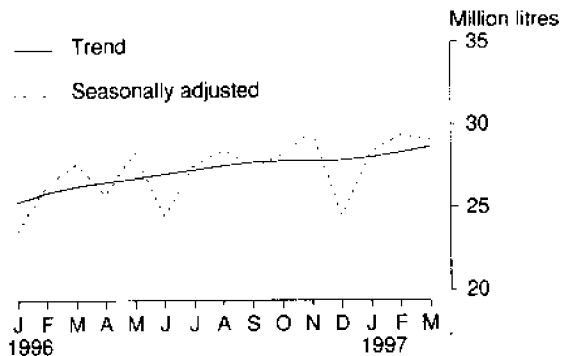




SALES OF AUSTRALIAN WINE AND BRANDY BY WINEMAKERS, MARCH 1997

SUMMARY OF FINDINGS

DOMESTIC SALES OF AUSTRALIAN PRODUCED WINE



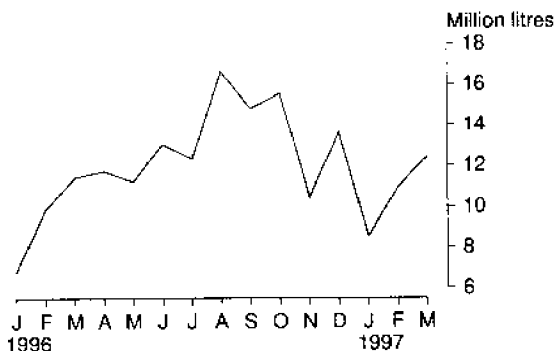
DOMESTIC SALES

The trend estimate for the total domestic sales of Australian produced wine rose by 1.2% in March. The trend series shows continuous growth since November 1995.

The seasonally adjusted estimate for the total domestic sales of Australian produced wine was 29.1 million litres, a fall of 1.0% on the previous month. It would require a fall of around 7% in the seasonally adjusted estimate for April for the trend series to flatten out.

In original terms, there were 26.9 million litres of Australian produced wine sold domestically during March, up 8.2% on February and 4.0% on March 1996.

EXPORTS OF AUSTRALIAN PRODUCED WINE

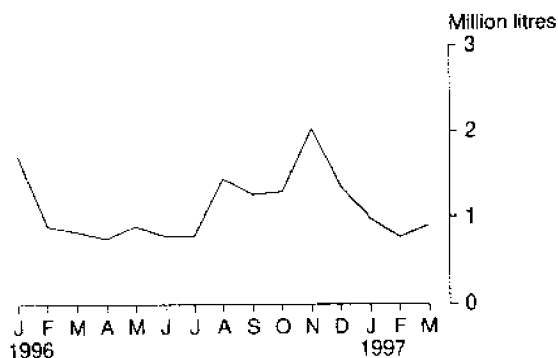


EXPORTS

A total of 12.4 million litres of Australian wine valued at \$48.0 million were exported in March. This quantity is 13.6% more than February and 8.7% more than March 1996.

Exports to the United Kingdom were 5.7 million litres of wine at a value of \$20.7 million. This represents 46.0% in quantity and 43.0% in value of the total March exports and makes the United Kingdom the most significant country of destination for Australian produced wine.

WINE IMPORTS CLEARED FOR HOME CONSUMPTION



IMPORTS CLEARED FOR HOME CONSUMPTION

Australia cleared 0.9 million litres of imported wine for home consumption in March, up 17.5% on February and 9.0% on March 1996. Table wine represented 66.4% of the total quantity of imports.

March imports were valued at \$4.3 million, an increase of 5.5% on the previous month. The average price per litre of wine imports cleared for home consumption was \$4.74 compared with \$5.28 in February and \$3.76 in March 1996.

INQUIRIES

- for more information about statistics in this publication and the availability of related unpublished statistics, contact Peter Carmalt on Adelaide (08) 8237 7632 or any ABS State
- for information about other ABS statistics and services please refer to the back of this publication.

DOMESTIC SALES OF AUSTRALIAN PRODUCED TABLE WINE, ORIGINAL DATA

| Table wine | 3 months ended March | | % change |
|---|----------------------|---------------|-------------|
| | 1996 | 1997 | |
| | '000 L | '000 L | |
| White — bottles 1 litre and under | 11 093 | 12 930 | 16.6 |
| White — other containers | 28 753 | 28 579 | -0.6 |
| Total white | 39 846 | 41 509 | 4.2 |
| Red — bottles 1 litre and under | 6 652 | 8 671 | 30.4 |
| Red — other containers | 5 314 | 7 281 | 37.0 |
| Total red | 11 966 | 15 952 | 33.3 |
| Total table wine (includes Rosé) | 52 735 | 58 392 | 10.7 |

Total sales of Australian produced table wine rose by 10.7% in the past 3 months compared with the same period 12 months ago. Red table wine sales rose by 33.3% with a 30.4% rise in bottle sales and a 37.0% rise in sales of other containers (mostly soft packs). White table wine sales rose by 4.2% with bottle sales up 16.6% which were offset by a fall of 0.6% in other containers.

The volume of wine sales reported above does not include any quantity of imported wine that may have been blended with the Australian product.

WINE AVAILABLE FOR CONSUMPTION IN AUSTRALIA, ORIGINAL DATA

| Period | Domestic sales of Australian produced wine | Imports cleared for home consumption | Available for consumption |
|----------------------|--|---|------------------------------|
| | '000 L | '000 L | '000 L |
| 1993-94 | 319 534 | 8 341 | 327 875 |
| 1994-95 | 313 357 | 14 057 | 327 414 |
| 1995-96 | 309 462 | 20 256 | 329 718 |
| 1996 | | | |
| 3 months ended March | 63 626 | 3 454 | 67 080 |
| 1997 | | | |
| 3 months ended March | 69 675 | 2 677 | 72 352 |

There was an increase of 5.3 million litres or 7.9% in the wine available for consumption for the 3 months to March compared with the same period a year ago. The decrease of 0.8 million litres in imports was offset by the increase of 6.0 million litres in the domestic sales of Australian produced wine.

DISPOSALS OF AUSTRALIAN PRODUCED WINE, ORIGINAL DATA

| Period | Domestic sales of Australian produced wine | Exports of Australian produced wine | Total disposals |
|----------------------|--|--|--------------------|
| | '000 L | '000 L | '000 L |
| 1993-94 | 319 534 | 125 464 | 444 998 |
| 1994-95 | 313 357 | 113 663 | 427 020 |
| 1995-96 | 309 462 | 129 661 | 439 123 |
| 1996 | | | |
| 3 months ended March | 63 626 | 28 108 | 91 734 |
| 1997 | | | |
| 3 months ended March | 69 675 | 31 940 | 101 615 |

There was an increase of 9.9 million litres or 10.8% in the disposal of Australian produced wine for the 3 months to March 1997 compared with the same period a year ago. This increase is a result of a rise of 6.0 million litres (9.5%) in the domestic sales of Australian produced wine combined with a rise of 3.8 million litres (13.6%) in exports.

1

DOMESTIC SALES OF AUSTRALIAN WINE AND BRANDY BY WINEMAKERS

| Period | Wine type | | | | | | Total wine | | | |
|-----------------|-----------|-----------|-----------|------------|------------------------|----------|------------|---------------------|-----------------------------|---------------------|
| | Table | Fortified | Sparkling | Carbonated | Flavoured ¹ | Vermouth | Original | Seasonally adjusted | Trend estimate ² | Brandy ³ |
| | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L |
| 1993-94 | 254 702 | 27 026 | 30 598 | 3 525 | 2 426 | 1 258 | 319 534 | .. | .. | 1 301 |
| 1994-95 | 251 586 | 27 000 | 28 000 | 3 434 | 2 218 | 1 119 | 313 357 | .. | .. | 1 188 |
| 1995-96 | 247 274 | 25 865 | 30 148 | 3 089 | 2 087 | 999 | 309 462 | .. | .. | 1 113 |
| 1995-96— | | | | | | | | | | |
| January | 11 962 | 1 119 | 1 139 | 149 | 108 | 62 | 14 539 | 23 593 | 25 355 | 90 |
| February | 19 213 | 1 673 | 1 902 | 236 | 126 | 89 | 23 241 | 26 423 | 25 964 | 84 |
| March | 21 558 | 1 863 | 1 928 | 276 | 151 | 68 | 25 845 | 27 682 | 26 342 | 50 |
| April | 19 990 | 2 197 | 1 850 | 150 | 165 | 48 | 24 400 | 25 765 | 26 591 | 81 |
| May | 22 417 | 2 734 | 2 060 | 248 | 209 | 81 | 27 750 | 28 392 | 26 765 | 96 |
| June | 19 083 | 2 333 | 1 465 | 227 | 153 | 70 | 23 331 | 24 479 | 27 017 | 83 |
| 1996-97— | | | | | | | | | | |
| July | 25 043 | 3 070 | 2 014 | 244 | 238 | 123 | 30 732 | 27 554 | 27 305 | 109 |
| August | 22 614 | 2 160 | 2 254 | 199 | 205 | 71 | 27 503 | 28 495 | 27 550 | 104 |
| September | 21 690 | 1 872 | 3 059 | 322 | 152 | 64 | 27 159 | 27 415 | 27 742 | 66 |
| October | 22 193 | 2 119 | 3 777 | 335 | 178 | 86 | 28 688 | 28 237 | 27 821 | 87 |
| November | 27 834 | 2 357 | 4 618 | 453 | 215 | 117 | 35 594 | 29 663 | 27 839 | 104 |
| December | 25 798 | 2 376 | 5 537 | 512 | 208 | 121 | 34 551 | 24 454 | 27 878 | 122 |
| January | 14 677 | 1 297 | 1 570 | 163 | 179 | 91 | 17 976 | 28 415 | 28 051 | 54 |
| February | 21 041 | 1 510 | 1 804 | 286 | 112 | 81 | 24 833 | 29 387 | 28 330 | 65 |
| March | 22 674 | 1 630 | 2 171 | 193 | 136 | 61 | 26 866 | 29 086 | 28 683 | 64 |

¹ Includes wine cocktails, marsala, aperitif and tonic wines.

² Trend estimates for the most recent months are provisional and can be revised as data for additional months become available.

³ Quantities on which excise duty was paid.

2

DOMESTIC SALES OF AUSTRALIAN FORTIFIED AND SPARKLING WINE AND VERMOUTH BY WINEMAKERS

| Period | Fortified wine | | | | | | Sparkling wine ¹ | | Vermouth | |
|-----------------|----------------|--------|--------|--------------|--------|--------------------|-----------------------------|-------------------|----------|--------|
| | Sherry | | | Dessert wine | | | Bottle fermentation | Bulk fermentation | Dry | Sweet |
| | Dry | Medium | Sweet | Port | Muscat | Other ³ | | | | |
| | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L |
| 1993-94 | 1 889 | 2 318 | 6 133 | 15 383 | 1 180 | 124 | 26 305 | 4 293 | 564 | 694 |
| 1994-95 | 1 833 | 2 331 | 5 947 | 15 634 | 1 104 | 151 | 23 629 | 4 371 | 494 | 624 |
| 1995-96 | 1 785 | 2 291 | 5 592 | 15 096 | 1 003 | 98 | 22 923 | 7 226 | 440 | 559 |
| 1995-96— | | | | | | | | | | |
| January | 79 | 106 | 286 | 594 | 47 | 7 | 810 | 329 | 24 | 37 |
| February | 119 | 151 | 380 | 947 | 70 | 6 | 1 325 | 577 | 38 | 52 |
| March | 141 | 151 | 385 | 1 106 | 73 | 7 | 1 454 | 474 | 32 | 37 |
| April | 143 | 207 | 466 | 1 289 | 84 | 7 | 1 359 | 491 | 22 | 26 |
| May | 153 | 212 | 585 | 1 674 | 101 | 8 | 1 533 | 527 | 36 | 44 |
| June | 137 | 182 | 489 | 1 441 | 77 | 6 | 1 108 | 357 | 30 | 40 |
| 1996-97— | | | | | | | | | | |
| July | 190 | 283 | 654 | 1 802 | 132 | 9 | 1 544 | 470 | 56 | 67 |
| August | 130 | 168 | 364 | 1 388 | 101 | 10 | 1 609 | 644 | 31 | 40 |
| September | 115 | 160 | 359 | 1 145 | 89 | 5 | 2 118 | 941 | 36 | 28 |
| October | 155 | 204 | 487 | 1 174 | 91 | 9 | 2 797 | 980 | 29 | 56 |
| November | 130 | 203 | 493 | 1 432 | 90 | 9 | 3 421 | 1 197 | 51 | 66 |
| December | 129 | 190 | 457 | 1 497 | 93 | 10 | 3 853 | 1 683 | 56 | 65 |
| January | 94 | 122 | 306 | 704 | 65 | 6 | 1 057 | 512 | n.p. | n.p. |
| February | 116 | 129 | 323 | 873 | 63 | 5 | 1 316 | 488 | 30 | 51 |
| March | 110 | 155 | 325 | 968 | 66 | 6 | 1 635 | 536 | 29 | 32 |

¹ Spritzig table wines are included with table wine.

² Includes semi-sweet and medium dry.

³ Includes madeira, tokay and white port.

3

DOMESTIC SALES OF AUSTRALIAN TABLE WINE BY CONTAINER TYPE

| Period | WHITE WINE NOT EXCEEDING 1 DEGREE BAUMÉ ¹ | | | | | WHITE WINE EXCEEDING 1 DEGREE BAUMÉ ¹ | | | | |
|-----------------|--|-----------------|---------------------------|-------------------|---------|--|-----------------|---------------------------|-------------------|--------|
| | Glass containers | | | | | Glass containers | | | | |
| | 1 litre and under | Over 1 litre | Soft pack ² | Bulk ³ | Total | 1 litre and under | Over 1 litre | Soft pack ² | Bulk ³ | Total |
| | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L |
| 1993-94 | 45 025 | 1 146 | 117 172 | 5 145 | 168 488 | 3 110 | 179 | 20 590 | 87 | 23 967 |
| 1994-95 | 49 063 | 964 | 110 435 | 3 730 | 164 192 | 2 794 | n.p. | 18 888 | n.p. | 21 970 |
| 1995-96 | 48 033 | 657 | 106 049 | 2 861 | 157 601 | 2 553 | 137 | 18 306 | 112 | 21 109 |
| 1995-96— | | | | | | | | | | |
| January | 2 431 | 32 | 5 400 | 215 | 8 078 | 153 | n.p. | 1 011 | n.p. | 1 178 |
| February | 3 927 | 51 | 8 724 | 280 | 12 982 | 198 | n.p. | 1 608 | n.p. | 1 825 |
| March | 4 225 | 50 | 9 435 | 159 | 13 869 | 158 | 11 | 1 735 | 8 | 1 912 |
| April | 3 929 | 46 | 8 607 | 152 | 12 734 | 229 | n.p. | 1 393 | n.p. | 1 640 |
| May | 3 997 | 53 | 9 588 | 161 | 13 799 | 221 | 9 | 1 771 | 11 | 2 012 |
| June | 3 307 | 45 | 7 976 | 173 | 11 500 | 155 | n.p. | 1 457 | n.p. | 1 630 |
| 1996-97— | | | | | | | | | | |
| July | 4 281 | 55 | 9 972 | 171 | 14 480 | 190 | n.p. | 1 672 | n.p. | 1 884 |
| August | 4 375 | 42 | 8 703 | 186 | 13 306 | 202 | n.p. | 1 624 | n.p. | 1 847 |
| September | 4 275 | 47 | 8 790 | 209 | 13 321 | 254 | n.p. | 1 559 | n.p. | 1 836 |
| October | 4 298 | 51 | 9 274 | 258 | 13 881 | 210 | 12 | 1 572 | 12 | 1 806 |
| November | 5 522 | 66 | 11 323 | 281 | 17 192 | 265 | n.p. | 2 219 | n.p. | 2 509 |
| December | 5 842 | 61 | 10 294 | 373 | 16 570 | 332 | n.p. | 1 924 | n.p. | 2 287 |
| January | 3 189 | 43 | 5 612 | 432 | 9 276 | 161 | 8 | 1 217 | 9 | 1 395 |
| February | 4 699 | 56 | 8 225 | 128 | 13 108 | 173 | n.p. | 1 588 | n.p. | 1 777 |
| March | 4 531 | 47 | 9 285 | 123 | 13 986 | 177 | n.p. | 1 771 | n.p. | 1 967 |
| RED | | | | | | | | | | |
| Period | Glass containers | | | | | ROSE | | | | |
| | 1 litre and under | Over 1 litre | Soft pack ² | Bulk ³ | Total | 1 litre and under | Over 1 litre | Soft pack ² | Bulk ³ | Total |
| | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L |
| | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L | '000 L |
| 1993-94 | 27 575 | 444 | 28 399 | 942 | 57 359 | 578 | n.p. | 4 178 | n.p. | 4 888 |
| 1994-95 | 30 013 | 591 | 29 453 | 576 | 60 633 | 570 | 116 | 4 094 | 12 | 4 792 |
| 1995-96 | 33 172 | 420 | 29 964 | 313 | 63 869 | 535 | n.p. | 4 056 | n.p. | 4 695 |
| 1995-96— | | | | | | | | | | |
| January | 1 343 | 18 | 1 093 | 11 | 2 465 | 28 | n.p. | 206 | n.p. | 241 |
| February | 2 365 | 19 | 1 666 | 17 | 4 067 | 40 | n.p. | 291 | n.p. | 339 |
| March | 2 944 | 29 | 2 443 | 18 | 5 434 | 37 | n.p. | 299 | n.p. | 343 |
| April | 2 992 | 31 | 2 226 | 18 | 5 266 | n.p. | n.p. | 307 | n.p. | 351 |
| May | 3 139 | 43 | 2 988 | 31 | 6 200 | n.p. | 7 | 356 | n.p. | 407 |
| June | 2 644 | 28 | 2 908 | 24 | 5 604 | 36 | n.p. | 307 | n.p. | 349 |
| 1996-97— | | | | | | | | | | |
| July | 4 281 | 36 | 3 800 | 29 | 8 146 | 49 | n.p. | 475 | n.p. | 533 |
| August | 3 801 | 39 | 3 214 | 24 | 7 079 | 37 | n.p. | 338 | n.p. | 382 |
| September | 3 170 | 27 | 2 961 | 39 | 6 196 | 37 | n.p. | 294 | n.p. | 337 |
| October | 3 207 | 30 | 2 842 | 33 | 6 112 | 43 | n.p. | 343 | n.p. | 394 |
| November | 3 634 | 41 | 3 920 | 29 | 7 624 | 58 | n.p. | 443 | n.p. | 509 |
| December | 3 413 | 30 | 2 994 | 56 | 6 492 | 71 | n.p. | 368 | n.p. | 450 |
| January | 2 122 | 15 | 1 579 | 55 | 3 771 | 35 | n.p. | 195 | n.p. | 235 |
| February | 3 153 | 23 | 2 581 | 54 | 5 811 | 38 | n.p. | 299 | n.p. | 344 |
| March | 3 395 | 25 | 2 892 | 57 | 6 369 | 34 | n.p. | 312 | n.p. | 352 |

¹ 1 degree baumé = 18 grams of sugar per litre.

² Soft pack containers include all collapsible packs, plastic or otherwise.

³ Bulk includes rigid containers (plastic, steel, wood), tankers and cans.

4

WINE AND BRANDY: IMPORTS CLEARED FOR HOME CONSUMPTION AND EXPORTS OF AUSTRALIAN PRODUCE

| Period | Wine type | | | | Total wine | | Brandy | |
|------------------------------|-----------|-----------|-----------|--------|------------|----------|----------|-------|
| | Table | Fortified | Sparkling | Other | Quantity | Value | Quantity | Value |
| | '000 L | '000 L | '000 L | '000 L | 000 L | \$'000 | 000 L al | '000 |
| IMPORTS CLEARED ¹ | | | | | | | | |
| 1993-94 | 4 432 | 152 | 2 301 | 1 456 | 8 341 | 47 637 | 634 | 8 243 |
| 1994-95 | 9 398 | 272 | 3 065 | 1 322 | 14 057 | 61 057 | 590 | 7 266 |
| 1995-96 | 16 649 | 105 | 2 673 | 830 | 20 256 | 60 478 | 583 | 7 462 |
| 1995-96— | | | | | | | | |
| January | 1 483 | 5 | 175 | 54 | 1 718 | 4 422 | 54 | 637 |
| February | 691 | 12 | 144 | 53 | 900 | 3 213 | 49 | 632 |
| March | 678 | 10 | 96 | 52 | 836 | 3 145 | 34 | 458 |
| April | 547 | 2 | 125 | 85 | 759 | 3 403 | 56 | 550 |
| May | 700 | 9 | 132 | 58 | 899 | 4 065 | 51 | 588 |
| June | 641 | 4 | 118 | 28 | 791 | 3 046 | 34 | 384 |
| 1996-97— | | | | | | | | |
| July | 566 | 2 | 127 | 94 | 789 | 3 715 | 60 | 703 |
| August | 1 265 | 10 | 96 | 80 | 1 451 | 5 790 | 58 | 727 |
| September | 917 | 22 | 228 | 98 | 1 265 | r6 11 | 50 | 562 |
| October | 746 | 19 | 322 | 214 | 1 301 | 7 152 | 52 | 716 |
| November | 1 573 | 8 | 354 | 100 | 2 036 | 8 073 | 70 | 905 |
| December | 954 | 8 | 320 | 75 | 1 357 | 8 373 | 85 | 1 059 |
| January | 719 | 15 | 234 | 24 | 991 | 5 168 | 40 | 678 |
| February | 605 | 7 | 156 | 6 | 775 | 4 092 | 42 | 516 |
| March | 605 | 5 | 173 | 129 | 911 | 4 316 | 35 | 411 |
| EXPORTS ² | | | | | | | | |
| 1993-94 | 116 655 | 2 873 | 5 042 | 893 | 125 464 | 366 574 | 36 | 524 |
| 1994-95 | 105 542 | 2 475 | 5 109 | 537 | 113 663 | 385 704 | 36 | 812 |
| 1995-96 | r121 028 | 2 506 | 5 487 | 639 | r129 661 | r471 498 | 24 | 731 |
| 1995-96— | | | | | | | | |
| January | 6 237 | 262 | 254 | 37 | 6 790 | 26 582 | 3 | 60 |
| February | 9 189 | 154 | 491 | 45 | 9 879 | 34 907 | 1 | 62 |
| March | r10 594 | 326 | 456 | 63 | r11 439 | r42 363 | 1 | 62 |
| April | 11 177 | 121 | 390 | 43 | 11 731 | 41 229 | — | 7 |
| May | 10 710 | 139 | 337 | 61 | 11 246 | 41 688 | 2 | 95 |
| June | r12 312 | 164 | 537 | 63 | r13 076 | r48 124 | 4 | 68 |
| 1996-97— | | | | | | | | |
| July | r11 604 | 174 | 522 | 51 | 12 351 | 45 136 | — | 18 |
| August | 15 465 | 387 | 756 | 66 | 16 674 | 62 700 | 3 | 79 |
| September | 13 733 | 269 | 751 | 72 | 14 824 | 54 926 | 4 | 89 |
| October | 14 169 | 325 | 955 | 124 | 15 573 | 59 437 | 2 | 64 |
| November | r9 773 | 94 | 557 | 49 | r10 473 | 41 260 | 2 | 51 |
| December | r12 911 | 256 | 383 | 88 | r13 638 | r50 492 | 2 | 68 |
| January | r8 083 | 127 | r262 | 92 | r8 564 | r34 169 | — | 9 |
| February | r10 377 | r78 | r446 | r42 | r10 943 | r44 274 | — | 17 |
| March | 11 831 | 213 | 284 | 105 | 12 433 | 48 039 | 2 | 80 |

¹ Due to a change in the Customs Tariff codes implemented in July 1996, the wine type categories are not necessarily comparable with previous data reported.

² Exports may include sales made by exporters other than winemakers.

5

EXPORTS OF AUSTRALIAN WINE BY COUNTRY OF DESTINATION, MARCH 1997

| Country/region | Wine type | | | | Total wine | |
|---|-------------------|----------------|----------------|----------------|-------------------|---------------|
| | Table | Fortified | Sparkling | Other | Quantity | Value |
| | litres | litres | litres | litres | litres | \$'000 |
| New Zealand | 1 439 341 | 30 064 | 11 092 | 18 477 | 1 498 974 | 2 878 |
| Papua New Guinea | 29 154 | 2 897 | 1 073 | — | 33 124 | 143 |
| Vanuatu | 14 340 | — | 450 | — | 14 790 | 29 |
| Total Oceania & Antarctica¹ | 1 513 572 | 33 100 | 15 377 | 18 477 | 1 580 526 | 3 186 |
| Belgium and Luxembourg | 169 749 | — | — | 495 | 170 244 | 558 |
| Denmark | 158 524 | 90 | 2 250 | 153 | 161 017 | 665 |
| Germany, Federal Republic of | 405 993 | — | 1 530 | 435 | 407 958 | 1 533 |
| Ireland | 221 188 | 23 | 14 257 | — | 235 468 | 873 |
| Netherlands | 205 916 | — | — | — | 205 916 | 836 |
| Norway | — | — | 1 800 | — | 270 551 | 772 |
| Sweden | 241 084 | — | 8 118 | — | 249 202 | 652 |
| United Kingdom | 5 405 743 | 109 494 | 174 673 | 33 840 | 5 723 750 | 20 679 |
| Total Europe & The CIS¹ | 7 332 334 | 109 747 | 216 186 | 44 445 | 7 702 712 | 28 059 |
| Bahrain | 15 160 | — | 1 440 | — | 16 600 | 26 |
| Oman | 17 582 | — | — | — | 17 582 | 26 |
| Total Middle East¹ | 36 845 | — | 2 970 | 1 422 | 41 237 | 92 |
| Singapore | 93 787 | 113 | 2 094 | 2 405 | 98 399 | 674 |
| Thailand | 56 982 | 2 970 | — | — | 59 952 | 284 |
| Total Southeast Asia¹ | 210 917 | 3 083 | 3 345 | 13 007 | 230 352 | 1 349 |
| Hong Kong | 129 742 | — | 10 638 | 1 402 | 141 782 | 723 |
| Japan | 228 129 | 18 979 | 11 430 | 2 661 | 261 199 | 1 197 |
| Total Northeast Asia¹ | 556 726 | 37 879 | 22 390 | 4 189 | 621 184 | 2 866 |
| Canada | 311 183 | 10 098 | 5 670 | — | 326 951 | 1 666 |
| United States of America | 1 858 323 | 14 957 | 14 788 | 23 462 | 1 911 530 | 10 754 |
| Total North America¹ | 2 169 506 | 25 055 | 20 458 | 23 462 | 2 238 481 | 12 420 |
| Total Other Regions² | 10 691 | 4 000 | 3 600 | — | 18 291 | 67 |
| Total All Countries | 11 830 580 | 212 864 | 284 326 | 105 002 | 12 432 783 | 48 039 |

¹ Includes other countries as detailed in *Australian Standard Classification of Countries for Social Statistics* (1269.0).

² Includes ships' stores.

6

EXPORTS OF AUSTRALIAN WINE BY REGION¹

| Period | Oceania and | Europe and | Middle | Southeast | Northeast | Northern | Other ² | Total all regions |
|-----------------|-------------|------------|--------------|-----------|-----------|----------|--------------------|-------------------|
| | Antarctica | the Former | East and | Asia | Asia | America | | |
| | '000 L | USSR | North Africa | '000 L | '000 L | '000 L | | |
| 1993-94 | 24 968 | 73 334 | 952 | 2 134 | 5 268 | 18 463 | 346 | 125 464 |
| 1994-95 | 17 144 | 69 782 | 1 014 | 2 197 | 4 307 | 18 786 | 434 | 113 663 |
| 1995-96 | 14 659 | 83 835 | 946 | r3 525 | 4 446 | r21 999 | 251 | r129 661 |
| 1995-96— | | | | | | | | |
| January | 441 | 4 582 | 46 | 376 | 238 | 1 081 | 25 | 6 790 |
| February | 1 781 | 5 821 | 119 | 329 | 411 | 1 402 | 16 | 9 879 |
| March | 1 400 | 6 816 | 99 | 340 | 421 | r2 327 | 36 | r11 439 |
| April | 1 239 | 7 599 | 100 | 416 | 321 | 2 023 | 33 | 11 731 |
| May | 938 | 7 484 | 125 | 249 | 333 | 2 086 | 30 | 11 246 |
| June | 934 | 9 560 | 33 | r238 | 402 | 1 897 | 12 | r13 076 |
| 1996-97— | | | | | | | | |
| July | 1 704 | 7 522 | 117 | 313 | 278 | 2 377 | 38 | 12 351 |
| August | 1 548 | 11 330 | 55 | 296 | 395 | 3 033 | 15 | 16 674 |
| September | 1 564 | 9 467 | 32 | 419 | 389 | 2 900 | 55 | 14 824 |
| October | 2 144 | 9 914 | 61 | 345 | 570 | 2 511 | 28 | 15 573 |
| November | 1 933 | 5 939 | 95 | r424 | 444 | 1 617 | 21 | r10 473 |
| December | 1 264 | 9 048 | 45 | 336 | r864 | 2 060 | 22 | r13 638 |
| January | r1 243 | 4 705 | 58 | r229 | 695 | 1 622 | 13 | r8 564 |
| February | r692 | r6 943 | r126 | r288 | r541 | r2 324 | 28 | r10 943 |
| March | 1 581 | 7 703 | 41 | 230 | 621 | 2 238 | 18 | 12 433 |

¹ Exports may include sales made by exporters other than winemakers.

² Includes ships' stores.

EXPLANATORY NOTES

INTRODUCTION

1 The information shown in this publication for the domestic sales of Australian produced wine is obtained directly from winemakers by means of a mail collection. The brandy sales figures shown represent quantities on which excise duty was paid, i.e. the quantity of brandy released for sale. Statistics relating to import clearances and exports are based on information provided to the Australian Customs Service by importers, exporters and their agents.

SCOPE AND COVERAGE

2 The information on domestic sales of Australian produced wine is obtained from winemaking enterprises with sales of 250,000 litres or more in the previous financial year. These account for approximately 95% of total wine sales. All sales data are collected on an Australia-wide basis only and State figures are therefore not available.

3 Tables 1-3 include all sales by winemakers (within the scope of the collection) with the exception of exports, sales for ships' stores, sales of imported wine and brandy and inter-winery sales, the last exclusion being necessary to avoid duplication in the published figures. Figures relating to foreign trade in wine and brandy are presented in table 4 to provide a basis for assessing the overall Australian wine market.

4 Imports cleared for home consumption comprise those goods entered for home consumption, together with goods cleared from Customs warehouses. Exports of Australian produce are defined as exports of goods, materials or articles which have been produced, manufactured or partly manufactured in Australia.

SEASONALLY ADJUSTED AND TREND ESTIMATES

5 Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences can be more clearly recognised. Seasonal adjustment does not remove from the series the effect of irregular influences (e.g. abnormal weather and industrial disputes).

6 The smoothing of seasonally adjusted series to create trend estimates is a means of reducing the impact of the irregular component of the series. The trend estimates of wine sales have been derived by applying a 13-term Henderson weighted moving average to the seasonally adjusted series.

7 For further information, see *A Guide to Interpreting Time Series — Monitoring 'Trends', an Overview* (1348.0) or contact the Assistant Director, Time Series Analysis on (06) 252 6345.

RELATED PUBLICATIONS

8 Another ABS publication which may be of interest is the *Australian Wine and Grape Industry* (1329.0) which contains production and stocks of Australian wine and brandy held by winemakers, final viticulture data and a comprehensive range of industry related data, including world comparisons.

9 Current publications produced by the ABS are listed in the *Catalogue of Publications and Products Australia* (1101.0). The ABS also issues, on Tuesdays and Fridays, a *Release Advice* (1105.0) which lists publications to be released in the next few days. The Catalogue and Release Advice are available from any ABS office.

ROUNDING

10 Where figures have been rounded, discrepancies may occur between sums of the component items and totals.

SYMBOLS AND OTHER USAGES

| | |
|--------|--|
| — | nil or rounded to zero |
| n.p. | not available for separate publication (but included in totals where applicable) |
| n.y.a. | not yet available |
| r | figure or series revised since previous issue |
| .. | not applicable |

W. McLennan
Australian Statistician

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