

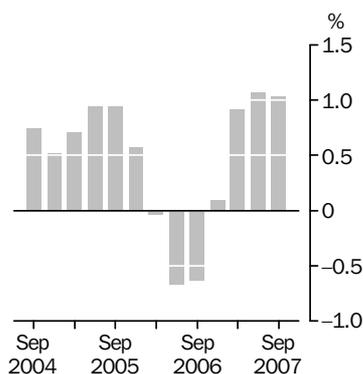
**BUSINESS INDICATORS**

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) MON 3 DEC 2007

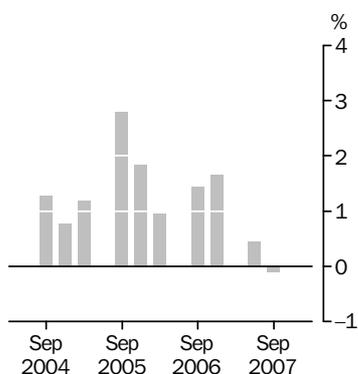
**Inventories (volume terms)**

Trend estimates  
Quarterly change



**Company gross operating profits**

Trend estimates  
Quarterly change



**INQUIRIES**

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

**KEY FIGURES**

	Jun Qtr 07 to Sep Qtr 07	Sep Qtr 06 to Sep Qtr 07
	%	%
<b>Sales of goods &amp; services (Chain vol. meas.)</b>		
Manufacturing		
Trend	-0.2	(a)na
Seasonally Adjusted	0.0	2.9
Wholesale trade		
Trend	-0.1	1.7
Seasonally Adjusted	0.4	2.3
<b>Inventories (Chain vol. meas.)</b>		
Trend	1.0	3.2
Seasonally Adjusted	1.3	3.5
<b>Company gross operating profits</b>		
Trend	-0.1	(a)na
Seasonally Adjusted	-2.1	8.4
<b>Wages and salaries</b>		
Seasonally Adjusted	1.5	11.7

na not available

(a) See paragraph 23 of the Technical Notes for more information

**KEY POINTS**

**CHAIN VOLUME ESTIMATES**

- The trend estimate for inventories increased 1.0% in the September quarter 2007. The seasonally adjusted estimate increased 1.3% this quarter with Wholesale the largest contributor.
- The trend estimate for Manufacturing sales of goods and services decreased 0.2% this quarter. The seasonally adjusted estimate was unchanged following a 0.4% fall in the June quarter.
- The trend estimate for Wholesale trade's sales of goods and services decreased 0.1% this quarter. The seasonally adjusted estimate increased 0.4% following a 1.2% decrease in the previous quarter.

**CURRENT PRICE ESTIMATES**

- The trend estimate for company gross operating profits decreased 0.1% in the September quarter 2007. The seasonally adjusted estimate also decreased 2.1% this quarter.
- The seasonally adjusted estimate for wages and salaries increased by 1.5% this quarter, following a 2.7% rise in the previous quarter.

# NOTES

## FORTHCOMING ISSUES

<i>ISSUE (Quarter)</i>	<i>RELEASE DATE</i>
December 2007	3 March 2008
March 2008	2 June 2008



## CHANGES IN THIS ISSUE

This quarter the ABS has implemented improved methods of producing seasonally adjusted estimates, focused on the application of Autoregressive Integrated Moving Average (ARIMA) modelling techniques. This collection now uses concurrent seasonal adjustment with ARIMA modelling where applicable to reduce the level of revision to seasonally adjusted estimates.

In this quarter the new reference year will be 2005-06 for chain volume estimates. This will result in revisions to growth rates in quarters following 2005-06 but will preserve additivity in those quarters. For earlier periods re-referencing affects the levels of, but not the movements in, chain volume estimates.

This quarter a trend break has been applied to Other selected industries sales of goods and services as a result of a change from public sector to private sector of two entities. The change has impacted on the data series presented in this publication in regards to September quarter 2007 movements.

## REVISIONS IN THIS ISSUE

There have been revisions to the Manufacturing Industry in this publication extending back to September 2001. As a result, the following series have been revised: Sales of Goods and Services, Company Gross Operating Profits and the related profits measures. These revisions have raised the level estimates for these series but have not significantly altered the movements.

## COMPARISON BETWEEN COMPANY GROSS OPERATING PROFITS AND GROSS OPERATING SURPLUS

Price changes have had an impact on the value of inventories held by Australian businesses this quarter. An inventories valuation adjustment (IVA) is applied in the calculation of the gross operating surplus of private non-financial corporations (GOS) estimate in the Australian National Accounts. As prices for inventories have fallen in the September quarter, growth in GOS will be higher after the application of the IVA. The IVA for the September quarter is \$222m which is \$611m lower than June quarter IVA of \$833m. No adjustment is made to the company gross operating profits (CGOP) estimate in this publication and, as a result, users should exercise caution when comparing the two series. It should be noted that there are other differences between the two series. In particular, changes are made to GOS when annual benchmarks are applied and slightly different seasonal factors apply to the two series. Given this, while CGOP movements are an appropriate indicator for GOS, it is not the case that the two series will have equivalent seasonally adjusted movements from quarter to quarter.

Brian Pink  
Australian Statistician

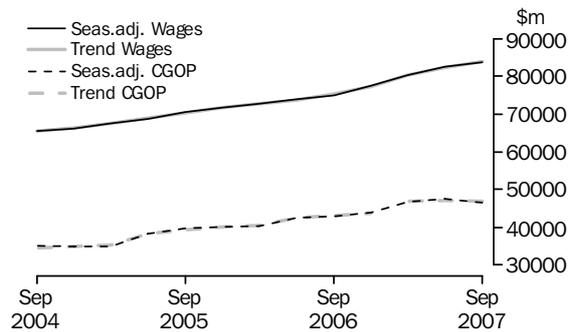
## ANALYSIS BY INDUSTRY

### FEATURED SERIES

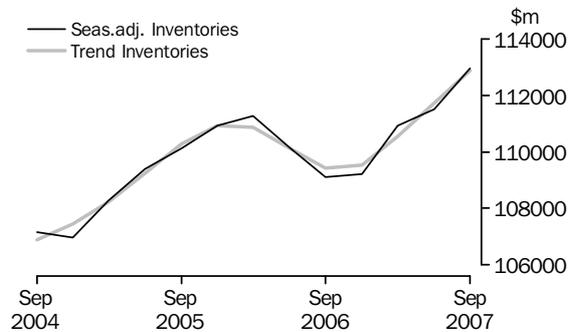
The following graphs and commentary refer to seasonally adjusted and trend estimates of: sales of goods and services ('Sales') and inventories ('Inv.') in volume terms; and wages and salaries ('Wages') and company gross operating profits ('CGOP') in current price terms.

### TOTAL ALL INDUSTRIES

In current price terms, the trend estimate for company gross operating profits was relatively unchanged (-0.1%) in the September quarter 2007. The seasonally adjusted estimate fell by 2.1%, following nine quarters of growth. In current price terms, the trend estimate for wages and salaries increased 1.9% this quarter. The seasonally adjusted estimate increased by 1.5% following three quarters of even stronger growth.



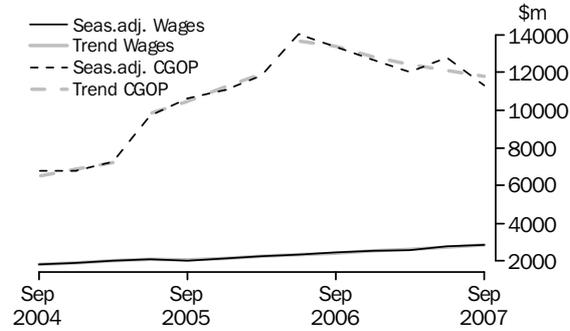
In volume terms, the trend estimate for total inventories increased 1.0% this quarter. The seasonally adjusted estimate increased 1.3% this quarter, the fourth consecutive quarter of growth.



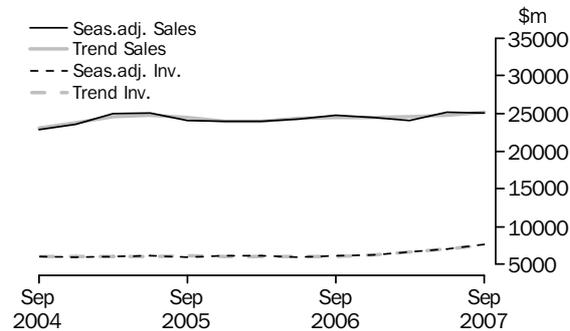
## ANALYSIS BY INDUSTRY *continued*

### MINING

In current prices, the trend estimate for company gross operating profits declined by 2.7%, the fifth consecutive fall. The seasonally adjusted estimate fell by 11.6%, following growth of 6.3% in the previous quarter. In current price terms, the trend estimate for wages and salaries increased 4.1% this quarter. The seasonally adjusted estimate increased 2.8%, following an increase of 6.6% in the previous quarter..



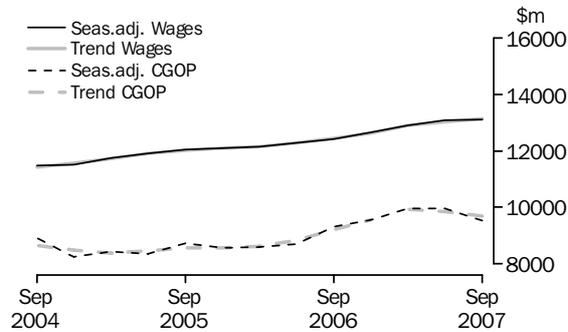
In volume terms, the trend estimate for sales of goods and services increased 1.5% this quarter. The seasonally adjusted estimate decreased 0.5%, following a rise of 4.6% the previous quarter. In volume terms, the trend estimate for inventories increased 6.9% this quarter. The seasonally adjusted estimate increased 8.6% this quarter following strong growth of 6.2% in each of the previous two quarters.



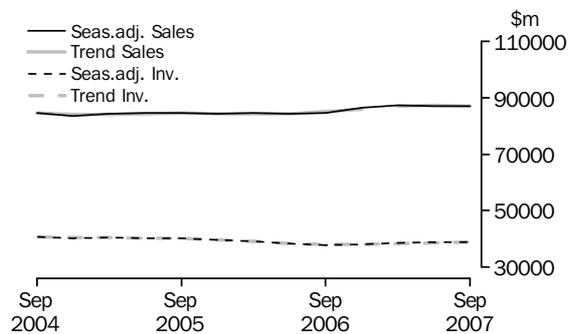
## ANALYSIS BY INDUSTRY *continued*

### MANUFACTURING

In current price terms, the trend estimate for company gross operating profits decreased 1.6% this quarter. The seasonally adjusted estimate fell by 4.5% this quarter following six quarters of growth. In current price terms, the trend estimate for wages and salaries increased by 0.7%. The seasonally adjusted estimate increased 0.2% this quarter, the smallest increase since September quarter 2003.



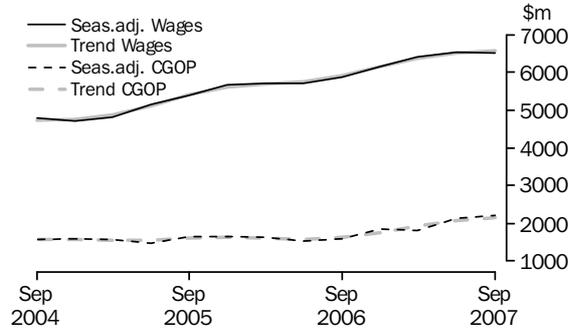
In volume terms, the trend estimate for sales of goods and services decreased 0.2% this quarter. The seasonally adjusted estimate was virtually unchanged following a small fall of 0.4% in the previous quarter. In volume terms, the trend estimate for inventories increased 0.5% this quarter. The seasonally adjusted estimate had a small fall of 0.1%, following three quarters of moderate growth.



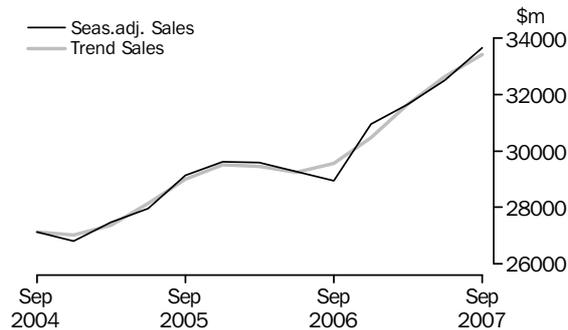
## ANALYSIS BY INDUSTRY *continued*

### CONSTRUCTION

In current prices, the trend estimate for company gross operating profits increased 4.2% this quarter, the fourth consecutive quarter of strong growth. The seasonally adjusted estimate increased 3.6% following a strong increase of 17.2% in the previous quarter. The trend estimate for wages and salaries increased 1.1% this quarter. The seasonally adjusted estimate decreased 0.3% following increases in the previous ten quarters.

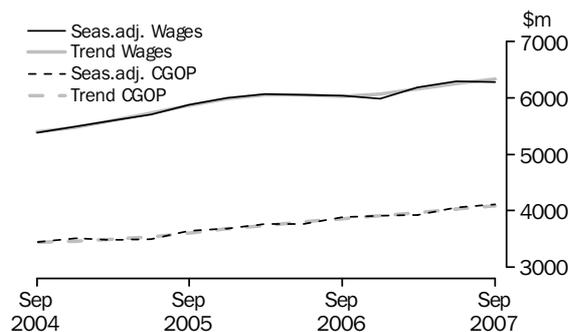


In volume terms, the trend estimate for sales of goods and services increased 2.4% this quarter. The seasonally adjusted estimate increased 3.6% this quarter, the fourth consecutive quarter of growth.



### WHOLESALE TRADE

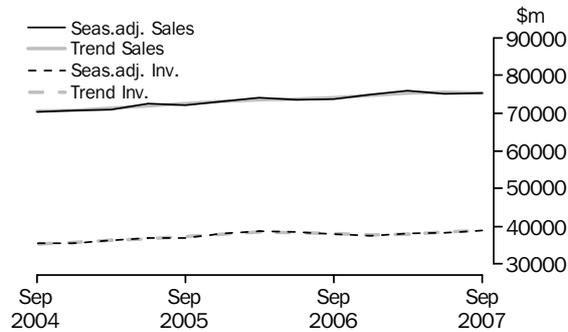
In current prices, the trend estimate for company gross operating profits increased 1.4% this quarter. The seasonally adjusted estimate increased 1.3%, following an increase of 3.4% in the previous quarter. In current prices, the trend estimate for wages and salaries increased 1.3% this quarter. The seasonally adjusted estimate has a small fall of 0.2%, following two quarters of increase.



## ANALYSIS BY INDUSTRY *continued*

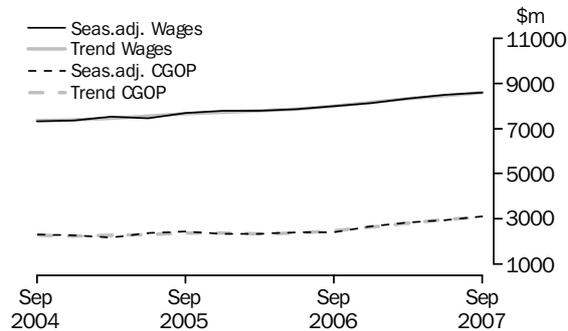
### WHOLESALE TRADE *continued*

In volume terms, the trend estimate for sales of goods and services was relatively unchanged (down 0.1%) this quarter. The seasonally adjusted estimate increased 0.4%, following a fall of 1.2% in the previous quarter. In volume terms, the trend estimate for inventories increased by 1.2% this quarter. The seasonally adjusted estimate increased 1.8% following a 0.4% rise in the June quarter.

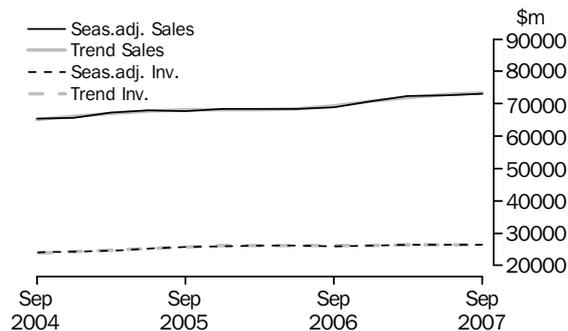


### RETAIL TRADE

In current prices, the trend estimate for company gross operating profits increased 3.2% this quarter. The seasonally adjusted estimate had strong growth of 6.4%, following an increase of 2.8% in the previous quarter. In current price terms, the trend estimate for wages and salaries increased 1.6% this quarter. The seasonally adjusted estimate increased 1.2% the sixth consecutive rise.



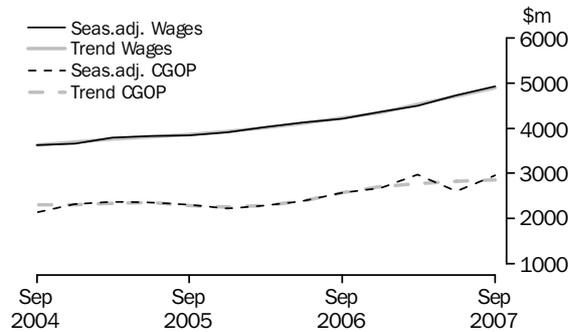
In volume terms, the trend estimate for sales of goods and services increased 0.7% this quarter. The seasonally adjusted estimate increased 0.9% following almost no change in the previous quarter. In volume terms, the trend estimate for inventories increased by 0.1% this quarter. The seasonally adjusted estimate increased by 0.7%, following a fall of 0.9% in the previous quarter.



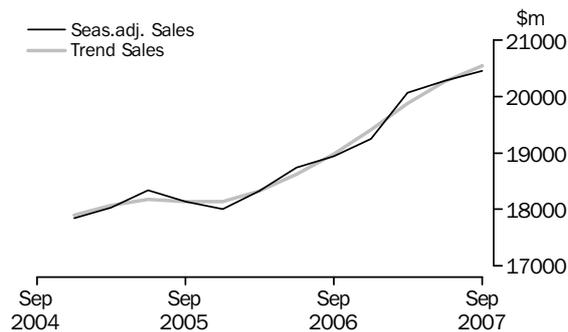
## ANALYSIS BY INDUSTRY *continued*

### TRANSPORT AND STORAGE

In current prices, the trend estimate for company gross operating profits increased 1.3% this quarter. The seasonally adjusted estimate increased by 13.7% following a strong fall of 12.3% in the previous quarter. In current price terms, the trend estimate for wages and salaries increased 3.7% this quarter. The seasonally adjusted estimate increased 4.1%, continuing on from the strong increase in the previous quarter.

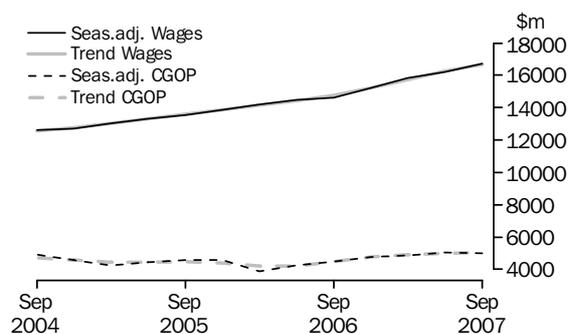


In volume terms, the trend estimate for sales of goods and services increased 1.3% this quarter. The seasonally adjusted estimate increased 0.5%, the slowest growth rate since a fall in December quarter 2005.



### PROPERTY AND BUSINESS SERVICES

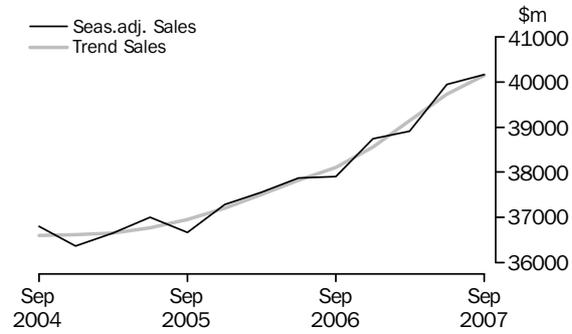
In current prices, the trend estimate for company gross operating profits increased 0.8% this quarter. The seasonally adjusted estimate decreased 0.4%, following five quarters of growth. In current price terms, the trend estimate for wages and salaries increased 2.6% this quarter. The seasonally adjusted estimate increased 3.1%, following a 2.5% increase in the previous quarter.



## ANALYSIS BY INDUSTRY *continued*

### PROPERTY AND BUSINESS SERVICES *continued*

In volume terms, the trend estimate for sales of goods and services increased 1.1% this quarter. The seasonally adjusted estimate increased by 0.5%, the eighth consecutive quarter of growth.



## LIST OF TABLES

page

### SALES OF GOODS AND SERVICES

<b>1</b>	Chain volume measures	11
<b>2</b>	Chain volume measures, Percentage change from previous quarter	12
<b>3</b>	Current prices	13
<b>4</b>	By state, Current prices	14
<b>5</b>	By state, Current prices, Percentage change from previous quarter	15

### INVENTORIES

<b>6</b>	Chain volume measures	16
<b>7</b>	Chain volume measures, Percentage change from previous quarter	17
<b>8</b>	Current prices	18

### COMPANY PROFITS BEFORE INCOME TAX

<b>9</b>	Current prices	19
<b>10</b>	Current prices, Percentage change from previous quarter	20

### COMPANY GROSS OPERATING PROFITS

<b>11</b>	Current prices	21
<b>12</b>	Current prices, Percentage change from previous quarter	22

### UNINCORPORATED GROSS OPERATING PROFITS

<b>13</b>	Current prices	23
<b>14</b>	Current prices, Percentage change from previous quarter	24

### BUSINESS GROSS OPERATING PROFITS

<b>15</b>	Current prices	25
<b>16</b>	Current prices, Percentage change from previous quarter	26

### WAGES AND SALARIES

<b>17</b>	Current prices	27
<b>18</b>	Current prices, Percentage change from previous quarter	28
<b>19</b>	By state, Current prices	29
<b>20</b>	By state, Current prices, Percentage change from previous quarter	30

### SELECTED OPERATING RATIOS

<b>21</b>	Inventories/sales of goods and services, Current prices, Original	31
<b>22</b>	Sales of goods and services/wages and salaries, Current prices, Original	31
<b>23</b>	Business gross operating profits/sales of goods and services, Current prices, Original	32

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2005-06</b>								
September	23 878	86 096	29 064	73 083	66 983	18 251	36 934	36 842
December	24 793	87 279	30 831	75 533	73 903	18 945	38 683	37 202
March	23 163	79 697	27 938	70 828	65 431	17 782	35 289	34 226
June	24 483	84 358	29 696	73 336	66 659	18 224	38 512	35 897
<b>2006-07</b>								
September	24 479	86 043	28 922	74 511	68 229	19 049	38 171	36 621
December	25 216	89 301	32 222	77 345	76 393	20 265	40 240	38 105
March	23 232	82 453	29 859	72 425	69 289	19 476	36 502	41 257
June	25 491	87 105	33 005	75 090	70 727	19 714	40 620	42 927
<b>2007-08</b>								
September	24 737	88 576	33 639	76 223	72 421	20 493	40 434	44 317
SEASONALLY ADJUSTED								
<b>2005-06</b>								
September	24 077	84 502	29 140	72 121	67 641	18 139	36 675	36 252
December	23 971	84 251	29 619	73 103	68 500	17 999	37 298	36 236
March	23 961	84 432	29 587	74 117	68 462	18 329	37 564	35 643
June	24 209	84 245	29 262	73 439	68 373	18 736	37 880	36 006
<b>2006-07</b>								
September	24 711	84 453	28 947	73 610	68 912	18 939	37 908	36 063
December	24 405	86 322	30 938	74 811	70 814	19 249	38 738	37 102
March	24 067	87 259	31 641	75 929	72 509	20 062	38 914	42 908
June	25 183	86 868	32 488	75 021	72 528	20 277	39 944	42 989
<b>2007-08</b>								
September	25 063	86 894	33 645	75 311	73 149	20 375	40 155	43 735
TREND								
<b>2005-06</b>								
September	24 408	84 479	28 996	72 583	68 078	18 143	36 954	36 223
December	23 976	84 381	29 516	73 192	68 245	18 143	37 212	36 095
March	23 997	84 215	29 452	73 526	68 318	18 322	37 510	35 854
June	24 298	84 318	29 251	73 680	68 508	18 620	37 822	35 574
<b>2006-07</b>								
September	24 408	84 974	29 573	74 025	69 309	18 977	38 099	36 312
December	24 417	85 901	30 473	74 730	70 712	19 415	38 552	38 479
March	24 520	(c)86 955	31 628	75 297	71 960	19 869	39 146	(c)41 089
June	24 793	87 078	32 638	75 423	72 758	20 239	39 724	43 127
<b>2007-08</b>								
September	25 155	86 929	33 410	75 315	73 265	20 502	40 147	(d)44 481

(a) Reference year for chain volume measures is 2005-06.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

(d) Break in series between June 2007 and September 2007. See changes in this issue on page 2.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2005-06</b>								
September	-5.2	1.9	2.2	1.0	1.2	2.2	-1.8	1.5
December	3.8	1.4	6.1	3.4	10.3	3.8	4.7	1.0
March	-6.6	-8.7	-9.4	-6.2	-11.5	-6.1	-8.8	-8.0
June	5.7	5.8	6.3	3.5	1.9	2.5	9.1	4.9
<b>2006-07</b>								
September	0.0	2.0	-2.6	1.6	2.4	4.5	-0.9	2.0
December	3.0	3.8	11.4	3.8	12.0	6.4	5.4	4.1
March	-7.9	-7.7	-7.3	-6.4	-9.3	-3.9	-9.3	8.3
June	9.7	5.6	10.5	3.7	2.1	1.2	11.3	4.0
<b>2007-08</b>								
September	-3.0	1.7	1.9	1.5	2.4	4.0	-0.5	3.2
SEASONALLY ADJUSTED								
<b>2005-06</b>								
September	-3.9	0.0	4.2	-0.5	-0.4	-1.1	-0.9	-0.4
December	-0.4	-0.3	1.6	1.4	1.3	-0.8	1.7	0.0
March	0.0	0.2	-0.1	1.4	-0.1	1.8	0.7	-1.6
June	1.0	-0.2	-1.1	-0.9	-0.1	2.2	0.8	1.0
<b>2006-07</b>								
September	2.1	0.2	-1.1	0.2	0.8	1.1	0.1	0.2
December	-1.2	2.2	6.9	1.6	2.8	1.6	2.2	2.9
March	-1.4	1.1	2.3	1.5	2.4	4.2	0.5	15.7
June	4.6	-0.4	2.7	-1.2	0.0	1.1	2.6	0.2
<b>2007-08</b>								
September	-0.5	0.0	3.6	0.4	0.9	0.5	0.5	1.7
TREND								
<b>2005-06</b>								
September	-1.5	0.2	3.0	0.9	0.6	-0.2	0.5	0.2
December	-1.8	-0.1	1.8	0.8	0.2	0.0	0.7	-0.4
March	0.1	-0.2	-0.2	0.5	0.1	1.0	0.8	-0.7
June	1.3	0.1	-0.7	0.2	0.3	1.6	0.8	-0.8
<b>2006-07</b>								
September	0.5	0.8	1.1	0.5	1.2	1.9	0.7	2.1
December	0.0	1.1	3.0	1.0	2.0	2.3	1.2	6.0
March	0.4	(c)na	3.8	0.8	1.8	2.3	1.5	(c)na
June	1.1	0.1	3.2	0.2	1.1	1.9	1.5	5.0
<b>2007-08</b>								
September	1.5	-0.2	2.4	-0.1	0.7	1.3	1.1	(d)na

na not available

(a) Reference year for chain volume measures is 2005-06.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

(d) Break in series between June 2007 and September 2007. See changes in this issue on page 2.

## SALES OF GOODS AND SERVICES, Current Prices

	<i>Mining</i>	<i>Manufacturing</i>	<i>Construction</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Transport and storage</i>	<i>Property and business services</i>	<i>Other selected industries(a)</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2005-06</b>								
September	22 362	83 823	28 568	72 093	66 526	17 940	36 492	36 147
December	23 638	86 083	30 599	75 035	73 321	18 894	38 681	36 793
March	23 415	79 991	28 096	71 024	65 376	17 877	35 312	34 585
June	27 025	87 532	30 245	74 628	67 754	18 492	38 931	36 572
<b>2006-07</b>								
September	27 176	90 043	29 873	76 050	69 651	19 647	39 548	37 542
December	27 231	93 081	33 628	78 217	77 107	21 309	42 231	39 758
March	24 391	85 452	31 479	72 683	69 940	20 186	38 776	43 629
June	27 208	92 080	35 274	76 515	72 806	20 407	43 628	46 186
<b>2007-08</b>								
September	26 094	93 691	36 336	77 370	74 552	21 682	44 332	48 008
SEASONALLY ADJUSTED								
<b>2005-06</b>								
September	21 985	82 240	28 643	71 125	67 172	17 839	36 242	35 561
December	23 048	83 135	29 396	72 651	67 953	17 957	37 304	35 834
March	24 512	84 673	29 754	74 256	68 396	18 434	37 594	36 024
June	26 909	87 373	29 801	74 742	69 488	19 015	38 302	36 672
<b>2006-07</b>								
September	26 842	88 411	29 901	75 145	70 341	19 547	39 281	36 955
December	26 489	90 039	32 290	75 727	71 468	20 248	40 663	38 708
March	25 576	90 444	33 360	76 111	73 183	20 801	41 343	45 416
June	27 024	91 844	34 710	76 480	74 652	20 993	42 912	46 199
<b>2007-08</b>								
September	25 892	91 991	36 348	76 483	75 293	21 573	44 032	47 345
TREND								
<b>2005-06</b>								
September	22 103	82 020	28 503	71 365	67 197	17 795	36 429	35 436
December	23 222	83 344	29 319	72 798	67 870	18 058	37 055	35 826
March	24 430	84 991	29 606	73 921	68 562	18 435	37 657	36 089
June	26 677	86 944	29 799	74 785	69 363	18 975	38 404	36 484
<b>2006-07</b>								
September	26 763	88 592	30 516	75 270	70 361	19 614	39 324	37 355
December	26 458	89 675	31 809	75 697	71 667	20 205	40 433	38 687
March	26 265	(b)90 882	33 393	76 097	73 076	20 696	41 605	(b)45 093
June	26 254	91 530	34 854	76 387	74 399	21 121	42 796	46 203
<b>2007-08</b>								
September	26 205	92 059	36 062	76 584	75 575	21 494	43 933	(c)47 483

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

(c) Break in series between June 2007 and September 2007. See changes in this issue on page 2.

## SALES OF GOODS AND SERVICES BY STATE (a), Current prices

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2005-06</b>								
September	118 441	92 412	70 626	25 517	43 295	6 121	4 029	3 510
December	124 689	97 490	73 863	25 874	47 050	6 491	3 977	3 609
March	115 239	86 923	69 231	24 575	46 305	6 345	3 702	3 356
June	120 979	93 855	75 067	25 916	50 238	6 379	4 666	4 080
<b>2006-07</b>								
September	122 657	95 443	77 652	25 478	52 658	6 495	4 951	4 198
December	131 233	101 382	81 640	26 986	54 920	6 714	5 153	4 534
March	121 913	95 154	76 362	26 048	51 880	6 567	4 429	4 182
June	130 377	101 392	81 957	28 082	55 633	7 003	5 121	4 538
<b>2007-08</b>								
September	133 248	104 249	84 774	27 862	55 492	7 121	4 904	4 415
SEASONALLY ADJUSTED								
<b>2005-06</b>								
September	118 044	91 607	69 186	25 599	43 187	6 155	3 875	3 461
December	118 900	92 820	70 938	25 028	45 293	6 262	3 811	3 487
March	120 768	92 084	73 486	25 463	48 061	6 501	4 199	3 663
June	121 709	94 141	75 344	25 791	50 470	6 425	4 504	3 938
<b>2006-07</b>								
September	122 284	94 588	76 096	25 573	52 531	6 521	4 764	4 146
December	125 097	96 484	78 423	26 112	52 878	6 485	4 944	4 379
March	127 870	100 976	81 067	26 988	53 846	6 737	5 023	4 566
June	131 062	101 587	82 216	27 930	55 878	7 043	4 937	4 381
<b>2007-08</b>								
September	132 897	103 327	83 105	27 990	55 365	7 150	4 724	4 357
TREND								
<b>2005-06</b>								
September	118 207	91 679	68 898	25 060	43 516	6 182	3 795	3 442
December	119 309	92 457	71 238	25 314	45 327	6 325	3 934	3 524
March	120 342	92 831	73 299	25 469	47 992	6 413	4 175	3 679
June	121 572	93 614	75 013	25 566	50 457	6 473	4 485	3 915
<b>2006-07</b>								
September	122 866	94 936	76 641	25 766	52 072	6 479	4 768	4 175
December	124 617	96 574	78 342	26 125	53 121	6 531	4 930	4 355
March	(b)128 341	(b)100 466	(b)80 787	(b)27 073	(b)54 302	(b)6 782	(b)4 991	(b)4 485
June	130 701	101 944	82 187	27 675	55 108	6 974	4 912	4 441
<b>2007-08</b>								
September	132 838	103 183	83 300	28 081	55 873	7 159	4 791	4 363

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

(b) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

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

	New South Wales	Victoria	Queensland	South Australia	Western Australia	Tasmania(b)	Northern Territory(b)	Australian Capital Territory(b)
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2005-06</b>								
September	1.2	2.0	6.6	4.1	3.0	1.2	5.7	-1.5
December	5.3	5.5	4.6	1.4	8.7	6.0	-1.3	2.8
March	-7.6	-10.8	-6.3	-5.0	-1.6	-2.3	-6.9	-7.0
June	5.0	8.0	8.4	5.5	8.5	0.5	26.1	21.6
<b>2006-07</b>								
September	1.4	1.7	3.4	-1.7	4.8	1.8	6.1	2.9
December	7.0	6.2	5.1	5.9	4.3	3.4	4.1	8.0
March	-7.1	-6.1	-6.5	-3.5	-5.5	-2.2	-14.0	-7.8
June	6.9	6.6	7.3	7.8	7.2	6.6	15.6	8.5
<b>2007-08</b>								
September	2.2	2.8	3.4	-0.8	-0.3	1.7	-4.2	-2.7
SEASONALLY ADJUSTED								
<b>2005-06</b>								
September	0.2	0.7	3.9	4.8	2.3	0.8	5.2	0.4
December	0.7	1.3	2.5	-2.2	4.9	1.7	-1.7	0.8
March	1.6	-0.8	3.6	1.7	6.1	3.8	10.2	5.0
June	0.8	2.2	2.5	1.3	5.0	-1.2	7.3	7.5
<b>2006-07</b>								
September	0.5	0.5	1.0	-0.8	4.1	1.5	5.8	5.3
December	2.3	2.0	3.1	2.1	0.7	-0.6	3.8	5.6
March	2.2	4.7	3.4	3.4	1.8	3.9	1.6	4.3
June	2.5	0.6	1.4	3.5	3.8	4.5	-1.7	-4.0
<b>2007-08</b>								
September	1.4	1.7	1.1	0.2	-0.9	1.5	-4.3	-0.5
TREND								
<b>2005-06</b>								
September	1.0	1.9	3.3	0.7	2.2	3.6	2.6	1.1
December	0.9	0.8	3.4	1.0	4.2	2.3	3.7	2.4
March	0.9	0.4	2.9	0.6	5.9	1.4	6.1	4.4
June	1.0	0.8	2.3	0.4	5.1	0.9	7.4	6.4
<b>2006-07</b>								
September	1.1	1.4	2.2	0.8	3.2	0.1	6.3	6.6
December	1.4	1.7	2.2	1.4	2.0	0.8	3.4	4.3
March	(c)na	(c)na	(c)na	(c)na	(c)na	(c)na	(c)na	(c)na
June	1.8	1.5	1.7	2.2	1.5	2.8	-1.6	-1.0
<b>2007-08</b>								
September	1.6	1.2	1.4	1.5	1.4	2.7	-2.5	-1.8

na not available

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

(b) The relevant standard errors on the movement estimates for these states are significantly higher than those for the larger states, and the quarterly movement estimates should be used with caution.

(c) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

## INVENTORIES, Chain volume measures(a)

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
<b>2005-06</b>						
September	5 961	40 709	36 040	26 007	1 072	109 679
December	6 107	39 047	39 641	26 383	1 105	112 306
March	6 224	39 260	39 061	26 392	1 126	112 044
June	5 904	38 493	38 108	25 561	1 131	109 197
<b>2006-07</b>						
September	6 112	38 235	37 969	26 231	1 066	109 613
December	6 215	37 593	38 395	26 600	1 068	109 871
March	6 781	38 625	37 935	26 625	1 096	111 061
June	7 010	38 949	37 610	25 572	1 050	110 191
<b>2007-08</b>						
September	7 583	39 241	38 593	26 671	1 033	113 122
SEASONALLY ADJUSTED						
<b>2005-06</b>						
September	5 995	40 329	36 996	25 809	1 095	110 112
December	6 145	39 681	38 061	26 010	1 095	110 907
March	6 106	39 173	38 637	26 279	1 115	111 269
June	5 938	38 391	38 431	26 262	1 133	110 156
<b>2006-07</b>						
September	6 163	37 868	37 964	26 021	1 087	109 102
December	6 253	38 165	37 519	26 214	1 063	109 214
March	6 639	38 557	38 129	26 522	1 081	110 927
June	7 050	38 871	38 267	26 280	1 051	111 520
<b>2007-08</b>						
September	7 655	38 844	38 953	26 452	1 057	112 962
TREND						
<b>2005-06</b>						
September	6 114	40 154	37 323	25 717	1 091	110 278
December	6 084	39 731	37 984	26 081	1 104	110 908
March	6 052	39 084	38 441	26 218	1 116	110 871
June	6 040	38 406	38 381	26 190	1 113	110 130
<b>2006-07</b>						
September	6 097	38 061	37 996	26 178	1 096	109 429
December	6 294	38 148	37 777	26 236	1 076	109 532
March	6 653	38 494	37 983	26 344	1 066	110 539
June	7 090	38 774	38 386	26 408	1 061	111 718
<b>2007-08</b>						
September	7 582	38 951	38 864	26 424	1 056	112 876

(a) Reference year for chain volume measures is 2005-06.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

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

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	%	%	%	%	%	%
ORIGINAL						
<b>2005–06</b>						
September	-3.1	1.1	-0.2	5.9	-1.7	1.6
December	2.5	-4.1	10.0	1.4	3.0	2.4
March	1.9	0.5	-1.5	0.0	1.9	-0.2
June	-5.1	-2.0	-2.4	-3.1	0.5	-2.5
<b>2006–07</b>						
September	3.5	-0.7	-0.4	2.6	-5.8	0.4
December	1.7	-1.7	1.1	1.4	0.2	0.2
March	9.1	2.7	-1.2	0.1	2.5	1.1
June	3.4	0.8	-0.9	-4.0	-4.1	-0.8
<b>2007–08</b>						
September	8.2	0.8	2.6	4.3	-1.6	2.7
SEASONALLY ADJUSTED						
<b>2005–06</b>						
September	-3.1	0.4	0.3	2.3	0.0	0.7
December	2.5	-1.6	2.9	0.8	0.0	0.7
March	-0.6	-1.3	1.5	1.0	1.8	0.3
June	-2.8	-2.0	-0.5	-0.1	1.7	-1.0
<b>2006–07</b>						
September	3.8	-1.4	-1.2	-0.9	-4.1	-1.0
December	1.5	0.8	-1.2	0.7	-2.2	0.1
March	6.2	1.0	1.6	1.2	1.7	1.6
June	6.2	0.8	0.4	-0.9	-2.8	0.5
<b>2007–08</b>						
September	8.6	-0.1	1.8	0.7	0.5	1.3
TREND						
<b>2005–06</b>						
September	0.3	-0.4	1.7	2.0	0.5	0.9
December	-0.5	-1.1	1.8	1.4	1.3	0.6
March	-0.5	-1.6	1.2	0.5	1.0	0.0
June	-0.2	-1.7	-0.2	-0.1	-0.2	-0.7
<b>2006–07</b>						
September	0.9	-0.9	-1.0	0.0	-1.5	-0.6
December	3.2	0.2	-0.6	0.2	-1.9	0.1
March	5.7	0.9	0.5	0.4	-1.0	0.9
June	6.6	0.7	1.1	0.2	-0.5	1.1
<b>2007–08</b>						
September	6.9	0.5	1.2	0.1	-0.5	1.0

(a) Reference year for chain volume measures is 2005–06.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## INVENTORIES, Current prices

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Other selected industries(a)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
<b>2005-06</b>						
September	5 727	39 852	33 988	25 885	1 061	106 513
December	6 090	38 896	35 695	26 407	1 098	108 186
March	6 507	39 787	35 078	26 374	1 140	108 886
June	6 643	40 189	35 041	25 903	1 157	108 934
<b>2006-07</b>						
September	6 961	40 413	35 944	26 765	1 095	111 178
December	6 961	39 988	36 876	27 353	1 122	112 300
March	7 397	41 058	36 237	27 365	1 156	113 214
June	7 780	41 647	36 533	26 594	1 117	113 671
<b>2007-08</b>						
September	8 307	42 069	37 683	27 947	1 110	117 116
SEASONALLY ADJUSTED						
<b>2005-06</b>						
September	5 601	39 469	33 787	25 688	1 083	105 628
December	6 170	39 498	34 960	26 033	1 088	107 749
March	6 557	39 672	35 466	26 261	1 128	109 084
June	6 650	40 104	35 613	26 614	1 160	110 141
<b>2006-07</b>						
September	6 803	40 023	35 780	26 550	1 116	110 272
December	7 066	40 577	36 179	26 956	1 117	111 895
March	7 459	40 972	36 620	27 259	1 141	113 451
June	7 777	41 586	37 067	27 330	1 118	114 878
<b>2007-08</b>						
September	8 110	41 652	37 475	27 718	1 135	116 090
TREND						
<b>2005-06</b>						
September	5 589	39 289	34 106	25 583	1 079	105 646
December	5 895	39 553	34 787	26 039	1 101	107 375
March	6 222	39 754	35 348	26 314	1 127	108 765
June	6 556	39 931	35 662	26 494	1 136	109 779
<b>2006-07</b>						
September	6 840	40 183	35 851	26 697	1 133	110 704
December	7 111	40 553	36 176	26 924	1 124	111 888
March	7 431	41 009	36 610	27 178	1 125	113 353
June	7 778	41 434	37 053	27 431	1 129	114 825
<b>2007-08</b>						
September	8 114	41 759	37 491	27 659	1 131	116 154

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

## COMPANY PROFITS BEFORE INCOME TAX(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2005-06</b>									
September	8 885	6 660	^ 1 096	2 956	1 722	^ 957	^ 3 227	4 097	29 599
December	7 855	6 304	^ 1 593	3 264	2 666	^ 1 280	^ 4 333	4 131	31 426
March	8 565	5 322	^ 1 003	2 631	^ 1 268	^ 772	^ 2 365	2 897	24 823
June	9 708	5 636	^ 1 206	2 949	^ 1 267	^ 934	^ 3 233	3 350	28 285
<b>2006-07</b>									
September	11 010	6 776	^ 1 055	3 169	1 731	^ 1 043	3 419	3 639	31 842
December	9 477	6 946	^ 1 534	3 420	3 043	1 687	^ 5 092	3 662	34 860
March	8 531	6 242	^ 1 135	2 919	1 612	1 253	^ 3 043	4 723	29 458
June	9 456	6 717	^ 1 663	3 310	1 489	^ 921	3 664	4 300	31 520
<b>2007-08</b>									
September	8 308	7 177	1 629	3 392	2 198	1 335	3 747	5 841	33 627
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	8 315	6 220	1 169	2 894	1 781	1 006	3 186	3 927	28 498
December	8 203	5 829	1 380	3 002	1 712	869	3 751	3 577	28 323
March	8 037	5 805	1 129	2 869	1 646	903	3 007	3 419	26 815
June	10 714	6 039	1 179	3 027	1 807	1 162	3 214	3 618	30 760
<b>2006-07</b>									
September	10 272	6 308	1 131	3 121	1 773	1 100	3 401	3 474	30 580
December	9 890	6 458	1 326	3 132	2 056	1 266	4 448	3 019	31 595
March	8 024	6 847	1 283	3 196	2 022	1 393	3 745	5 225	31 735
June	10 490	7 142	1 620	3 363	2 033	1 141	3 613	4 618	34 020
<b>2007-08</b>									
September	7 663	6 672	1 749	3 352	2 235	1 398	3 759	5 575	32 403
TREND									
<b>2005-06</b>									
September	7 567	6 101	1 133	2 930	1 722	960	3 443	3 791	27 647
December	8 099	5 940	1 140	2 945	1 724	925	3 392	3 656	27 821
March	8 573	5 872	1 137	2 949	1 701	956	3 200	3 531	27 919
June	(c) 10 323	6 003	1 151	3 011	1 748	1 052	3 283	3 429	(c) 30 000
<b>2006-07</b>									
September	10 133	6 254	1 182	3 079	1 862	1 184	3 618	3 395	30 707
December	9 693	6 570	1 251	3 157	1 961	1 255	3 938	3 461	31 286
March	9 239	(d) 6 807	1 393	3 230	2 033	1 280	3 917	(d) 4 779	(d) 32 678
June	8 932	6 919	1 564	3 309	2 101	1 298	3 757	5 133	33 013
<b>2007-08</b>									
September	8 632	6 916	1 691	3 357	2 157	1 308	3 657	5 416	33 134
<p>^ estimate has a relative standard error of 10% to less than 25% and should be used with caution</p> <p>(a) This measure includes all incorporated businesses as well as unincorporated businesses employing more than 250 persons. See paragraph 18 of the Technical Notes for more information.</p> <p>(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.</p> <p>(c) Break in series between March 2006 and June 2006. See paragraph 24 of the Technical Notes for more information.</p> <p>(d) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.</p>									

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2005-06</b>									
September	75.7	15.9	-1.0	3.1	45.7	16.6	-10.5	3.6	21.6
December	-11.6	-5.3	45.4	10.4	54.9	33.7	34.3	0.8	6.2
March	9.0	-15.6	-37.0	-19.4	-52.4	-39.7	-45.4	-29.9	-21.0
June	13.3	5.9	20.3	12.1	-0.1	21.0	36.7	15.6	13.9
<b>2006-07</b>									
September	13.4	20.2	-12.5	7.4	36.6	11.6	5.7	8.6	12.6
December	-13.9	2.5	45.4	7.9	75.8	61.8	48.9	0.6	9.5
March	-10.0	-10.1	-26.0	-14.7	-47.0	-25.7	-40.2	29.0	-15.5
June	10.8	7.6	46.5	13.4	-7.6	-26.5	20.4	-9.0	7.0
<b>2007-08</b>									
September	-12.1	6.9	-2.0	2.5	47.6	44.9	2.3	35.8	6.7
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	48.8	0.1	7.3	-2.9	4.6	-4.6	-11.6	-7.4	7.6
December	-1.3	-6.3	18.0	3.7	-3.8	-13.6	17.7	-8.9	-0.6
March	-2.0	-0.4	-18.2	-4.4	-3.8	3.9	-19.8	-4.4	-5.3
June	33.3	4.0	4.4	5.5	9.8	28.6	6.9	5.8	14.7
<b>2006-07</b>									
September	-4.1	4.5	-4.1	3.1	-1.9	-5.3	5.8	-4.0	-0.6
December	-3.7	2.4	17.2	0.3	15.9	15.1	30.8	-13.1	3.3
March	-18.9	6.0	-3.2	2.0	-1.7	10.0	-15.8	73.1	0.4
June	30.7	4.3	26.3	5.2	0.6	-18.1	-3.5	-11.6	7.2
<b>2007-08</b>									
September	-26.9	-6.6	8.0	-0.3	9.9	22.5	4.0	20.7	-4.8
TREND									
<b>2005-06</b>									
September	11.7	0.1	-0.1	1.8	2.3	-7.5	3.8	-9.4	2.0
December	7.0	-2.6	0.7	0.5	0.1	-3.6	-1.5	-3.6	0.6
March	5.9	-1.1	-0.3	0.1	-1.3	3.4	-5.7	-3.4	0.4
June	(c)na	2.2	1.1	2.1	2.8	10.0	2.6	-2.9	(c)na
<b>2006-07</b>									
September	-1.8	4.2	2.8	2.3	6.5	12.5	10.2	-1.0	2.4
December	-4.3	5.0	5.8	2.5	5.3	6.0	8.8	1.9	1.9
March	-4.7	(d)na	11.4	2.3	3.7	2.0	-0.5	(d)na	(d)na
June	-3.3	1.6	12.3	2.4	3.4	1.4	-4.1	7.4	1.0
<b>2007-08</b>									
September	-3.4	0.0	8.1	1.5	2.6	0.8	-2.7	5.5	0.4

na not available

(a) This measure includes all incorporated businesses as well as unincorporated businesses employing 250 persons or more. See paragraph 18 of the Technical Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Break in series between March 2006 and June 2006. See paragraph 24 of the Technical Notes for more information.

(d) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2005-06</b>									
September	10 987	9 025	^ 1 593	3 671	2 367	2 282	4 817	5 777	40 519
December	11 563	9 082	^ 1 798	3 971	3 357	2 687	4 866	6 307	43 630
March	11 229	7 911	^ 1 501	3 443	1 952	2 078	3 429	5 535	37 077
June	13 623	8 572	^ 1 570	3 767	1 865	2 150	4 286	5 300	41 133
<b>2006-07</b>									
September	13 782	9 646	^ 1 527	3 901	2 351	2 525	4 741	5 427	43 901
December	13 238	10 099	^ 2 030	4 231	3 831	3 213	5 073	5 935	47 650
March	11 387	9 162	^ 1 659	3 571	2 366	2 699	4 272	7 931	43 048
June	12 426	9 807	^ 2 178	4 068	2 284	2 344	5 034	7 861	46 001
<b>2007-08</b>									
September	11 703	9 912	2 135	4 134	3 023	2 921	5 323	8 462	47 613
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	10 617	8 736	1 654	3 645	2 439	2 315	4 586	5 616	39 608
December	11 063	8 562	1 642	3 681	2 358	2 221	4 568	6 027	40 122
March	11 814	8 595	1 639	3 765	2 351	2 287	3 898	5 845	40 194
June	14 032	8 700	1 530	3 761	2 400	2 391	4 274	5 435	42 520
<b>2006-07</b>									
September	13 358	9 322	1 587	3 891	2 431	2 568	4 495	5 264	42 917
December	12 681	9 571	1 853	3 915	2 693	2 671	4 787	5 634	43 804
March	12 024	9 958	1 816	3 925	2 856	2 968	4 870	8 306	46 725
June	12 786	9 971	2 129	4 059	2 937	2 604	5 028	8 016	47 531
<b>2007-08</b>									
September	11 298	9 524	2 207	4 110	3 125	2 961	5 010	8 282	46 519
TREND									
<b>2005-06</b>									
September	10 477	8 581	1 603	3 611	2 385	2 295	4 499	5 881	39 324
December	11 212	8 581	1 636	3 688	2 389	2 256	4 376	5 909	40 051
March	11 884	8 623	1 603	3 746	2 356	2 290	4 196	5 730	40 426
June	(c) 13 675	8 836	1 580	3 802	2 380	2 389	4 222	5 504	(c) 42 416
<b>2006-07</b>									
September	13 362	9 214	1 630	3 857	2 494	2 571	4 467	5 426	43 021
December	12 820	9 558	1 753	3 908	2 656	2 713	4 749	5 619	43 733
March	12 408	(d) 9 941	1 923	3 968	2 830	2 782	4 894	(d) 8 078	(d) 46 829
June	12 107	9 851	2 071	4 034	2 977	2 818	4 988	8 198	47 034
<b>2007-08</b>									
September	11 774	9 690	2 157	4 090	3 071	2 854	5 029	8 233	46 985
<p>^ estimate has a relative standard error of 10% to less than 25% and should be used with caution</p> <p>(a) This measure includes all incorporated businesses as well as unincorporated businesses employing 250 persons or more. See paragraph 18 of the Technical Notes for more information.</p> <p>(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.</p> <p>(c) Break in series between March 2006 and June 2006. See paragraph 24 of the Technical Notes for more information.</p> <p>(d) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.</p>									

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2005-06</b>									
September	17.1	9.6	5.0	5.1	28.7	8.4	7.8	-2.7	9.6
December	5.2	0.6	12.8	8.2	41.8	17.8	1.0	9.2	7.7
March	-2.9	-12.9	-16.5	-13.3	-41.8	-22.7	-29.5	-12.2	-15.0
June	21.3	8.3	4.6	9.4	-4.5	3.5	25.0	-4.2	10.9
<b>2006-07</b>									
September	1.2	12.5	-2.7	3.5	26.1	17.4	10.6	2.4	6.7
December	-3.9	4.7	32.9	8.5	62.9	27.3	7.0	9.4	8.5
March	-14.0	-9.3	-18.3	-15.6	-38.2	-16.0	-15.8	33.6	-9.7
June	9.1	7.0	31.2	13.9	-3.5	-13.2	17.8	-0.9	6.9
<b>2007-08</b>									
September	-5.8	1.1	-2.0	1.6	32.4	24.6	5.7	7.7	3.5
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	9.3	4.5	12.3	4.2	2.9	-1.5	3.0	-7.5	3.4
December	4.2	-2.0	-0.7	1.0	-3.3	-4.1	-0.4	7.3	1.3
March	6.8	0.4	-0.2	2.3	-0.3	3.0	-14.7	-3.0	0.2
June	18.8	1.2	-6.7	-0.1	2.1	4.5	9.6	-7.0	5.8
<b>2006-07</b>									
September	-4.8	7.2	3.7	3.5	1.3	7.4	5.2	-3.1	0.9
December	-5.1	2.7	16.8	0.6	10.8	4.0	6.5	7.0	2.1
March	-5.2	4.0	-2.0	0.2	6.1	11.1	1.7	47.4	6.7
June	6.3	0.1	17.2	3.4	2.8	-12.3	3.2	-3.5	1.7
<b>2007-08</b>									
September	-11.6	-4.5	3.6	1.3	6.4	13.7	-0.4	3.3	-2.1
TREND									
<b>2005-06</b>									
September	6.7	1.5	3.1	2.1	2.3	-2.6	1.0	2.4	2.8
December	7.0	0.0	2.1	2.1	0.2	-1.7	-2.7	0.5	1.8
March	6.0	0.5	-2.0	1.6	-1.4	1.5	-4.1	-3.0	0.9
June	(c)na	2.5	-1.4	1.5	1.0	4.3	0.6	-3.9	(c)na
<b>2006-07</b>									
September	-2.3	4.3	3.1	1.5	4.8	7.6	5.8	-1.4	1.4
December	-4.1	3.7	7.6	1.3	6.5	5.5	6.3	3.6	1.7
March	-3.2	(d)na	9.7	1.5	6.6	2.5	3.1	(d)na	(d)na
June	-2.4	-0.9	7.7	1.6	5.2	1.3	1.9	1.5	0.4
<b>2007-08</b>									
September	-2.7	-1.6	4.2	1.4	3.2	1.3	0.8	0.4	-0.1

na not available

(a) This measure includes all incorporated businesses as well as unincorporated businesses employing 250 persons or more. See paragraph 18 of the Technical Notes for more information.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Break in series between March 2006 and June 2006. See paragraph 24 of the Technical Notes for more information.

(d) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2005-06</b>									
September	^ 14	^ 684	^ 837	*535	1 125	^ 281	^ 1 858	1 316	6 649
December	^ 21	^ 698	^ 812	^ 561	^ 1 382	^ 324	^ 1 648	1 144	6 590
March	^ 29	^ 553	^ 772	^ 488	^ 1 056	^ 296	^ 1 539	^ 912	5 645
June	53	^ 604	^ 1 011	*432	^ 1 100	^ 337	^ 1 546	^ 919	6 002
<b>2006-07</b>									
September	^ 31	^ 693	^ 980	^ 535	1 324	^ 385	^ 2 039	^ 934	6 921
December	*10	^ 780	^ 1 099	*563	1 531	^ 458	^ 2 024	^ 1 084	7 549
March	^ 22	^ 613	^ 975	^ 539	^ 1 217	^ 414	^ 1 841	^ 1 102	6 723
June	*17	^ 677	^ 848	*448	1 306	^ 441	^ 2 267	^ 1 034	7 038
<b>2007-08</b>									
September	72	706	1 231	517	1 342	497	2 761	928	8 054
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	13	637	817	508	1 162	271	1 725	1 252	6 385
December	26	603	752	513	1 180	299	1 587	1 064	6 024
March	36	650	890	504	1 141	321	1 703	967	6 212
June	40	656	989	486	1 180	349	1 585	1 003	6 288
<b>2006-07</b>									
September	29	648	949	508	1 363	376	1 880	875	6 628
December	13	673	1 019	516	1 307	419	1 950	1 014	6 911
March	28	722	1 129	558	1 317	450	2 043	1 180	7 427
June	12	735	828	504	1 401	455	2 326	1 115	7 376
<b>2007-08</b>									
September	66	660	1 189	490	1 378	490	2 536	865	7 674
TREND									
<b>2005-06</b>									
September	16	617	787	513	1 153	285	1 704	1 141	6 216
December	26	627	817	513	1 150	297	1 642	1 100	6 172
March	35	637	874	500	1 170	319	1 627	1 008	6 170
June	35	647	938	496	1 223	349	1 692	934	6 314
<b>2006-07</b>									
September	29	659	1 007	507	1 286	382	1 804	952	6 626
December	19	685	1 015	526	1 330	415	1 937	1 039	6 966
March	20	708	1 012	529	1 347	443	2 110	1 097	7 266
June	32	710	1 025	516	1 366	465	2 300	1 069	7 483
<b>2007-08</b>									
September	45	694	1 057	498	1 390	483	2 497	969	7 633

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution  
\* estimate has a relative standard error of 25% to 50% and should be used with caution  
(a) This measure includes all unincorporated businesses with less than 250 persons employed. See paragraph 18 of the Technical Notes for more information.  
(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2005-06</b>									
September	-17.7	20.4	0.0	16.1	7.9	-2.4	7.1	30.0	11.6
December	51.9	1.9	-2.9	4.9	22.9	15.4	-11.3	-13.1	-0.9
March	38.1	-20.7	-4.9	-13.0	-23.6	-8.7	-6.6	-20.3	-14.3
June	85.7	9.1	31.0	-11.5	4.2	13.9	0.5	0.8	6.3
<b>2006-07</b>									
September	-42.0	14.9	-3.1	23.9	20.3	14.2	31.9	1.6	15.3
December	-67.1	12.5	12.1	5.2	15.7	19.1	-0.7	16.1	9.1
March	117.0	-21.4	-11.2	-4.2	-20.6	-9.7	-9.1	1.6	-10.9
June	-25.3	10.5	-13.0	-16.9	7.3	6.5	23.1	-6.1	4.7
<b>2007-08</b>									
September	335.5	4.2	45.2	15.3	2.8	12.7	21.8	-10.3	14.4
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	2.6	2.4	0.1	-2.3	3.9	-9.0	-2.6	13.7	2.0
December	101.1	-5.3	-7.9	1.0	1.6	10.1	-8.0	-15.0	-5.7
March	37.3	7.8	18.3	-1.9	-3.3	7.5	7.3	-9.1	3.1
June	12.0	0.8	11.2	-3.4	3.5	8.7	-6.9	3.7	1.2
<b>2006-07</b>									
September	-28.4	-1.2	-4.1	4.5	15.5	7.8	18.6	-12.8	5.4
December	-54.4	3.9	7.5	1.5	-4.1	11.3	3.7	15.9	4.3
March	112.3	7.3	10.7	8.1	0.8	7.4	4.8	16.4	7.5
June	-55.9	1.8	-26.7	-9.5	6.4	1.2	13.8	-5.5	-0.7
<b>2007-08</b>									
September	440.5	-10.2	43.6	-2.8	-1.6	7.7	9.1	-22.4	4.0
TREND									
<b>2005-06</b>									
September	31.1	-2.3	-1.0	5.4	0.8	1.1	-3.5	0.4	-0.6
December	57.5	1.7	3.7	0.0	-0.2	4.4	-3.6	-3.6	-0.7
March	37.3	1.7	7.0	-2.4	1.7	7.2	-0.9	-8.4	0.0
June	0.7	1.5	7.3	-0.9	4.5	9.4	4.0	-7.3	2.3
<b>2006-07</b>									
September	-18.2	1.9	7.4	2.2	5.1	9.5	6.6	1.9	4.9
December	-34.1	3.8	0.8	3.8	3.5	8.7	7.4	9.1	5.1
March	4.3	3.4	-0.4	0.7	1.3	6.6	8.9	5.6	4.3
June	58.5	0.3	1.3	-2.5	1.4	5.1	9.0	-2.6	3.0
<b>2007-08</b>									
September	42.7	-2.2	3.2	-3.5	1.8	3.9	8.6	-9.4	2.0

- (a) This measure includes all unincorporated businesses with less than 250 persons employed. See paragraph 18 of the Technical Notes for more information.  
(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2005-06</b>									
September	11 001	9 710	2 430	4 205	3 492	2 563	6 675	7 094	47 168
December	11 584	9 780	2 610	4 532	4 739	3 011	6 514	7 451	50 220
March	11 258	8 464	^ 2 273	3 931	3 008	2 374	4 968	6 447	42 722
June	13 676	9 175	2 581	4 199	2 965	2 487	5 832	6 219	47 135
<b>2006-07</b>									
September	13 813	10 340	2 508	4 436	3 676	2 910	6 779	6 361	50 822
December	13 248	10 878	3 129	4 794	5 362	3 671	7 097	7 019	55 199
March	11 409	9 775	2 634	4 110	3 583	3 113	6 113	9 033	49 770
June	12 443	10 485	3 026	4 516	3 590	2 785	7 300	8 895	53 039
<b>2007-08</b>									
September	11 775	10 618	3 366	4 651	4 365	3 418	8 084	9 390	55 667
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	10 630	9 373	2 471	4 153	3 601	2 586	6 311	6 868	45 993
December	11 089	9 165	2 394	4 194	3 538	2 520	6 155	7 091	46 146
March	11 850	9 245	2 529	4 269	3 492	2 608	5 601	6 812	46 406
June	14 072	9 356	2 519	4 247	3 580	2 740	5 859	6 438	48 808
<b>2006-07</b>									
September	13 387	9 970	2 536	4 399	3 794	2 944	6 375	6 139	49 545
December	12 694	10 244	2 872	4 431	4 000	3 090	6 737	6 648	50 715
March	12 052	10 680	2 945	4 483	4 173	3 418	6 913	9 486	54 152
June	12 798	10 706	2 957	4 563	4 338	3 059	7 354	9 131	54 907
<b>2007-08</b>									
September	11 364	10 184	3 396	4 600	4 503	3 451	7 546	9 147	54 193
TREND									
<b>2005-06</b>									
September	10 493	9 198	2 390	4 124	3 538	2 580	6 203	7 022	45 540
December	11 238	9 208	2 453	4 201	3 539	2 553	6 018	7 009	46 223
March	11 919	9 260	2 477	4 246	3 526	2 609	5 823	6 738	46 596
June	(c) 13 710	9 483	2 518	4 298	3 603	2 738	5 914	6 438	(c) 48 730
<b>2006-07</b>									
September	13 391	9 873	2 637	4 364	3 780	2 953	6 271	6 378	49 647
December	12 839	10 243	2 768	4 434	3 986	3 128	6 686	6 658	50 699
March	12 428	(d) 10 649	2 935	4 497	4 177	3 225	7 004	(d) 9 175	(d) 54 095
June	12 139	10 561	3 096	4 550	4 343	3 283	7 288	9 267	54 517
<b>2007-08</b>									
September	11 819	10 384	3 214	4 588	4 461	3 337	7 526	9 202	54 618

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

- (a) This measure is the sum of the company and unincorporated gross operating profits.  
 (b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.  
 (c) Break in series between March 2006 and June 2006. See paragraph 24 of the Technical Notes for more information.  
 (d) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2005-06</b>									
September	17.0	10.3	3.2	6.4	21.2	7.1	7.6	2.0	9.9
December	5.3	0.7	7.4	7.8	35.7	17.5	-2.4	5.0	6.5
March	-2.8	-13.4	-12.9	-13.3	-36.5	-21.2	-23.7	-13.5	-14.9
June	21.5	8.4	13.6	6.8	-1.4	4.8	17.4	-3.5	10.3
<b>2006-07</b>									
September	1.0	12.7	-2.8	5.6	24.0	17.0	16.2	2.3	7.8
December	-4.1	5.2	24.8	8.1	45.9	26.2	4.7	10.3	8.6
March	-13.9	-10.1	-15.8	-14.3	-33.2	-15.2	-13.9	28.7	-9.8
June	9.1	7.3	14.9	9.9	0.2	-10.5	19.4	-1.5	6.6
<b>2007-08</b>									
September	-5.4	1.3	11.3	3.0	21.6	22.7	10.7	5.6	5.0
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	9.3	4.3	8.0	3.3	3.2	-2.4	1.4	-4.3	3.2
December	4.3	-2.2	-3.1	1.0	-1.7	-2.6	-2.5	3.2	0.3
March	6.9	0.9	5.6	1.8	-1.3	3.5	-9.0	-3.9	0.6
June	18.8	1.2	-0.4	-0.5	2.5	5.1	4.6	-5.5	5.2
<b>2006-07</b>									
September	-4.9	6.6	0.7	3.6	6.0	7.4	8.8	-4.6	1.5
December	-5.2	2.7	13.2	0.7	5.4	5.0	5.7	8.3	2.4
March	-5.1	4.3	2.5	1.2	4.3	10.6	2.6	42.7	6.8
June	6.2	0.2	0.4	1.8	4.0	-10.5	6.4	-3.7	1.4
<b>2007-08</b>									
September	-11.2	-4.9	14.8	0.8	3.8	12.8	2.6	0.2	-1.3
TREND									
<b>2005-06</b>									
September	6.8	1.2	1.7	2.5	1.8	-2.2	-0.3	2.0	2.3
December	7.1	0.1	2.6	1.9	0.0	-1.0	-3.0	-0.2	1.5
March	6.1	0.6	1.0	1.1	-0.4	2.2	-3.2	-3.9	0.8
June	(c)na	2.4	1.7	1.2	2.2	4.9	1.6	-4.5	(c)na
<b>2006-07</b>									
September	-2.3	4.1	4.7	1.5	4.9	7.9	6.0	-0.9	1.9
December	-4.1	3.7	5.0	1.6	5.4	5.9	6.6	4.4	2.1
March	-3.2	(d)na	6.0	1.4	4.8	3.1	4.8	(d)na	(d)na
June	-2.3	-0.8	5.5	1.2	4.0	1.8	4.1	1.0	0.8
<b>2007-08</b>									
September	-2.6	-1.7	3.8	0.8	2.7	1.6	3.3	-0.7	0.2

na not available

(a) This measure is the sum of the company and unincorporated gross operating profits.

(b) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(c) Break in series between March 2006 and June 2006. See paragraph 24 of the Technical Notes for more information.

(d) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2005-06</b>									
September	2 034	12 231	5 429	5 880	7 552	3 826	13 565	20 111	70 629
December	2 125	12 416	5 866	6 087	8 091	4 020	14 093	20 777	73 474
March	2 252	11 641	5 512	5 884	7 635	3 946	13 708	19 947	70 525
June	2 337	12 259	5 675	6 131	7 785	4 115	14 714	21 153	74 168
<b>2006-07</b>									
September	2 452	12 598	5 901	6 025	7 855	4 189	14 637	21 274	74 932
December	2 532	12 994	6 374	6 080	8 460	4 471	15 487	23 236	79 632
March	2 577	12 358	6 194	6 002	8 188	4 406	15 266	22 700	77 690
June	2 775	13 058	6 492	6 377	8 405	4 718	16 474	24 523	82 822
<b>2007-08</b>									
September	2 851	13 306	6 554	6 271	8 448	4 898	16 713	24 651	83 694
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	2 027	12 044	5 390	5 875	7 670	3 843	13 564	20 122	70 535
December	2 119	12 088	5 671	5 991	7 772	3 914	13 852	20 325	71 732
March	2 270	12 141	5 705	6 065	7 771	4 024	14 199	20 536	72 711
June	2 332	12 278	5 716	6 047	7 850	4 127	14 470	21 030	73 850
<b>2006-07</b>									
September	2 445	12 406	5 863	6 028	7 979	4 208	14 628	21 379	74 936
December	2 528	12 654	6 161	5 987	8 126	4 359	15 226	22 392	77 433
March	2 596	12 888	6 413	6 181	8 327	4 492	15 813	23 595	80 305
June	2 767	13 078	6 536	6 290	8 482	4 730	16 202	24 375	82 460
<b>2007-08</b>									
September	2 845	13 099	6 517	6 277	8 581	4 925	16 707	24 768	83 719
TREND									
<b>2005-06</b>									
September	2 042	12 020	5 409	5 865	7 638	3 860	13 574	19 938	70 346
December	2 135	12 093	5 610	5 986	7 731	3 922	13 875	20 320	71 672
March	2 241	12 159	5 694	6 051	7 800	4 013	14 158	20 605	72 721
June	2 349	12 266	5 757	6 042	7 859	4 116	14 420	20 968	73 777
<b>2006-07</b>									
September	2 435	12 433	5 902	6 020	7 975	4 221	14 754	21 541	75 281
December	2 522	12 638	6 149	6 055	8 141	4 349	15 209	22 258	77 321
March	2 628	(b)12 889	6 367	6 151	8 311	4 522	15 740	(b)23 640	(b)80 248
June	2 738	13 035	6 503	6 248	8 465	4 716	16 242	24 287	82 234
<b>2007-08</b>									
September	2 849	13 131	6 574	6 327	8 598	4 892	16 671	24 767	83 809

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

(b) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2005-06</b>									
September	-3.7	2.9	6.2	1.8	2.2	0.5	0.2	3.5	2.3
December	4.5	1.5	8.0	3.5	7.1	5.1	3.9	3.3	4.0
March	6.0	-6.2	-6.0	-3.3	-5.6	-1.9	-2.7	-4.0	-4.0
June	3.8	5.3	3.0	4.2	2.0	4.3	7.3	6.0	5.2
<b>2006-07</b>									
September	5.0	2.8	4.0	-1.7	0.9	1.8	-0.5	0.6	1.0
December	3.2	3.1	8.0	0.9	7.7	6.7	5.8	9.2	6.3
March	1.8	-4.9	-2.8	-1.3	-3.2	-1.4	-1.4	-2.3	-2.4
June	7.7	5.7	4.8	6.2	2.7	7.1	7.9	8.0	6.6
<b>2007-08</b>									
September	2.7	1.9	1.0	-1.7	0.5	3.8	1.5	0.5	1.1
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	-4.0	1.2	4.6	3.0	3.0	0.6	2.0	4.1	2.6
December	4.5	0.4	5.2	2.0	1.3	1.8	2.1	1.0	1.7
March	7.1	0.4	0.6	1.2	0.0	2.8	2.5	1.0	1.4
June	2.7	1.1	0.2	-0.3	1.0	2.6	1.9	2.4	1.6
<b>2006-07</b>									
September	4.8	1.0	2.6	-0.3	1.6	2.0	1.1	1.7	1.5
December	3.4	2.0	5.1	-0.7	1.8	3.6	4.1	4.7	3.3
March	2.7	1.8	4.1	3.2	2.5	3.1	3.9	5.4	3.7
June	6.6	1.5	1.9	1.8	1.9	5.3	2.5	3.3	2.7
<b>2007-08</b>									
September	2.8	0.2	-0.3	-0.2	1.2	4.1	3.1	1.6	1.5
TREND									
<b>2005-06</b>									
September	-2.4	1.1	5.7	2.5	1.4	1.3	2.2	2.3	2.0
December	4.6	0.6	3.7	2.1	1.2	1.6	2.2	1.9	1.9
March	5.0	0.5	1.5	1.1	0.9	2.3	2.0	1.4	1.5
June	4.8	0.9	1.1	-0.1	0.8	2.6	1.9	1.8	1.5
<b>2006-07</b>									
September	3.7	1.4	2.5	-0.4	1.5	2.6	2.3	2.7	2.0
December	3.6	1.6	4.2	0.6	2.1	3.0	3.1	3.3	2.7
March	4.2	(b)na	3.5	1.6	2.1	4.0	3.5	(b)na	(b)na
June	4.2	1.1	2.1	1.6	1.9	4.3	3.2	2.7	2.5
<b>2007-08</b>									
September	4.1	0.7	1.1	1.3	1.6	3.7	2.6	2.0	1.9

na not available

(b) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

(a) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2005-06</b>									
September	25 367	18 366	12 753	4 507	6 848	1 217	690	881	70 629
December	26 261	19 415	13 223	4 602	7 206	1 223	638	906	73 474
March	25 036	18 418	12 779	4 512	7 152	1 199	581	848	70 525
June	25 991	19 201	13 769	4 641	7 756	1 229	619	962	74 168
<b>2006-07</b>									
September	26 084	19 590	13 930	4 715	7 811	1 203	622	977	74 932
December	27 942	20 752	14 822	4 962	8 170	1 268	652	1 064	79 632
March	27 059	19 982	14 681	5 004	8 082	1 250	630	1 003	77 690
June	28 794	21 365	15 566	5 143	8 761	1 352	697	1 144	82 822
<b>2007-08</b>									
September	28 984	21 495	15 965	5 146	8 934	1 364	710	1 095	83 694
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	25 381	18 351	12 594	4 488	6 892	1 216	679	885	70 535
December	25 678	18 818	12 976	4 509	7 075	1 189	620	891	71 732
March	25 854	19 068	13 305	4 616	7 333	1 233	615	890	72 711
June	26 013	19 166	13 666	4 649	7 665	1 231	613	930	73 850
<b>2006-07</b>									
September	26 257	19 579	13 749	4 702	7 850	1 202	612	981	74 936
December	26 890	20 117	14 556	4 862	8 027	1 233	632	1 046	77 433
March	27 946	20 685	15 267	5 110	8 288	1 286	670	1 054	80 305
June	28 814	21 321	15 462	5 157	8 659	1 354	688	1 105	82 460
<b>2007-08</b>									
September	29 183	21 493	15 753	5 133	8 972	1 364	699	1 100	83 719
TREND									
<b>2005-06</b>									
September	25 392	18 414	12 518	4 474	6 853	1 194	650	875	70 346
December	25 656	18 758	12 970	4 526	7 076	1 215	637	886	71 672
March	25 830	19 011	13 304	4 588	7 364	1 220	617	900	72 721
June	26 006	19 270	13 571	4 644	7 620	1 219	608	934	73 777
<b>2006-07</b>									
September	26 331	19 594	13 970	4 737	7 841	1 218	617	982	75 281
December	26 940	20 036	14 500	4 876	8 038	1 235	635	1 028	77 321
March	(a)27 924	(a)20 783	(a)15 118	(a)5 058	(a)8 336	(a)1 291	(a)665	(a)1 070	(a)80 248
June	28 663	21 192	15 511	5 140	8 637	1 336	686	1 091	82 234
<b>2007-08</b>									
September	29 323	21 564	15 795	5 180	8 955	1 371	703	1 106	83 809

(a) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

	New South Wales	Victoria	Queensland	South Australia	Western Australia	Tasmania(a)	Northern Territory(a)	Australian Capital Territory(a)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2005-06</b>									
September	0.8	1.7	5.7	1.9	3.0	4.8	7.4	0.1	2.3
December	3.5	5.7	3.7	2.1	5.2	0.5	-7.5	2.9	4.0
March	-4.7	-5.1	-3.4	-2.0	-0.7	-2.0	-9.0	-6.5	-4.0
June	3.8	4.2	7.7	2.9	8.4	2.5	6.7	13.5	5.2
<b>2006-07</b>									
September	0.4	2.0	1.2	1.6	0.7	-2.1	0.4	1.5	1.0
December	7.1	5.9	6.4	5.2	4.6	5.4	4.8	9.0	6.3
March	-3.2	-3.7	-1.0	0.8	-1.1	-1.4	-3.3	-5.8	-2.4
June	6.4	6.9	6.0	2.8	8.4	8.2	10.5	14.0	6.6
<b>2007-08</b>									
September	0.7	0.6	2.6	0.1	2.0	0.9	2.0	-4.2	1.1
SEASONALLY ADJUSTED									
<b>2005-06</b>									
September	1.2	1.8	5.3	1.4	4.9	4.4	6.9	3.9	2.6
December	1.2	2.5	3.0	0.5	2.7	-2.2	-8.8	0.6	1.7
March	0.7	1.3	2.5	2.4	3.6	3.7	-0.7	-0.1	1.4
June	0.6	0.5	2.7	0.7	4.5	-0.2	-0.4	4.6	1.6
<b>2006-07</b>									
September	0.9	2.2	0.6	1.2	2.4	-2.3	-0.1	5.4	1.5
December	2.4	2.7	5.9	3.4	2.3	2.5	3.2	6.6	3.3
March	3.9	2.8	4.9	5.1	3.3	4.3	6.0	0.8	3.7
June	3.1	3.1	1.3	0.9	4.5	5.3	2.8	4.9	2.7
<b>2007-08</b>									
September	1.3	0.8	1.9	-0.5	3.6	0.7	1.5	-0.5	1.5
TREND									
<b>2005-06</b>									
September	1.5	2.5	3.8	0.1	2.2	2.5	0.7	2.2	2.0
December	1.0	1.9	3.6	1.2	3.3	1.8	-1.9	1.3	1.9
March	0.7	1.3	2.6	1.4	4.1	0.5	-3.1	1.5	1.5
June	0.7	1.4	2.0	1.2	3.5	-0.1	-1.5	3.8	1.5
<b>2006-07</b>									
September	1.2	1.7	2.9	2.0	2.9	-0.1	1.4	5.2	2.0
December	2.3	2.3	3.8	2.9	2.5	1.4	2.9	4.7	2.7
March	(b)na	(b)na	(b)na	(b)na	(b)na	(b)na	(b)na	(b)na	(b)na
June	2.6	2.0	2.6	1.6	3.6	3.5	3.2	1.9	2.5
<b>2007-08</b>									
September	2.3	1.8	1.8	0.8	3.7	2.6	2.4	1.4	1.9

na not available

(b) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

(a) The relative standard errors on the movement estimates for these states are significantly higher than those for the larger states, and the quarterly movement estimates should be used with caution.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
<b>2005-06</b>								
September	0.26	0.48	na	0.47	0.39	na	na	na
December	0.26	0.45	na	0.48	0.36	na	na	na
March	0.28	0.50	na	0.49	0.40	na	na	na
June	0.25	0.46	na	0.47	0.38	na	na	na
<b>2006-07</b>								
September	0.26	0.45	na	0.47	0.38	na	na	na
December	0.26	0.43	na	0.47	0.35	na	na	na
March	0.30	0.48	na	0.50	0.39	na	na	na
June	0.29	0.45	na	0.48	0.37	na	na	na
<b>2007-08</b>								
September	0.32	0.45	na	0.49	0.37	na	na	na

na not available

(c) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

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

(b) Sales refers to Sales of goods and services.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(c)
<b>2005-06</b>								
September	10.99	6.85	5.26	12.26	8.81	4.69	2.69	1.80
December	11.13	6.93	5.22	12.33	9.06	4.70	2.74	1.77
March	10.40	6.87	5.10	12.07	8.56	4.53	2.58	1.73
June	11.57	7.14	5.33	12.17	8.70	4.49	2.65	1.73
<b>2006-07</b>								
September	11.08	7.15	5.06	12.62	8.87	4.69	2.70	1.76
December	10.75	7.16	5.28	12.86	9.11	4.77	2.73	1.71
March	9.47	6.91	5.08	12.11	8.54	4.58	2.54	1.92
June	9.80	7.05	5.43	12.00	8.66	4.33	2.65	1.88
<b>2007-08</b>								
September	9.15	7.04	5.54	12.34	8.82	4.43	2.65	1.95

(a) Sales refers to Sales of goods and services.

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

(c) See paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item.

	<i>Mining</i>	<i>Manufacturing</i>	<i>Construction</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Transport and storage</i>	<i>Property and business services</i>	<i>Other selected industries(c)</i>
<b>2005-06</b>								
September	0.49	0.12	0.09	0.06	0.05	0.14	0.18	0.20
December	0.49	0.11	0.09	0.06	0.06	0.16	0.17	0.20
March	0.48	0.11	0.08	0.06	0.05	0.13	0.14	0.19
June	0.51	0.10	0.09	0.06	0.04	0.13	0.15	0.17
<b>2006-07</b>								
September	0.51	0.11	0.08	0.06	0.05	0.15	0.17	0.17
December	0.49	0.12	0.09	0.06	0.07	0.17	0.17	0.18
March	0.47	0.11	0.08	0.06	0.05	0.15	0.16	0.21
June	0.46	0.11	0.09	0.06	0.05	0.14	0.17	0.19
<b>2007-08</b>								
September	0.45	0.11	0.09	0.06	0.06	0.16	0.18	0.20

(a) Sales refers to Sales of goods and services

(b) Ratio is calculated by dividing business gross operating profits by sales.

(c) See Paragraph 12 of the Explanatory Notes for details of the industries included in Other selected industries for this data item

## WHAT IF...? REVISIONS TO TREND ESTIMATES

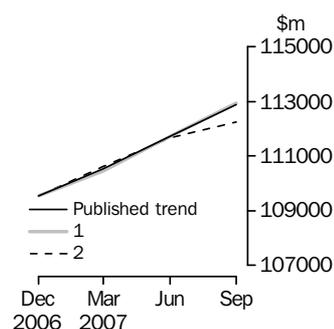
### EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

#### TREND REVISIONS

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

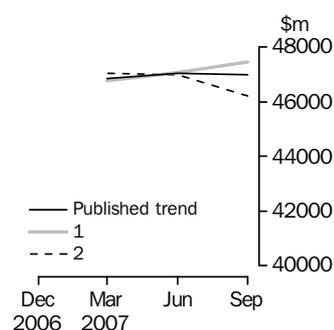
1. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are higher than the current quarter's estimate by the percentage shown.
2. Next quarter's seasonally adjusted estimate of total inventories, and seasonally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

#### INVENTORIES (CHAIN VOLUME MEASURES)



	<i>Trend as published</i>		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
	\$m	% change	<i>(1) rises by 1.1% on this quarter</i>		<i>(2) falls by 1.1% on this quarter</i>	
	\$m	% change	\$m	% change	\$m	% change
<b>2006</b>						
December	109 532	0.1	109 534	0.1	109 534	0.1
<b>2007</b>						
March	110 539	0.9	110 463	0.8	110 609	1.0
June	111 718	1.1	111 728	1.1	111 678	1.0
September	112 876	1.0	112 934	1.1	112 233	0.5

#### COMPANY GROSS OPERATING PROFITS (CURRENT PRICES)



	<i>Trend as published</i>		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
	\$m	% change	<i>(1) rises by 4.0% on this quarter</i>		<i>(2) falls by 4.0% on this quarter</i>	
	\$m	% change	\$m	% change	\$m	% change
<b>2006</b>						
December	43 733	1.7	43 733	1.7	43 733	1.7
<b>2007</b>						
March	(a)46 829	(a)na	(a)46 765	(a)na	(a)47 023	(a)na
June	47 034	0.4	47 060	0.6	46 970	-0.1
September	46 985	-0.1	47 455	0.8	46 214	-1.6

na not available

(a) Break in series between December 2006 and March 2007. See paragraph 23 of the Technical Notes for more information.

## EXPLANATORY NOTES

### INTRODUCTION

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

### SCOPE AND COVERAGE

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

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

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

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

**6** Inventories data are not collected from businesses with fewer than 20 employees, as smaller businesses generally have difficulty in providing accurate quarterly information on the level of their inventories. Estimates for these businesses are derived by applying sales information to an estimated inventories to sales ratio. This ratio is calculated in the first quarter a small business is selected and this initial value will be retained each quarter for each business until it is rotated out of the survey. Studies indicate that this more closely represents the inventories management practices of small businesses except that the value of these inventories holdings would change over time as purchase prices change. While it is theoretically possible to build price changes into the new methodology, the impact of not revaluing this initial figure for each individual business is not expected to have any significant impact on the time series.

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

## EXPLANATORY NOTES *continued*

### SCOPE AND COVERAGE

*continued*

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

**8** Profits data are not collected from employing businesses with less than 20 employees. Estimates for these businesses are derived by applying sales information to an estimated profits to sales ratio. The profits to sales ratio is based on data from the annual Economic Activity Survey for small businesses.

### STATISTICAL UNIT

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

## EXPLANATORY NOTES *continued*

### CLASSIFICATIONS

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

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

**12** Many of the tables in this publication contain an industry classification 'Other selected industries'. For company gross operating profits, unincorporated gross operating profit, business gross operating profit, company profits before income tax, and sales of goods and services, Other selected industries comprises Electricity, gas and water; Accommodation, cafes and restaurants; Communication services; Other financiers; Financial asset investors; Services to finance and insurance; Cultural and recreational services; and Personal services. For inventories, it comprises Electricity, gas and water; and Accommodation, cafes and restaurants. For wages and salaries, it comprises Electricity, gas and water; Accommodation, cafes and restaurants; Communication services; Deposit taking financiers; Other financiers; Financial asset investors; Other insurance; Services to finance and insurance; Education; Health and community services; Cultural and recreational services; and Personal and other services.

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

### SURVEY METHODOLOGY

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

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

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

### TIMING OF SURVEY CYCLE

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

### SAMPLE REVISION

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

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

## EXPLANATORY NOTES *continued*

### SEASONAL ADJUSTMENT

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

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

**22** In this publication, the seasonally adjusted estimates are produced by the concurrent seasonal adjustment method which takes account of the latest available original estimates. This method improves the estimation of seasonal factors, and therefore, the seasonally adjusted and trend estimates for the current and previous quarters. As a result of this improvement, revisions to the seasonally adjusted and trend estimates will be observed for recent periods. In most instances the only noticeable revisions will be to the previous quarter and the same quarter one year ago. A more detailed review is conducted annually prior to the September quarter release using data up to and including the June quarter.

### TREND ESTIMATES

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

**24** There may also be revisions because of changes in the original estimates. As a result of these revisions, the seasonally adjusted and trend estimates will also be revised. For further information, see *Information Paper: A Guide to Interpreting Time Series — Monitoring Trends* (cat. no. 1349.0) or contact the Assistant Director, Time Series Analysis on Canberra (02) 6252 6345 or email <timeseries@abs.gov.au>.

## EXPLANATORY NOTES *continued*

### CHAIN VOLUME MEASURES

**25** The chain volume measures appearing in this publication are annually reweighted chain Laspeyres indexes referenced to current price values in the chosen reference year (currently 2005–06). The current price values may be thought of as being the product of a price and quantity. The value in chain volume terms can be derived by linking together movements in volumes, calculated using the average prices of the previous financial year and applying compound movements to the current price estimates of the reference year. Each year's quarter-to-quarter growth rates in the chain volume series are based on the prices of the previous financial year, except for those quarters of the latest incomplete year which are based upon the second most recent financial year. Quarterly chain volume estimates are benchmarked to annual chain volume estimates, so that the quarterly estimates for a financial year sum to the corresponding annual estimate.

**26** With each release of the September quarter issue of this publication, a new base year is introduced and the reference year is advanced one year to coincide with it. This means that with the release of the September quarter 2007 issue of this publication, the chain volume measures for 2006–07 will have 2005–06 (the previous financial year) as their base year rather than 2004–05, and the reference year is 2005–06. A change in the reference year changes levels but not growth rates for all periods. A change in the base year can result in revisions, small in most cases, to growth rates for the last year.

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

### COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

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

## EXPLANATORY NOTES *continued*

### COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES *continued*

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

- The national accounts estimates are benchmarked to annual supply and use tables which are based on annual Economic Activity Survey and taxation data.
- The national accounts estimates include estimates for businesses classified to industries not in scope of the Quarterly Business Indicators Survey.
- The national accounts estimates include estimates for non-employed businesses, which are outside the scope of Quarterly Business Indicators Survey.
- The national accounts estimates for gross operating surplus of private non-financial corporations are after deduction of the inventory valuation adjustment which measures the portion of income attributable to holding gains or losses resulting from inventory valuation practices.
- In many cases, the processes used to seasonally adjust national accounts estimates are different to those used for the seasonally adjusted estimates in this publication.

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

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

### AUSTRALIAN INTERNATIONAL FINANCIAL REPORTING STANDARDS

**32** The new Australian equivalents to International Financial Reporting Standards (AIFRS) began to be progressively implemented in Australia from 1 January 2005. As a result, a number of items in the financial accounts of Australian businesses have been affected by changed definitions which have in turn impacted upon both Income Statements and Balance Sheets. A range of ABS economic collections source data from financial accounts of businesses and use those data to derive economic statistics. There have been no changes in the associated economic definitions.

**33** After monitoring data items since March quarter 2005 it has been concluded that most affected published data series have been impacted by data breaks, but that the magnitude of such breaks cannot be determined without imposing disproportionate load upon data providers to ABS surveys and other administratively collected data. ABS will continue to monitor developments and report any significant identified impacts or changes in methodology as a result of AIFRS.

### GENERAL ACKNOWLEDGMENT

**34** ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continued cooperation is very 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*.

## EXPLANATORY NOTES *continued*

### RELATED PUBLICATIONS

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

**36** Current publications produced by the ABS are listed in the *Catalogue of Publications and Products* (cat. no. 1101.0), which is available from any ABS office. The ABS also issues a *Release Advice* (cat. no. 1105.0) which lists publications to be released in the next few days. The Catalogue and Release Advice are available on this web site.

### ABS WEB SITE

**37** Information on the Quarterly Business Indicators Survey and survey outputs are published on this web site: see the Business Indicators Home Page under Themes.

### DATA AVAILABLE ON REQUEST

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

### ABBREVIATIONS

ABN	Australian Business Number
ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
CGOP	company gross operating profits
GOS	gross operating surplus
PAYGW	pay-as-you-go withholding
QBIS	Quarterly Business Indicators Survey
SISCA	Standard Institutional Sector Classification of Australia
TAU	type of activity unit

## TECHNICAL NOTE DATA QUALITY

### RELIABILITY OF THE ESTIMATES

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

**2** Estimates that have an estimated relative standard error between 10% and 25% are annotated with the symbol '^'. These estimates should be used with caution as they are subject to sampling variability too high for some purposes. Estimates with an RSE between 25% and 50% are annotated with the symbol '\*', indicating that the estimate should be used with caution as it is subject to sampling variability too high for most practical purposes. Estimates with an RSE greater than 50% are annotated with the symbol '\*\*' indicating that the sampling variability causes the estimates to be considered too unreliable for general use. These annotations have only been applied to estimates from the September quarter 2003.

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

**4** Estimates for the latest quarter presented in this publication are considered preliminary and revised estimates will be released with the next issue. As discussed in paragraphs 23 and 24 of the Explanatory Notes, seasonally adjusted and trend estimates are also subject to revision as more data are revised and more data becomes available.

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

### STANDARD ERRORS

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

### LEVEL ESTIMATES

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

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

**8** The following table shows the standard errors for national and state quarterly level estimates based upon the data in the current quarter.

## TECHNICAL NOTE DATA QUALITY *continued*

### LEVEL ESTIMATES *continued*

	Company gross operating profits	Company profits before income tax	Sales of goods and services	Inventories	Wages and salaries
	\$m	\$m	\$m	\$m	\$m
Mining	209	167	413	232	35
Manufacturing	195	189	985	437	175
Construction	308	290	1 294	na	255
Wholesale trade	237	223	1 795	866	131
Retail trade	171	162	1 349	600	193
Transport and storage	194	151	713	na	155
Property and business services	512	489	1 318	na	449
Other selected industries(a)	227	205	728	46	357
<b>Total</b>	<b>784</b>	<b>726</b>	na	<b>1 164</b>	<b>710</b>
New South Wales	na	na	1 732	na	382
Victoria	na	na	1 579	na	351
Queensland	na	na	1 596	na	370
South Australia	na	na	655	na	166
Western Australia	na	na	1 176	na	209
Tasmania	na	na	275	na	58
Northern Territory	na	na	192	na	44
Australian Capital Territory	na	na	202	na	66
<b>Australia</b>	<b>784</b>	<b>726</b>	na	<b>1 164</b>	<b>710</b>

na not available

(a) See paragraph 12 of the Explanatory Notes for a definition of the Other selected industries.

### MOVEMENT ESTIMATES

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

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

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

**TECHNICAL NOTE DATA QUALITY** *continued*

MOVEMENT ESTIMATES  
*continued*

<i>Industries</i>	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
	\$m	\$m	\$m	\$m	\$m
Mining	97	86	187	53	21
Manufacturing	172	174	587	281	83
Construction	232	222	819	na	162
Wholesale trade	205	198	1 154	479	82
Retail trade	114	108	670	266	78
Transport and storage	132	109	355	na	87
Property and business services	325	325	811	na	275
Other selected industries(a)	214	186	504	35	222
<b>Total</b>	<b>563</b>	<b>538</b>	na	<b>619</b>	<b>422</b>

na not available

(a) See paragraph 12 of the Explanatory Notes for a definition of the Other selected industries.

ADJUSTMENTS TO ESTIMATES

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

	September Quarter 2007
<i>Data items</i>	%
Company gross operating profits	1.3
Company profits before income tax	1.4
Sales of goods and services	1.1
Inventories	0.7
Wages and salaries	1.3

**12** As previously discussed, the estimates presented in this publication are partial indicators used in the compilation of the quarterly national accounts. The movements in the Business Indicators estimates will not always be the same as the movements in the comparable national accounts series but they should be reasonably consistent after taking account of differences in concepts, scope and methodology described in paragraph 28 of the Explanatory Notes. If after taking account of these differences, there are concerns about data quality and coherence, the national accounts area provides feedback to the survey area. This process may result in adjustments being applied to the Business Indicators estimates prior to release in this publication. The objective use of the national accounts framework to provide data coherence across all ABS economic statistics ensures that a common understanding of recent economic developments is presented.

SALES OF GOODS AND SERVICES TIME SERIES

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

**14** The different time periods for which series are available can pose some inconsistencies between the series published in original terms and those released in seasonally adjusted and trend terms, as a minimum of three years worth of data are required in order to produce seasonally adjusted and trend estimates. To reduce these inconsistencies, the ABS has modelled estimates based on data from the monthly Retail Business survey to produce a time series for Food retailing, Personal and household good retailing, Video hire outlets and Hairdressing and beauty salons. There are some significant differences between the monthly Retail trade series and the quarterly sales of goods and services series, and these are discussed in paragraph 30 in the Explanatory Notes. To address these differences in the modelling of the time series, movements from the aggregated monthly series have been applied to the level quarterly estimates for the March quarter 2001, and a time series has been created by backcasting. This has facilitated the production of seasonally adjusted and trend estimates for these industries.

SALES OF GOODS AND  
SERVICES TIME SERIES  
*continued*

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

PROFITS TIME SERIES

**16** Estimates of gross operating profits are compiled by deducting estimates of items that do not involve the production of goods and services from estimates of profits before income tax. These items include: depreciation, net interest paid, net foreign exchange gains/losses and unrealised gains/losses on the revaluation of assets. These items are considered out of scope of the national accounts item gross operating surplus.

**17** As indicated in paragraph 8 of the Explanatory Notes, income items (other than sales of goods and services), expense items (other than labour costs) and profits are only collected for businesses employing 20 or more persons in the Quarterly Business Indicators Survey (QBIS). From the September quarter 2004 issue, estimates of these items have been modelled for smaller businesses by applying ratios of the various items for small businesses from the annual Economic Activity Survey to reported sales data in QBIS. This allows the production of estimates of gross operating profits and profits before income tax with respect to businesses of all sizes. This modelling has been included in survey estimates from the March quarter 2001, with a break in series occurring at that time. For most industries, with the exception of Construction and Property and business services, the inclusion of data for small businesses has a significant impact on level estimates but an insignificant impact on quarterly movements. The nature of the modelling of income items for small businesses means that the modelled estimates of gross operating profits for small businesses are likely to be of higher quality than the estimates of company profits for these businesses.

**18** Estimates of company gross operating profits have been included in this release and the former Company Profits, Australia for a number of years. From the September quarter 2004 issue, the definition of 'company' has been expanded to include quasi-corporate enterprises. For practical purposes, quasi-corporates are defined as unincorporated businesses employing 250 or more employees. Quasi-corporates have been included in survey estimates from the March quarter 2001, with a break in series occurring at that time. The September quarter 2004 issue also introduced two new series for estimates of gross operating profits, both of which commenced in March quarter 2001. Unincorporated gross operating profits presents estimates for unincorporated businesses, other than quasi-corporates. Business gross operating profits presents estimates for all businesses and is relatable to industry estimates of sales of goods and services, wages and salaries and inventories.

### INVENTORIES TIME SERIES

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

### WAGES TIME SERIES

**20** The Introduction of the Quarterly Business Indicators Survey from March quarter 2001 included the collection of private sector wages and salaries by industry. Experimental seasonally adjusted and trend series were presented in this publication for the first time in March quarter 2004. These series were considered experimental until five years of data was available for estimation of seasonal factors.

### PRIVATISED MARKETING AUTHORITIES

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

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

### PRIVATISATION OF TELSTRA CORPORATION

**23** Telstra Corporation was effectively privatised on 20 November 2006. For the purposes of ABS statistics this change from public sector to private sector was effective from March quarter 2007. This has impacted on some data series presented in this publication, particularly the March quarter 2007 movements. The data items affected are sales of goods and services, wages and salaries, company gross operating profits and the related profits series in the Manufacturing, Communications and Other selected industries. The introduction of Telstra has resulted in a break in series for some series in this publication between the December quarter 2006 and March quarter 2007. The movement trend estimates, in percentage terms, have therefore not been released for the March quarter 2007.

### TREND BREAKS

**24** In the June quarter 2007 release, trend breaks were applied to Mining company gross operating profits and related profits series to be more consistent with sales of goods and services. These changes resulted in revisions to the seasonally adjusted series.

## GLOSSARY

<b>A company</b>	The definition of company has been expanded to include quasi-corporations as well as incorporated private sector business enterprises. For the purpose of the survey, branches of overseas companies operating in Australia are included but overseas branches of Australian companies are excluded.
<b>Business gross operating profit</b>	The sum of unincorporated gross operating profit and company gross operating profit.
<b>Company gross operating profits</b>	Selected items are excluded from company profits before income tax to provide a measure of underlying company profits. These items include interest income and expenses; depreciation and amortisation; and selected items which do not involve the production of goods and services such as net foreign exchange gains/losses, gains/losses arising from the sale of non-current assets, and net unrealised gains/losses from the revaluation of current or non-current assets.
<b>Company profits before income tax</b>	Net operating profit or loss before income tax and extraordinary items and is net of capital profits or losses arising from the sale of businesses' own capital goods and dividends received.
<b>Inventories</b>	All inventories of materials etc., work in progress and finished goods owned by the business, whether held at locations of the business or elsewhere. Inventories are recorded at book value at the end of the quarter.
<b>Quasi-corporations</b>	Large and easily identified unincorporated enterprises such as partnerships of companies or unit trusts of companies.
<b>Sales of goods and services</b>	This item includes sales of goods by the business and income from services provided such as commission income, repair and service income and fees, management fees, rent leasing and hiring income, delivery and installation charges, income from consulting services, sponsorship income, membership/subscription fees and royalties income. State/territory income from sales of goods and services is reported by businesses for the sales of goods and services from each state/territory in which the business operates.
<b>Unincorporated businesses</b>	Businesses not in the corporate sector as defined under the glossary term 'a company'.
<b>Unincorporated gross operating profit</b>	Same definition as company gross operating profit except it includes only unincorporated businesses.
<b>Wages and salaries</b>	Gross earnings before taxation and other deductions. Includes provisions for employee entitlements.

**FOR MORE INFORMATION . . .**

*INTERNET*            **www.abs.gov.au** the ABS website is the best place for data from our publications and information about the ABS.

*LIBRARY*            A range of ABS publications are available from public and tertiary libraries Australia wide. Contact your nearest library to determine whether it has the ABS statistics you require, or visit our website for a list of libraries.

**INFORMATION AND REFERRAL SERVICE**

Our consultants can help you access the full range of information published by the ABS that is available free of charge from our website, or purchase a hard copy publication. Information tailored to your needs can also be requested as a 'user pays' service. Specialists are on hand to help you with analytical or methodological advice.

- PHONE*            1300 135 070
- EMAIL*            client.services@abs.gov.au
- FAX*                1300 135 211
- POST*              Client Services, ABS, GPO Box 796, Sydney NSW 2001

**FREE ACCESS TO STATISTICS**

All statistics on the ABS website can be downloaded free of charge.

*WEB ADDRESS*    [www.abs.gov.au](http://www.abs.gov.au)



2567600009072  
ISSN 1445 3762

**RRP \$28.00**

