. Export market development grants are made at either the premium rate of 85 per cent or the standard rate of 60 per cent for eligible expenditure. The premium rate applies to participants in Commonwealth Government organised and Commonwealth Government sponsored overseas promotions, new markets, and to certain subscriptions or levies. The standard rate applies to all other eligible expenditure.

For practical purposes the Commonwealth Department of Overseas Trade organises Australian participation only in those specialised overseas promotions which are likely to attract a sufficient number of Australian exporters to reflect a reasonably comprehensive range of Australian products. For specialised overseas promotions in which it is not organising Australian participation, the Commonwealth Department of Overseas Trade is prepared to consider requests from intending Australian participants to sponsor these promotions. Eligible expenditure incurred in both Commonwealth Government organised and Commonwealth Government sponsored overseas promotions automatically qualifies for the premium grant rate.

The maximum grant payable in any year is \$100,000 or 10 per cent of export earnings, whichever is the lower, plus an additional amount of up to \$25,000 for eligible expenditure incurred on Commonwealth Government organised or Commonwealth Government sponsored promotions.

*Export of consulting services*

Australian professional consultants, with the assistance of the Commonwealth Department of Overseas Trade, have been increasingly successful in obtaining

overseas commissions and are contributing significantly to Australia's foreign exchange earnings.

The consultants are representative of a wide range of disciplines, including engineering, architecture, agriculture, mining, surveying, and urban and regional planning.

Most opportunities for Australian professional consultants arise through development projects financed by international aid and lending organisations such as the International Bank for Reconstruction and Development, the United Nations Development Programme, and the Asian Development Bank.

To enable Australian consultants to improve their competitive position as compared with that of foreign consultants, the Commonwealth Government established the Consulting Services Feasibility Study Fund in 1973. This facility is used to finance selected feasibility studies of approved developmental projects overseas carried out by Australian consultants in developing countries.

#### *Construction contracts overseas*

The Australian Overseas Construction Council, which was formed by the Master Builders' Federation of Australia and the Australian Federation of Construction Contractors, assists construction contractors in the securing of contracts overseas. It has a close liaison with the Commonwealth Department of Overseas Trade, which provides information on construction opportunities overseas.

#### *Investment overseas*

The Commonwealth Government promotes and encourages direct private Australian investment overseas, particularly in developing countries where the investment is undertaken on a joint venture basis with participation by local partners, and which is in accordance with the social and economic development priorities and investment plans of the host countries. The Commonwealth Government assists worthwhile new investment by a number of measures, including:

(1) *Overseas Investment Insurance Scheme.* Insurance of overseas investments against the non-commercial risks of expropriation, exchange control restrictions, and war damage can be effected with the Export Finance Insurance Corporation. Since February 1975, the scope of the scheme has been broadened to include all new investments which might assist in the economic and social development of an overseas country. The scheme has also been extended to include new eligible investments in Papua New Guinea.

(2) *Overseas Investment Feasibility Fund.* This Fund was established in May 1974 to encourage firms to undertake pre-investment feasibility studies in developing countries. It is aimed primarily at small to medium-sized firms which could be deterred from investigating potentially worthwhile investment projects. Where an approved study indicates that a proposed venture is not economically feasible and a firm decides not to invest, provision is made for the reimbursement of 60 per cent of eligible expenditure incurred on the overseas portion of the study up to a maximum of \$25,000 per study, per year. An individual firm will be eligible for only one grant from the Fund for any one country in any one financial year. The maximum payment to any one firm from the Fund in any one financial year is \$30,000.

(3) *General Investment Information and Advisory Service.* To assist Australian firms in evaluating investment prospects in overseas countries, a comprehensive range of investment information on a number of overseas countries is held by the regional and head offices of the Commonwealth Department of Overseas Trade, and is available free on request to investors and potential investors. The Department also arranges seminars on investment opportunities and prospects in specific countries.

*Victorian Government involvement in overseas trade*

There are no specific Victorian trade services, although Victorian Government representatives overseas indirectly stimulate trade in performing agency functions. The Victorian Government also acts as co-sponsor for trade fairs, such as the Asian Trade Fair held in Melbourne in June 1975.

**Further reference, 1976 ; Victoria's pattern of trade, 1964 ; Export Payments Insurance Corporation, 1975**

## EXTERNAL TRADE STATISTICS

**Compilation**

All goods which add to or subtract from resources should enter overseas trade statistics. The statistics are not confined only to goods which are the subject of a commercial transaction, but all goods moving in or out of Australia are recorded, except for certain exclusions. Among the items included are exports and imports on government account including some items of defence equipment, and outside packages (i.e., the outside package or outside covering of the goods).

Overseas trade statistics are compiled by the Australian Bureau of Statistics from data relating to exports and imports submitted by exporters and importers or their agents to the Bureau of Customs administered by the Commonwealth Department of Business and Consumer Affairs as required by the Customs Act. Exports and imports are recorded statistically in the month in which the entries are passed by the Bureau of Customs. Normally this is within a few days of the loading or discharge of cargo.

From July 1965, imports have been classified according to the Australian Import Commodity Classification (A.I.C.C.) and, from July 1966, exports have been classified according to the Australian Export Commodity Classification (A.E.C.C.). Before those years the statistics were based on the Standard Classification of Imports and Exports. The new classifications (7 digits) are based on the 5 digits Standard International Trade Classification, Revised, (S.I.T.C.), which is closely related to the Brussels Tariff Nomenclature (4 digits), (B.T.N.), used in the Australian Customs Tariff (7 digits) introduced in July 1965.

Australia uses the Australian Customs Tariff, based on B.T.N., for the recording of goods entering the country, thus applying the relevant rates of duty applicable, and the Australian Export Commodity Classification, based on S.I.T.C., for those goods leaving Australia. The Australian Bureau of Statistics therefore publishes trade statistics classified by the Australian Customs Tariff (tariff items), A.I.C.C., and A.E.C.C. (statistical items). There are approximately 8,500 tariff items and statistical key codes, 6,200 A.I.C.C. items, and 2,300 A.E.C.C. items.

There is a one-for-one correspondence between the tariff items and the statistical items in some cases, and in other cases one statistical item represents several tariff items, because of (1) logical grouping of commodities with differential rates of duty requiring separate tariff items, (2) reduction in the number of individual commodities in Bureau processing compared with Customs records because of the requirements of cross-tabulations in statistical publications, and (3) possible concealment of confidential items. Changes are also made to statistical groupings from time to time to close down diminishing items into a broad category or open up expanding items into finer categories.

The statistical item series (S.I.T.C.) is published in the publication *Overseas trade* annually and corresponding monthly and quarterly publications. The tariff item series (Australian Customs Tariff) appears in the publication *Imports cleared for home consumption* annually. Imports cleared for home consumption differ in scope from imports in that they include withdrawals from bonded warehouses and exclude imports into bonded warehouses. The *Overseas trade*

publication shows imports landed during a period and the *Imports cleared for home consumption* publication shows those cleared through Customs during the same period.

Before tabulation the tariff item numbers on the warrants are converted to S.I.T.C. numbers and complex cross-tabulations of items by quantity (where applicable) and value can then be produced for Australia and the States, showing country of origin or destination and importing and exporting State, and a variety of other details. Monthly printout of results is made available to users in all the State Offices of the Australian Bureau of Statistics and recently this has been made more helpful to users by the introduction of microfiche readers and printers. A range of trade publications is produced for general distribution as well as special returns to satisfy specific requests. More than 4,000 queries of all types by mail, telephone, and personal visit are handled by officers of the Trade sub-section at the Victorian Office of the Australian Bureau of Statistics alone each year.

### Definitions

Certain definitions and abbreviations of relevance to the interpretation of trade statistics have been explained in passing in earlier sections of this chapter. For example, in the section relating to legislation and agreements, definitions were given for primage duties, anti-dumping duties, bilateral trade agreements, G.A.T.T., and excise tariff; in the section relating to trade services: trade commissioner, trade mission; and in the section relating to compilation of trade statistics: tariff item, statistical item, imports cleared for home consumption, outside packages, B.T.N., S.I.T.C., A.I.C.C., and A.E.C.C. Other relevant definitions and abbreviations are:

Country of consignment: the country to which goods are consigned at the time of export. If not so determined, the exports are recorded as "for orders".

Country of origin: the country of production as defined for tariff purposes.

n.e.c.: not elsewhere classified.

c.i.f.: cost, insurance, freight.

kg: kilogram.

litre al.: litre alcohol.

The method of valuation used requires separate treatment and is discussed below.

### Recorded value of imports and exports

All values in overseas trade statistics are determined on a "free on board (f.o.b.) port of shipment" basis. This means that all charges (in particular the cost of freight and insurance) incurred after the goods have been exported from the port of shipment are excluded. Only transport and service charges incurred, or usually incurred, before export are included in the determination of trade values.

The procedure adopted to value exports and imports is as follows:

(1) *Exports*. The recorded value of goods exported includes the cost of the outside package and has been determined, since July 1937, as follows:

(i) goods sold to overseas buyers before export are valued at the Australian f.o.b. port of shipment equivalent of the actual price at which the goods were sold; and

(ii) goods shipped on consignment are valued at the Australian f.o.b. port of shipment equivalent of the price paid for similar goods of Australian origin in the principal markets of the country to which they are dispatched for sale.

(2) *Imports*. The recorded value of goods imported is the "value for duty" as laid down for Customs purposes, i.e., the sum of:

- (i) (a) the actual money price paid or to be paid for the goods by the Australian importer plus any special deduction, or  
 (b) the current domestic value of the goods, whichever is the higher ;  
 and  
 (ii) all charges payable or ordinarily payable for placing the goods free on board at the port of export.

In the case of goods consigned for sale in Australia, the "value for duty" shall be the amount which would be the "value for duty" if the goods were at date of exportation sold to an Australian importer instead of being consigned for sale in Australia.

"Current domestic value" is defined as "the amount for which the seller of the goods to the purchaser in Australia is selling or would be prepared to sell for cash, at the date of exportation of those goods, the same quantity of identically similar goods to any and every purchaser in the country of export for consumption in that country".

"Special deduction" is defined as "any discount or other deduction allowed to the Australian importer which would not ordinarily have been allowed to any and every purchaser at the date of exportation of an equal quantity of identically similar goods".

"Leasing arrangements." The recorded value of goods under leasing arrangements is defined as the f.o.b. value, i.e., not the value of the lease receipts or payments. However, for balance of payments purposes, large items of equipment under lease are normally excluded from export and import figures, and therefore from the balance of trade, since no change of ownership has occurred.

#### Overseas trade of Victoria

Statistics of Australia's overseas trade passing through Victorian ports are compiled from documents obtained under the Customs Act and are shown in the following tables :

#### VICTORIA—OVERSEAS TRADE : RECORDED VALUES OF IMPORTS INTO AND EXPORTS FROM VICTORIAN PORTS (\$'000 f.o.b.)

Year	Imports	Exports			Excess of imports
		Australian produce	Re-exports	Total	
1970-71	1,458,583	995,867	39,041	1,034,908	423,675
1971-72	1,431,076	1,103,230	36,501	1,139,731	291,345
1972-73	1,472,602	1,461,778	33,595	1,495,373	-22,771
1973-74	2,155,759	1,556,720	36,920	1,593,640	562,119
1974-75	2,793,411	1,631,044	65,784	1,696,828	1,096,583

NOTE. Minus (—) sign denotes excess of exports.

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

Year	Australian trade			Proportion of Australian trade handled at Victorian ports		
	Imports	Exports	Total	Imports	Exports	Total
	\$'000 f.o.b.	\$'000 f.o.b.	\$'000 f.o.b.	per cent	per cent	per cent
1970-71	4,150,028	4,375,757	8,525,785	35.1	23.7	29.2
1971-72	4,008,365	4,893,368	8,901,733	35.7	23.3	28.9
1972-73	4,120,727	6,213,704	10,334,431	35.7	24.1	28.7
1973-74	6,085,004	6,913,746	12,998,750	35.4	23.1	28.8
1974-75	8,083,099	8,672,762	16,755,861	34.6	19.6	26.8

*Classification of overseas imports and exports*

The value of trade according to A.I.C.C. and A.E.C.C. classifications is shown in the following table for the years 1973-74 and 1974-75 :

VICTORIA—CLASSIFICATION OF OVERSEAS IMPORTS AND EXPORTS  
(\$'000 f.o.b.)

Division number	Description	Imports		Exports	
		1973-74	1974-75	1973-74	1974-75
00	Live animals	3,568	5,024	4,944	4,754
01	Meat and meat preparations	834	1,051	239,859	121,323
02	Dairy products and eggs	5,032	6,060	112,681	125,743
03	Fish and fish preparations	20,146	19,190	12,256	10,353
04	Cereals and cereal preparations	2,505	3,054	133,802	221,180
05	Fruit and vegetables	19,838	32,946	61,396	58,950
06	Sugar and sugar preparations and honey	1,512	3,161	539	2,803
07	Coffee, tea, cocoa, spices, and manufactures thereof	28,549	40,510	5,806	8,782
08	Feeding-stuff for animals (except unmilled cereals)	2,338	1,796	12,072	6,090
09	Miscellaneous preparations chiefly for food	2,372	3,267	2,040	1,531
11	Beverages	5,451	5,965	3,403	4,684
12	Tobacco and tobacco manufactures	15,910	21,006	2,197	2,294
21	Hides, skins and fur skins, undressed	2,083	1,754	71,210	50,884
22	Oil seeds, oil nuts, and oil kernels	6,283	2,555	130	343
23	Crude rubber (including synthetic and reclaimed)	23,579	17,560	776	821
24	Wood, timber, and cork	26,681	19,835	189	173
25	Pulp and waste paper	13,710	20,945	14	23
26	Textile fibres and their waste	51,244	24,155	360,003	244,019
27	Crude fertilisers and crude minerals (except coal, petroleum, and precious stones)	15,357	24,675	794	1,403
28	Metalliferous ores and metal scrap	435	458	26,779	51,525
29	Crude animal and vegetable materials, n.e.c.	10,261	8,600	8,082	8,955
32	Coal, coke, and briquettes	156	290	2,532	4,248
33	Petroleum and petroleum products	79,945	111,423	68,743	118,443
34	Petroleum gases and other gaseous hydrocarbons	15	31	(a)	(a)
41	Animal oils and fats	263	387	17,378	20,785
42	Fixed vegetable oils and fats	7,920	15,288	334	838
43	Animal and vegetable oils and fats, processed, and waxes of animal or vegetable origin	1,429	2,141	355	1,103
51	Chemical elements and compounds	70,257	103,626	6,984	8,934
52	Mineral tar and crude chemicals from coal, petroleum, and natural gas	1,211	1,267	1,256	3
53	Dyeing, tanning, and colouring materials	20,186	16,024	2,602	4,156
54	Medicinal and pharmaceutical products	19,829	27,506	8,432	9,324
55	Essential oils and perfume materials; toilet, polishing, and cleansing preparations	5,528	6,155	2,163	2,829
56	Fertilisers, manufactured	2,051	3,082	86	32
57	Explosives and pyrotechnic products	2,348	4,019	2,526	2,460
58	Plastic materials, regenerated cellulose, and artificial resins	72,520	97,329	14,215	16,856
59	Chemical materials and products, n.e.c.	25,701	35,601	17,988	11,288
61	Leather, leather manufactures, n.e.c., and dressed fur skins	6,234	8,569	2,171	1,890
62	Rubber manufactures, n.e.c.	26,489	37,144	3,810	3,302
63	Wood and cork manufactures (except furniture)	12,759	12,949	966	918
64	Paper, paperboard, and manufactures thereof	60,083	80,186	3,070	5,835
65	Textile yarns, fabrics, made-up articles, and related products	271,096	194,789	13,461	14,145

VICTORIA—CLASSIFICATION OF OVERSEAS IMPORTS AND EXPORTS—*continued*  
(\$'000 f.o.b.)

Division number	Description	Imports		Exports	
		1973-74	1974-75	1973-74	1974-75
66	Non-metallic mineral manufactures, n.e.c.	45,078	48,335	7,153	9,717
67	Iron and steel	71,680	104,458	4,508	18,508
68	Non-ferrous metals	14,863	20,110	31,590	48,581
69	Manufactures of metal, n.e.c.	48,950	72,737	28,710	42,545
71	Machinery (except electric)	303,039	466,969	46,962	76,557
72	Electrical machinery, apparatus, and appliances	139,738	238,681	25,531	44,583
73	Transport equipment	282,034	418,761	97,611	100,972
81	Sanitary, plumbing, heating, and lighting fixtures and fittings	6,008	7,658	1,585	1,358
82	Furniture	5,904	8,316	467	722
83	Travel goods, handbags, and similar articles	3,840	4,879	78	118
84	Clothing and clothing accessories; articles of knitted or crocheted fabric	43,155	70,873	5,672	6,041
85	Footwear, gaiters, and similar articles and parts therefor	18,621	21,265	626	513
86	Professional, scientific, and controlling instruments; photographic and optical goods, watches, and clocks	71,181	93,477	19,945	24,242
89	Miscellaneous manufactured articles, n.e.c.	103,478	128,293	12,205	24,212
9A	Commodities and transactions of merchandise trade, n.e.c.	40,757	48,234 (b)	52,536 (b)	97,064
	Total merchandise	2,142,036	2,774,419	1,563,226	1,649,755
9B	Commodities and transactions not included in merchandise trade	13,723	18,991	30,414	47,075
	Total	2,155,759	2,793,411	1,593,640	1,696,828

(a) Included in Division 9A.

(b) Includes Division 34.

*Trade with overseas countries*

The value of trade with overseas countries for the years 1972-73 to 1974-75 is shown in the following table:

VICTORIA—OVERSEAS IMPORTS AND EXPORTS: COUNTRIES OF ORIGIN AND CONSIGNMENT  
(\$'000 f.o.b.)

Country	Imports			Exports		
	1972-73	1973-74	1974-75	1972-73	1973-74	1974-75
Belgium-Luxembourg	13,342	23,164	28,902	11,426	10,356	8,717
Canada	48,458	64,828	75,105	44,570	36,521	31,244
China—						
Excluding Taiwan						
Province	17,269	23,489	25,822	22,427	42,760	51,694
Taiwan Province only	22,563	45,504	41,616	24,133	19,162	23,443
Czechoslovakia	3,105	4,544	6,053	4,032	4,737	4,368
France	34,683	33,475	57,463	67,543	65,224	46,125
Germany, Federal						
Republic of	124,029	212,455	261,072	43,921	37,175	42,782
Greece	1,865	2,447	4,308	8,593	4,196	2,171
Hong Kong	28,368	61,229	64,058	30,094	34,417	30,695
India	12,730	20,023	21,261	8,281	9,838	11,149
Indonesia	4,052	4,775	7,113	20,147	27,437	39,682
Iran	2,630	4,527	6,036	4,740	6,505	22,428
Iraq	13,571	18,812	64,038	931	3,061	2,795
Italy	31,737	53,479	73,821	33,105	31,200	24,187
Japan	267,520	383,578	478,637	326,451	355,031	313,653
Korea, Republic of	3,815	11,484	18,613	17,256	12,126	14,692

VICTORIA—OVERSEAS IMPORTS AND EXPORTS : COUNTRIES OF ORIGIN AND  
CONSIGNMENT—*continued*  
(S'000 f.o.b.)

Country	Imports			Exports		
	1972-73	1973-74	1974-75	1972-73	1973-74	1974-75
Kuwait	6,719	19,639	7,878	2,390	1,898	3,856
Malaysia	13,012	26,787	20,870	21,803	35,707	41,405
Mexico	910	2,477	3,436	5,257	6,955	9,184
Netherlands	20,475	30,434	48,557	11,327	11,597	20,279
New Zealand	49,107	67,015	67,856	121,833	170,275	217,874
Pakistan	1,789	5,555	2,139	1,955	1,755	16,604
Papua New Guinea	7,286	11,370	10,939	26,865	30,444	45,300
Philippines	1,885	4,815	6,863	20,532	24,449	39,606
Poland	1,263	2,747	2,866	19,586	18,204	16,225
Qatar	..	21,614	..	317	299	2,113
Saudi Arabia	1,737	3,709	12,325	8,407	8,687	16,360
Singapore	7,923	14,230	19,366	26,314	32,934	55,262
South Africa	5,007	9,343	11,966	45,334	33,280	30,389
Spain	7,197	14,089	14,223	7,422	7,202	5,004
Sri Lanka	3,870	4,137	5,593	1,958	3,368	12,989
Sweden	33,013	42,137	70,315	6,397	6,790	10,038
Switzerland	21,189	32,861	35,561	3,027	6,615	5,262
Thailand	2,071	3,592	5,514	14,430	19,761	17,179
United Kingdom	283,361	318,101	453,895	146,358	102,673	97,559
United States of America	301,337	439,779	599,966	164,315	173,441	121,370
U.S.S.R.	745	1,749	2,514	29,811	42,124	38,991
Yugoslavia	250	910	1,269	23,863	28,929	15,268
Other and unknown	72,719	110,856	155,582	118,222	126,507	188,886
<b>Total</b>	<b>1,472,602</b>	<b>2,155,759</b>	<b>2,793,411</b>	<b>1,495,373</b>	<b>1,593,640</b>	<b>1,696,828</b>

#### Interstate trade

Statistics of trade between Victoria and other Australian States are incomplete and relate mainly to seaborne trade. Although a substantial quantity of freight is carried by road and rail transport between Victoria and neighbouring States, no details of this traffic are available. A small tonnage of freight is carried interstate by air (see page 686).

#### *Interstate trade by sea*

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

#### *Port of Melbourne*

Interstate exports during 1974-75 totalled 2,898,918 tonnes. The principal commodities were petroleum and petroleum products, 934,053 tonnes; transport equipment (including touring passenger cars), 473,724 tonnes; food preparations, 63,748 tonnes; beverages and alcoholic liquors, 39,255 tonnes; machinery, 31,251 tonnes; and metal manufactures, 27,563 tonnes.

Interstate imports during the same period totalled 2,965,967 tonnes, the principal commodities being paper and paperboard, 234,974 tonnes; iron and steel, 340,499 tonnes; sugar and sugar preparations, 275,060 tonnes; petroleum and petroleum products, 286,984 tonnes; sulphuric acid, 156,315 tonnes; gypsum, 172,589 tonnes; touring passenger cars, 186,412 tonnes; and timber, 175,262 tonnes.

#### *Port of Geelong*

Total interstate exports during 1975 amounted to 954,040 tonnes, of which petroleum and petroleum products accounted for 915,027 tonnes. Total interstate

imports for the same period amounted to 454,543 tonnes, and consisted mainly of petroleum and petroleum products, 31,561 tonnes; alumina, 194,168 tonnes; pig iron and steel, 123,533 tonnes; and gypsum, 43,504 tonnes.

### Trade of Victoria with Western Australia and Tasmania

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

#### *Western Australia*

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

For the year 1974-75 the value of exports from Victoria to Western Australia totalled \$477.6m. Transport equipment, \$86.2m; clothing and clothing accessories, \$45.8m; machinery other than electric machinery, \$35.1m; electrical machinery, apparatus, and appliances, \$35.1m; and paper, paperboard manufactures, articles, and related products, \$32.6m were the main types of commodities included in this total.

Imports from Western Australia during the same period were valued at \$53.3m. Petroleum and petroleum products, \$5.1m; chemical elements and compounds, \$11.8m; and machinery other than electric machinery, \$6.4m were the main types of commodities imported.

Detailed statistics of this trade appear in the publication *Statistics of Western Australia, Trade (Interstate and Overseas), 1974-75* issued by the Deputy Commonwealth Statistician, Perth.

#### *Tasmania*

Details of trade between Victoria and Tasmania are available only for trade by sea. Both exports and imports are valued on an f.o.b. basis.

For the year 1974-75 exports by sea from Victoria to Tasmania were valued at \$300.1m. Transport equipment, \$72.0m; petroleum products, \$28.1m; and tobacco and tobacco manufactures, \$11.6m were the main types of commodities exported. The value of tourists' motor vehicles included in the total for 1974-75 was approximately \$30.6m.

Imports from Tasmania during the same period amounted to \$245.6m. Preserved vegetables, \$16.7m and timber, \$19.2m were the main types of commodities imported. The value of tourists' motor vehicles included in the total for 1974-75 was approximately \$30.3m.

### Customs and excise revenue

The total gross customs duties collected by the Commonwealth Government in Victoria in each of the three years 1972-73 to 1974-75 were \$197.2m, \$222.1m, and \$305.8m, respectively. Collections include duty received on account of goods transferred to other States for consumption and exclude duty in respect of goods imported into other States but consumed in Victoria.

The principal commodities produced in Victoria on which the Commonwealth Government imposes excise duty are shown in the following table, together with the gross amount of duty collected on account of each item for each of the three years 1972-73 to 1974-75. As with customs duties, collections include duty levied on goods exported to other States for consumption and exclude duty in respect of goods produced in other States, but consumed in Victoria.

VICTORIA—GROSS EXCISE DUTY COLLECTED ON PRINCIPAL  
COMMODITIES

Article and unit of quantity	Quantity on which duty was collected			Gross excise duty collected		
	1972-73	1973-74	1974-75	1972-73	1973-74	1974-75
	'000	'000	'000	\$'000	\$'000	\$'000
Spirits (potable) litre al.	2,108	2,143	1,868	8,005	12,332	16,526
Tobacco kg	524	482	439	3,107	3,341	3,577
Cigars and cigarettes kg	7,811	7,852	8,060	89,473	105,377	128,032
Petrol litre	3,343,915	3,486,727	3,569,379	127,236	164,805	175,078
All other articles (a)	..	..	..	134,617	152,936	161,001
<b>Total</b>	..	..	..	362,438	438,791	484,214

(a) Includes excise duty collected on beer, which is not available for separate publication.

The overseas trade and the gross revenue collected at Victorian ports during the year 1974-75 are shown in the following table :

VICTORIA—OVERSEAS TRADE AND GROSS REVENUE COLLECTED  
AT VICTORIAN PORTS, 1974-75  
(\$'000)

Particulars	Melbourne (a)	Geelong	Portland	Western Port	Total
Overseas trade—					
Imports	2,642,040	134,993	9,969	6,409	2,793,411
Exports	1,331,028	222,885	20,509	122,406	1,696,828
<b>Total</b>	<b>3,973,068</b>	<b>357,878</b>	<b>30,478</b>	<b>128,815</b>	<b>4,490,239</b>
Gross revenue—					
Customs	301,867	2,663	186	1,097	305,813
Excise	470,019	14,195	..	..	484,214
<b>Total</b>	<b>771,886</b>	<b>16,858</b>	<b>186</b>	<b>1,097</b>	<b>790,027</b>

(a) Includes Port of Melbourne, Melbourne Airport, and parcels post.

AUSTRALIA—VALUE OF OVERSEAS TRADE, GROSS CUSTOMS, AND EXCISE  
DUTY COLLECTED BY STATES, 1974-75  
(\$'000)

State	Imports	Exports	Excess of exports	Gross duty collected	
				Customs	Excise
New South Wales	3,494,781	1,979,005	—1,515,776	381,116	632,323
Victoria	2,793,411	1,696,828	—1,096,583	305,813	484,214
Queensland	580,051	2,007,775	1,427,724	69,292	259,320
South Australia	482,077	764,410	282,333	58,117	154,218
Western Australia	577,420	1,880,082	1,302,662	44,109	148,310
Tasmania	100,616	226,154	125,538	6,547	47,237
Northern Territory	48,895	117,063	68,168	5,348	7,136
Australian Capital Territory	5,848	1,445	—4,403	462	98
<b>Australia</b>	<b>8,083,099</b>	<b>8,672,762</b>	<b>589,663</b>	<b>870,804</b>	<b>1,732,856</b>

NOTE. Minus (—) sign denotes excess of imports.

## BIBLIOGRAPHY

**Victorian Office**

- 3 Victorian monthly statistical review

**Central Office**

- 8.4 Australian exports—country by commodity
- 8.5 Exports of principal products of Australian origin
- 8.7 Imports cleared for home consumption (parts 1 and 2)
- 8.8 Imports of assembled new passenger motor cars, Australia (preliminary)
- 8.11 Overseas trade
- 8.13 Overseas trade, imports by commodity divisions, Australia
- 8.14 Overseas trade, major groups of countries
- 8.17 Trade of Australia with Eastern countries
- 8.18 Overseas trade, exports by commodity divisions, Australia
- 8.19 Australian imports—country by commodity
- 8.22 Exports and imports of merchandise at constant prices
- 8.25 Exports by mode of transport