

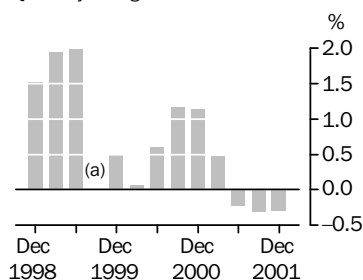


BUSINESS INDICATORS

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) TUES 5 MAR 2002

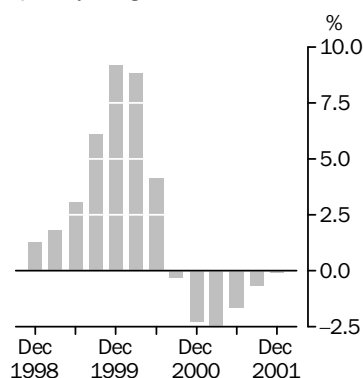
Inventories (chain volume measures)

Trend estimates
Quarterly change

(a) Break in series — See Technical Note.

Note: Change in scope from Mar qtr 2001.

Company gross operating profits

Trend estimates
Quarterly change

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

KEY FIGURES

	Sep Qtr 01 to Dec Qtr 01	Dec Qtr 00 to Dec Qtr 01
	%	%
Income from sales of goods & services (Chain vol. meas.)		
Manufacturing		
Trend	0.5	2.0
Seasonally Adjusted	0.4	2.0
Wholesale trade		
Trend	2.1	5.8
Seasonally Adjusted	5.0	8.6
Inventories (Chain vol. meas.)		
Trend	-0.3	-0.4
Seasonally Adjusted	-0.6	-1.1
Company profits before income tax		
Trend	0.8	-4.8
Seasonally Adjusted	6.6	-0.4
Company gross operating profits		
Trend	-0.1	-4.8
Seasonally Adjusted	7.9	1.6
Wages and salaries		
Original	3.4	not available

KEY POINTS

TREND ESTIMATES

- The trend estimate (in volume terms) for inventories for the December quarter 2001 is \$88,075m, a decrease of 0.3% from the revised September quarter estimate. The trend estimates (in volume terms) for Manufacturing and Wholesale trade income from sales of goods and services have increased in the past four quarters. The trend estimate (in current price terms) for company profits before income tax for companies with 20 or more employees increased by 0.8% in the December quarter 2001. Company gross operating profits decreased slightly by 0.1% in the December quarter 2001 continuing the decreases in the previous five quarters.

SEASONALLY ADJUSTED ESTIMATES

- The seasonally adjusted estimate (in volume terms) for inventories for the December quarter 2001 has decreased by 0.6% from the revised September quarter estimate. Retail trade (down 2.1%) was the major contributor to the fall in inventories.
- The seasonally adjusted estimates (in current price terms) for company profits before income tax, and company gross operating profits, increased strongly in the current quarter. Mining, Wholesale trade and Property and business services were the major contributors to the strong growth in company gross operating profits.

NOTES

FORTHCOMING ISSUES

<i>ISSUE (Quarter)</i>	<i>RELEASE DATE</i>
March 2002	3 June 2002
June 2002	2 September 2002



CHANGES IN THIS ISSUE

As foreshadowed in the first issue of this publication released on 30 January 2002, this issue includes private sector wages and salaries estimates. Currently the private sector earnings component of compensation of employees estimates in the quarterly National Accounts are compiled using earnings and employment data collected in the Survey of Employment and Earnings, and published in *Wages and Salary Earners, Australia* (Cat. no. 6248.0) and employment data for wage and salary earners published in *Labour Force, Australia* (Cat. no. 6203.0). However, the collection of private sector data in the Survey of Employment and Earnings will cease after the December quarter 2001. From March quarter 2002, wages and salaries estimates collected in the Quarterly Economic Activity Survey (including the broad series presented in this publication) will be used to compile the private sector earnings component in the quarterly National Accounts estimates for compensation of employees.

The change in source data will require a reworking of the method for compiling the National Accounts series and this will be discussed in a short feature article in the December quarter 2001 issue of *Australian National Accounts: National Income, Expenditure and Product* (Cat. no. 5206.0). The new method will commence with the March quarter 2002 estimates but the introduction of the new source data will not cause revisions to compensation of employees estimates for December quarter 2001 or previous quarters.

This issue includes income from sales of goods and services in current price estimates and chain volume measures for a number of service industries. Seasonally adjusted and trend estimates are included where a sufficient time series is available. Also included are selected ratios, and state/territory estimates for wages and salaries, and income from sales of goods and services, in current price original terms.

REVISIONS

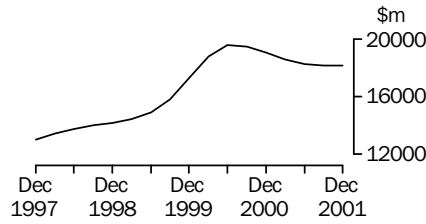
Revisions have been made to the September quarter 2001 estimates and earlier quarters as a result of responses received or revised after publication of the previous issue. The net effect of these revisions has been to adjust the current price original estimates for total inventories by -1.9%, Manufacturing income from sales of goods and services by -1.2%, Wholesale trade income from sales of goods and services by -1.4%, company profits before income tax by +0.1%, and company gross operating profits by -2.8%. Revisions have been applied to all series in this publication and the impact can vary at the industry level.

Barbara Dunlop
Acting Australian Statistician

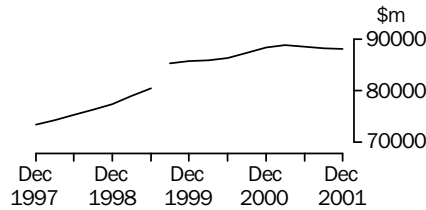
INDUSTRY TREND ESTIMATES

TOTAL ALL INDUSTRIES

COMPANY GROSS OPERATING PROFITS



INVENTORIES



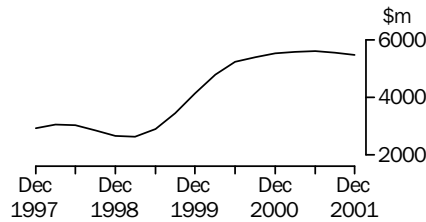
Note: Break in series from Sep qtr 1999. Change in scope from Mar qtr 2001. See Technical Note.

The current price trend estimate for total company gross operating profits has fallen in the past six quarters after a sustained period of increase. The current price trend estimate for total company profits before income tax has increased in the past two quarters after decreasing in the previous four quarters.

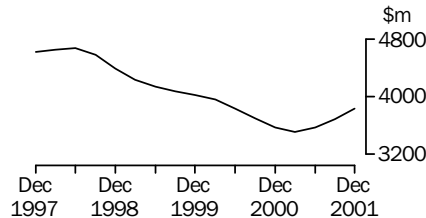
The trend estimate for total inventories (in volume terms) has declined in the past three quarters after reduced growth rates in the previous two quarters.

MINING

COMPANY GROSS OPERATING PROFITS



INVENTORIES



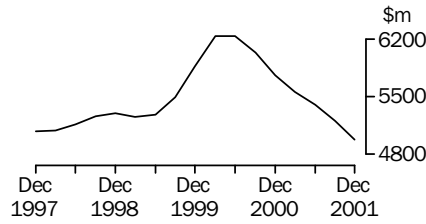
The current price trend estimate for Mining company gross operating profits has decreased in the past two quarters following steady increases in 2000–2001 and sharp growth in 1999–2000. The current price trend estimate for company profits before income tax has decreased in the past two quarters after increasing in the previous nine quarters.

The trend estimate for inventories (in volume terms) has increased in the past three quarters; prior to this growth, the estimate declined for the previous 11 quarters.

INDUSTRY TREND ESTIMATES *continued*

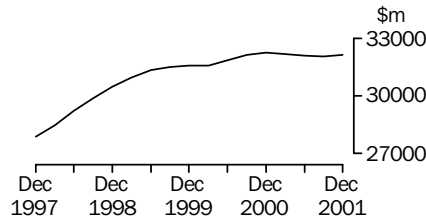
MANUFACTURING

COMPANY GROSS OPERATING PROFITS



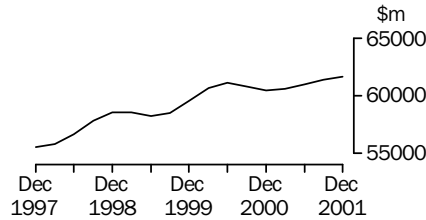
The current price trend estimates for Manufacturing company profits before income tax, and company gross operating profits have fallen in the past seven quarters from the most recent peak in March quarter 2000.

INVENTORIES



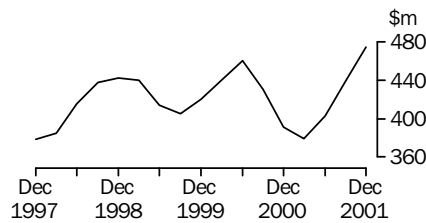
The trend estimate for inventories (in volume terms) has increased in the December quarter 2001 after small decreases in the previous three quarters, while the trend estimate for income from sales of goods and services (in volume terms) has increased in the past four quarters.

INCOME, From sales of goods and services



CONSTRUCTION

COMPANY GROSS OPERATING PROFIT

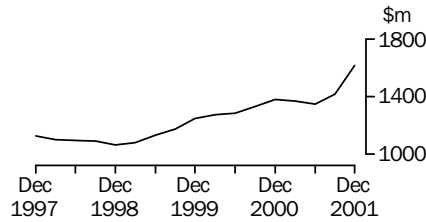


The current price trend estimates for Construction company profits before income tax, and company gross operating profits, have increased in the past three quarters. The company gross operating profits estimate for December quarter 2001 is 21.5% higher than the December quarter 2000 estimate. The original estimate for income from sales of goods and services has increased since the collection of this data commenced in March quarter 2001.

INDUSTRY TREND ESTIMATES *continued*

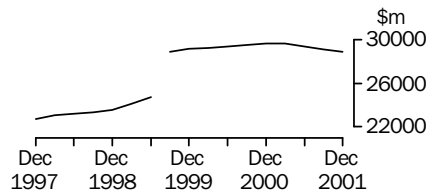
WHOLESALE TRADE

COMPANY GROSS OPERATING PROFITS



The current price trend estimates for Wholesale trade company gross operating profits, and company profits before income tax, have shown strong growth in the current quarter, after increasing in the previous quarter.

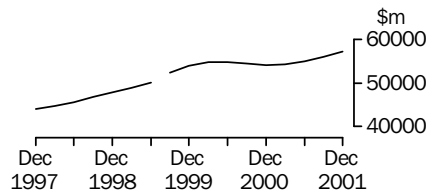
INVENTORIES



The trend estimate for inventories (in volume terms) has decreased in the past four quarters, while the trend estimate for income from sales of goods and services (in volume terms) has increased in the same period.

Note: Break in series. See Technical Note.

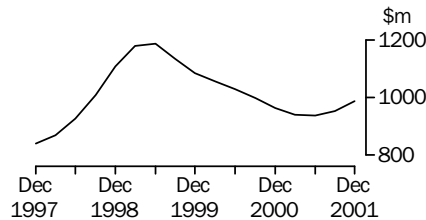
INCOME, From sales of goods and services



Note: Break in series. See Technical Note.

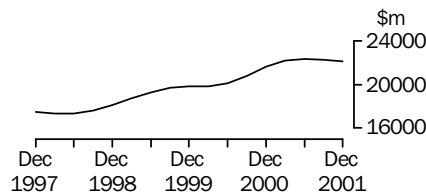
RETAIL TRADE

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for Retail trade company gross operating profits has increased in the past two quarters, after being relatively unchanged in the previous quarter, while the current price trend estimate for company profits before income tax has increased in the past three quarters.

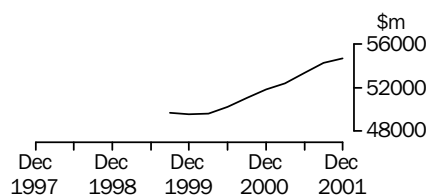
INVENTORIES



The trend estimate for inventories (in volume terms) has decreased in the past two quarters following 13 quarters of growth, while the trend estimate for income from sales of goods and services (in volume terms) has increased in the past eight quarters.

Note: Change in scope from Mar qtr 2001.

INCOME, From sales of goods and services

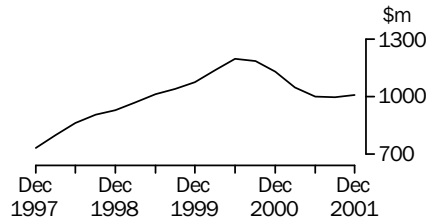


Note: CVM series commenced in Sep qtr 1999.

INDUSTRY TREND ESTIMATES *continued*

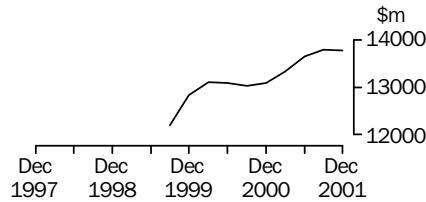
TRANSPORT AND STORAGE

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for Transport and storage company gross operating profits has increased slightly in the current quarter after decreasing for the previous five quarters, while company profits before income tax has fallen in the past six quarters.

INCOME, From sales of goods and services

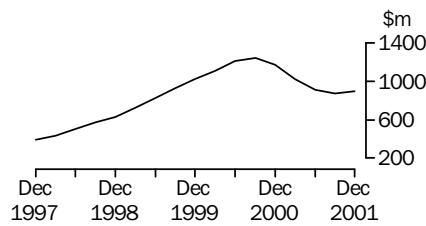


The trend estimate for income from sales of goods and services (in volume terms) has levelled in the current quarter after four quarters of growth.

Note: CVM series commenced in Sep qtr 1999.

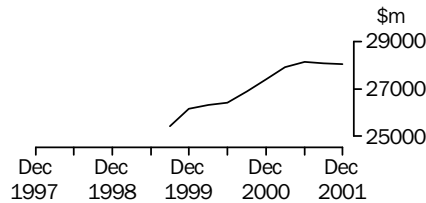
PROPERTY AND BUSINESS SERVICES

COMPANY GROSS OPERATING PROFITS



The current price trend estimate for Property and business services company gross operating profits has increased slightly in the December quarter 2001 after decreasing in the previous four quarters, while company profits before income tax has decreased in the past two quarters.

INCOME, From sales of goods and services



The trend estimate for income from sales of goods and services (in volume terms) has fallen slightly in the past two quarters after nine quarters of growth since the series began in September quarter 1999.

Note: CVM series commenced in Sep qtr 1999.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
1999-00								
December	na	62 178	na	55 853	54 573	13 372	25 668	na
March	na	57 637	na	52 548	47 482	12 616	25 477	na
June	na	60 855	na	55 638	49 255	13 049	27 447	na
2000-01								
September	na	62 012	na	54 773	49 108	13 033	26 296	na
December	na	63 103	na	55 270	57 265	13 625	27 963	na
March	nya	56 621	nya	52 467	50 078	12 714	26 834	nya
June	nya	61 244	nya	55 305	52 164	13 570	29 442	nya
2001-02								
September	nya	62 324	nya	55 708	52 183	14 105	27 299	nya
December	nya	64 333	nya	59 734	60 829	14 171	28 709	nya
SEASONALLY ADJUSTED								
1999-00								
December	na	59 521	na	53 840	49 709	12 941	25 258	na
March	na	61 239	na	54 956	49 474	13 082	26 481	na
June	na	60 994	na	55 337	50 070	13 172	26 575	na
2000-01								
September	na	60 984	na	54 294	51 227	12 886	26 587	na
December	na	60 404	na	53 546	52 161	13 184	27 519	na
March	nya	60 211	nya	54 887	52 179	13 182	27 894	nya
June	nya	61 382	nya	55 088	53 028	13 696	28 508	nya
2001-02								
September	nya	61 367	nya	55 402	54 435	13 946	27 600	nya
December	nya	61 602	nya	58 161	55 407	13 713	28 253	nya
TREND								
1999-00								
December	na	59 580	na	53 952	49 580	12 830	26 148	na
March	na	60 711	na	54 914	49 624	13 104	26 319	na
June	na	61 152	na	54 903	50 232	13 097	26 413	na
2000-01								
September	na	60 848	na	54 434	51 098	13 036	26 893	na
December	na	60 504	na	54 164	51 844	13 087	27 414	na
March	nya	60 597	nya	54 329	52 434	13 331	27 926	nya
June	nya	60 996	nya	55 106	53 384	13 652	28 147	nya
2001-02								
September	nya	61 410	nya	56 144	54 308	13 804	28 081	nya
December	nya	61 695	nya	57 316	54 688	13 788	28 042	nya

na not available
nya not yet available

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

(a) Reference year for chain volume measures is 1999-2000.

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)
	%	%	%	%	%	%	%	%
ORIGINAL								
1999-00								
December	na	4.9	na	5.6	14.5	7.0	-4.7	na
March	na	-7.3	na	-5.9	-13.0	-5.7	-0.7	na
June	na	5.6	na	5.9	3.7	3.4	7.7	na
2000-01								
September	na	1.9	na	-1.6	-0.3	-0.1	-4.2	na
December	na	1.8	na	0.9	16.6	4.5	6.3	na
March	na	-10.3	na	-5.1	-12.5	-6.7	-4.0	na
June	nya	8.2	nya	5.4	4.2	6.7	9.7	nya
2001-02								
September	nya	1.8	nya	0.7	0.0	3.9	-7.3	nya
December	nya	3.2	nya	7.2	16.6	0.5	5.2	nya
SEASONALLY ADJUSTED								
1999-00								
December	na	2.3	na	2.0	-0.1	4.8	-7.2	na
March	na	2.9	na	2.1	-0.5	1.1	4.8	na
June	na	-0.4	na	0.7	1.2	0.7	0.4	na
2000-01								
September	na	0.0	na	-1.9	2.3	-2.2	0.0	na
December	na	-1.0	na	-1.4	1.8	2.3	3.5	na
March	na	-0.3	na	2.5	0.0	0.0	1.4	na
June	nya	1.9	nya	0.4	1.6	3.9	2.2	nya
2001-02								
September	nya	0.0	nya	0.6	2.7	1.8	-3.2	nya
December	nya	0.4	nya	5.0	1.8	-1.7	2.4	nya
TREND								
1999-00								
December	na	1.8	na	2.8	-0.2	5.3	2.8	na
March	na	1.9	na	1.8	0.1	2.1	0.7	na
June	na	0.7	na	0.0	1.2	-0.1	0.4	na
2000-01								
September	na	-0.5	na	-0.9	1.7	-0.5	1.8	na
December	na	-0.6	na	-0.5	1.5	0.4	1.9	na
March	na	0.2	na	0.3	1.1	1.9	1.9	na
June	nya	0.7	nya	1.4	1.8	2.4	0.8	nya
2001-02								
September	nya	0.7	nya	1.9	1.7	1.1	-0.2	nya
December	nya	0.5	nya	2.1	0.7	-0.1	-0.1	nya

na not available

nya not yet available

(a) Reference year for chain volume measures is 1999-2000.

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

INCOME FROM SALES OF GOODS AND SERVICES, Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(a)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
1999-00								
December	na	61 730	na	55 281	54 335	13 264	25 713	na
March	na	57 905	na	52 581	47 451	12 674	25 388	na
June	na	62 018	na	57 145	49 343	13 185	27 706	na
2000-01								
September	na	63 782	na	57 509	45 325	13 172	26 927	na
December	na	65 734	na	59 601	53 002	13 883	28 916	na
March	12 478	59 109	19 345	55 893	47 077	13 000	27 676	27 874
June	13 371	64 716	19 572	60 401	49 599	13 883	30 763	28 749
2001-02								
September	13 571	65 922	19 847	59 801	49 744	14 460	28 897	29 862
December	12 974	68 217	20 534	63 796	58 447	14 537	30 641	29 714
SEASONALLY ADJUSTED								
1999-00								
December	na	59 139	na	52 283	49 491	12 835	25 304	na
March	na	61 561	na	54 887	49 441	13 141	26 390	na
June	na	62 170	na	56 572	50 159	13 308	26 828	na
2000-01								
September	na	62 731	na	56 981	47 280	13 024	27 224	na
December	na	62 927	na	57 355	48 277	13 434	28 456	na
March	nya	62 829	nya	58 647	49 051	13 479	28 769	nya
June	nya	64 834	nya	60 228	50 419	14 012	29 788	nya
2001-02								
September	nya	64 883	nya	59 466	51 890	14 298	29 216	nya
December	nya	65 236	nya	61 683	53 237	14 067	30 153	nya
TREND								
1999-00								
December	na	59 203	na	52 870	49 781	12 772	26 088	na
March	na	61 073	na	54 764	49 777	13 128	26 367	na
June	na	62 271	na	56 019	49 032	13 206	26 697	na
2000-01								
September	na	62 648	na	57 156	48 335	13 215	27 474	na
December	na	62 872	na	57 760	48 168	13 320	28 246	na
March	nya	63 457	nya	58 601	48 977	13 619	28 945	nya
June	nya	64 229	nya	59 539	50 460	13 937	29 364	nya
2001-02								
September	nya	64 929	nya	60 365	51 830	14 137	29 657	nya
December	nya	65 468	nya	61 124	53 128	14 256	29 950	nya

na not available
nya not yet available

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

4

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

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
1999-00								
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na
2000-01								
September	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na
March	91 982	69 107	42 624	19 565	28 825	4 855	2 125	3 369
June	98 511	73 927	47 351	20 653	30 443	4 482	2 363	3 323
2001-02								
September	95 642	74 586	49 940	20 706	31 442	4 125	2 134	3 530
December	102 946	80 001	51 789	21 718	31 837	4 603	2 238	3 728

na not available

(a) State sales data should be used with caution. See paragraphs 14 and 15 of the Technical Note.

5

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

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	%	%	%	%	%	%	%	%
1999-00								
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na
2000-01								
September	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	7.1	7.0	11.1	5.6	5.6	-7.7	11.2	-1.4
2001-02								
September	-2.9	0.9	5.5	0.3	3.3	-8.0	-9.7	6.2
December	7.6	7.3	3.7	4.9	1.3	11.6	4.9	5.6

na not available

(a) State sales data should be used with caution. See paragraphs 14 and 15 of the Technical Note.

INVENTORIES, Chain volume measures(a)

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade(b)</i>	<i>Other selected industries(c)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
1999-00						
December	4 005	30 968	31 128	20 261	1 279	87 688
March	3 951	31 904	29 679	20 300	1 140	86 991
June	3 864	31 996	28 536	19 193	1 160	84 749
2000-01						
September	3 711	32 155	28 946	20 857	1 152	86 821
December	3 495	31 950	31 532	22 131	1 276	90 385
March	3 630	32 402	29 893	22 484	1 242	89 651
June	3 412	32 128	28 728	21 916	1 212	87 396
2001-02						
September	3 755	32 273	28 057	22 288	1 060	87 432
December	3 895	31 489	30 717	22 273	1 058	89 432
SEASONALLY ADJUSTED						
1999-00						
December	4 020	31 530	29 343	19 982	1 203	86 078
March	3 951	31 513	29 279	20 008	1 145	85 899
June	3 888	31 918	29 106	19 662	1 182	85 757
2000-01						
September	3 677	32 026	29 728	20 970	1 198	87 598
December	3 506	32 570	29 738	21 822	1 204	88 840
March	3 630	32 000	29 554	22 138	1 252	88 574
June	3 436	32 032	29 522	22 457	1 237	88 685
2001-02						
September	3 717	32 142	29 039	22 426	1 098	88 423
December	3 905	32 140	28 900	21 947	998	87 890
TREND						
1999-00						
December	4 028	31 580	29 185	19 853	1 178	85 820
March	3 961	31 609	29 268	19 869	1 177	85 883
June	3 832	31 861	29 382	20 148	1 175	86 398
2000-01						
September	3 696	32 151	29 547	20 819	1 193	87 405
December	3 572	32 260	29 699	21 646	1 227	88 405
March	3 513	32 183	29 644	22 244	1 240	88 824
June	3 572	32 090	29 396	22 365	1 198	88 621
2001-02						
September	3 692	32 080	29 142	22 311	1 115	88 339
December	3 838	32 157	28 893	22 160	1 026	88 075

(a) Reference year for chain volume measures is 1999-2000.

(b) There was a change in scope for Retail trade inventories from March quarter 2001. See paragraph 19 of the Technical Note.

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

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

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade(b)</i>	<i>Other selected industries(c)</i>	<i>Total</i>
	%	%	%	%	%	%
ORIGINAL						
1999-00						
December	-3.2	-2.2	12.5	3.4	13.3	4.2
March	-1.3	3.0	-4.7	0.2	-10.9	-0.8
June	-2.2	0.3	-3.9	-5.5	1.8	-2.6
2000-01						
September	-4.0	0.5	1.4	8.7	-0.7	2.4
December	-5.8	-0.6	8.9	6.1	10.8	4.1
March	3.9	1.4	-5.2	1.6	-2.7	-0.8
June	-6.0	-0.8	-3.9	-2.5	-2.4	-2.5
2001-02						
September	10.0	0.5	-2.3	1.7	-12.6	0.0
December	3.8	-2.4	9.5	-0.1	-0.1	2.3
SEASONALLY ADJUSTED						
1999-00						
December	-1.9	-0.2	1.8	1.6	2.7	0.9
March	-1.7	-0.1	-0.2	0.1	-4.8	-0.2
June	-1.6	1.3	-0.6	-1.7	3.2	-0.2
2000-01						
September	-5.4	0.3	2.1	6.7	1.3	2.1
December	-4.7	1.7	0.0	4.1	0.6	1.4
March	3.6	-1.8	-0.6	1.5	4.0	-0.3
June	-5.3	0.1	-0.1	1.4	-1.2	0.1
2001-02						
September	8.2	0.3	-1.6	-0.1	-11.2	-0.3
December	5.0	0.0	-0.5	-2.1	-9.1	-0.6
TREND						
1999-00						
December	-1.2	0.1	0.9	0.7	1.2	0.5
March	-1.7	0.1	0.3	0.1	-0.1	0.1
June	-3.3	0.8	0.4	1.4	-0.1	0.6
2000-01						
September	-3.6	0.9	0.6	3.3	1.5	1.2
December	-3.3	0.3	0.5	4.0	2.9	1.1
March	-1.7	-0.2	-0.2	2.8	1.1	0.5
June	1.7	-0.3	-0.8	0.5	-3.4	-0.2
2001-02						
September	3.4	0.0	-0.9	-0.2	-7.0	-0.3
December	3.9	0.2	-0.9	-0.7	-7.9	-0.3

(a) Reference year for chain volume measures is 1999-2000.

(b) There was a change in scope for Retail trade inventories from March quarter 2001. See paragraph 19 of the Technical Note.

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

INVENTORIES, Current prices

	<i>Mining</i>	<i>Manufacturing</i>	<i>Wholesale trade</i>	<i>Retail trade(a)</i>	<i>Other selected industries(b)</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL						
1999-00						
December	4 032	30 752	30 183	20 243	1 279	86 489
March	4 116	32 493	29 509	20 360	1 163	87 641
June	4 101	33 226	28 968	19 403	1 196	86 894
2000-01						
September	4 085	33 818	29 851	20 251	1 145	89 151
December	3 903	33 996	33 109	21 626	1 274	93 908
March	3 931	34 733	31 981	22 236	1 260	94 141
June	3 672	34 797	31 161	21 917	1 256	92 803
2001-02						
September	4 012	34 841	30 362	22 449	1 114	92 779
December	4 109	33 634	32 847	22 671	1 116	94 377
SEASONALLY ADJUSTED						
1999-00						
December	4 047	31 309	28 713	19 965	1 202	85 236
March	4 115	32 091	29 025	20 067	1 171	86 469
June	4 126	33 147	29 578	19 878	1 219	87 948
2000-01						
September	4 047	33 682	30 625	20 361	1 190	89 905
December	3 915	34 655	31 565	21 324	1 202	92 661
March	3 931	34 300	31 596	21 894	1 272	92 993
June	3 698	34 690	32 138	22 458	1 282	94 266
2001-02						
September	3 973	34 705	31 510	22 588	1 153	93 929
December	4 119	34 330	31 034	22 340	1 052	92 875
TREND						
1999-00						
December	4 039	31 391	28 499	19 887	1 181	84 997
March	4 114	32 170	29 041	19 950	1 198	86 473
June	4 104	33 061	29 706	20 065	1 195	88 131
2000-01						
September	4 049	33 758	30 650	20 475	1 200	90 132
December	3 943	34 175	31 362	21 190	1 229	91 899
March	3 845	34 441	31 823	21 935	1 259	93 303
June	3 848	34 573	31 814	22 336	1 238	93 809
2001-02						
September	3 933	34 593	31 563	22 495	1 167	93 751
December	4 062	34 521	31 225	22 530	1 076	93 414

(a) There was a change of scope for Retail trade inventories from March quarter 2001. See paragraph 19 of the Technical Note.

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

COMPANY PROFITS BEFORE INCOME TAX(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
1999-00									
December	2 336	3 949	307	696	1 126	737	507	1 284	10 942
March	2 795	2 019	271	767	340	482	517	1 105	8 296
June	3 120	2 942	308	940	415	307	439	918	9 391
2000-01									
September	3 743	3 490	266	567	297	550	-80	1 414	10 243
December	3 232	3 061	370	1 098	779	580	394	823	10 338
March	3 099	2 671	96	594	239	235	129	327	7 390
June	3 807	2 339	374	839	-128	194	482	-504	7 403
2001-02									
September	3 843	2 914	272	-36	246	221	262	1 266	8 989
December	3 079	3 218	415	1 415	1 028	346	343	667	10 510
SEASONALLY ADJUSTED									
1999-00									
December	2 501	3 342	252	613	628	537	396	1 134	9 403
March	2 889	2 339	325	879	562	501	577	1 218	9 290
June	3 261	3 352	315	888	535	495	453	1 164	10 463
2000-01									
September	3 269	3 280	275	598	460	540	-42	1 203	9 583
December	3 474	2 589	304	1 006	270	380	285	674	8 982
March	3 230	3 096	115	703	463	263	185	435	8 490
June	3 908	2 672	380	786	-7	374	494	-250	8 357
2001-02									
September	3 398	2 735	282	5	411	212	301	1 051	8 395
December	3 279	2 599	341	1 316	517	146	237	515	8 950
TREND									
1999-00									
December	2 422	3 113	302	795	624	500	466	1 058	9 280
March	2 896	3 286	299	787	583	512	485	1 172	10 020
June	3 211	3 248	313	801	507	523	439	1 227	10 269
2000-01									
September	3 310	3 107	284	814	426	471	316	1 082	9 810
December	3 394	2 953	245	844	380	402	252	681	9 151
March	3 508	2 826	242	722	375	336	298	339	8 646
June	3 560	2 780	276	586	410	287	344	315	8 558
2001-02									
September	3 499	2 708	316	602	446	236	333	498	8 638
December	3 394	2 578	342	806	471	178	293	646	8 708

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

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

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
1999-00									
December	13.7	28.1	-5.3	-20.9	120.5	68.0	45.3	32.5	27.1
March	19.7	-48.9	-11.8	10.2	-69.8	-34.6	2.0	-14.0	-24.2
June	11.6	45.7	13.7	22.6	22.1	-36.3	-15.2	-16.9	13.2
2000-01									
September	20.0	18.7	-13.6	-39.7	-28.6	79.0	-118.3	54.0	9.1
December	-13.6	-12.3	38.8	93.8	162.6	5.4	np	-41.8	0.9
March	-4.1	-12.7	-74.1	-45.9	-69.4	-59.4	-67.3	-60.2	-28.5
June	22.8	-12.4	290.3	41.2	-153.7	-17.6	273.8	-254.0	0.2
2001-02									
September	1.0	24.6	-27.4	-104.3	292.3	13.8	-45.7	351.4	21.4
December	-19.9	10.4	52.5	np	317.2	56.9	30.9	-47.3	16.9
SEASONALLY ADJUSTED									
1999-00									
December	40.2	16.4	-23.6	-31.4	-5.8	25.0	4.2	47.3	15.8
March	15.5	-30.0	29.1	43.2	-10.5	-6.7	45.5	7.4	-1.2
June	12.9	43.3	-3.1	1.1	-4.8	-1.0	-21.4	-4.4	12.6
2000-01									
September	0.2	-2.2	-12.9	-32.6	-14.1	9.1	-109.4	3.4	-8.4
December	6.3	-21.1	10.7	68.3	-41.2	-29.7	np	-44.0	-6.3
March	-7.0	19.6	-62.1	-30.2	71.3	-30.7	-35.0	-35.5	-5.5
June	21.0	-13.7	230.1	11.8	-101.6	41.9	166.8	-157.5	-1.6
2001-02									
September	-13.1	2.4	-25.8	-99.4	np	-43.1	-39.1	np	0.5
December	-3.5	-5.0	21.1	np	25.8	-31.1	-21.2	-51.0	6.6
TREND									
1999-00									
December	30.7	5.4	-1.1	1.7	-5.9	0.6	16.4	-2.2	8.7
March	19.6	5.6	-0.8	-1.0	-6.5	2.4	4.1	10.8	8.0
June	10.8	-1.1	4.5	1.9	-13.0	2.1	-9.5	4.7	2.5
2000-01									
September	3.1	-4.3	-9.2	1.6	-15.9	-9.9	-28.1	-11.8	-4.5
December	2.5	-5.0	-13.7	3.7	-10.9	-14.7	-20.2	-37.1	-6.7
March	3.4	-4.3	-1.1	-14.4	-1.3	-16.3	18.2	-50.2	-5.5
June	1.5	-1.6	13.8	-18.8	9.2	-14.8	15.6	-7.1	-1.0
2001-02									
September	-1.7	-2.6	14.5	2.6	8.7	-17.7	-3.1	58.1	0.9
December	-3.0	-4.8	8.1	34.0	5.6	-24.7	-12.1	29.7	0.8

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

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

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

COMPANY GROSS OPERATING PROFITS(a), Current prices

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
1999-00									
December	3 946	6 498	415	1 111	1 596	1 217	972	2 507	18 268
March	4 712	5 664	400	1 196	797	1 116	1 051	2 674	17 614
June	5 025	6 044	480	1 507	958	991	1 181	2 755	18 941
2000-01									
September	6 285	6 412	442	1 083	771	1 305	1 307	3 078	20 679
December	4 929	5 830	451	1 603	1 504	1 263	1 309	2 863	19 748
March	5 434	5 486	241	1 257	739	953	858	2 457	17 426
June	5 829	4 832	545	1 355	397	964	978	2 589	17 488
2001-02									
September	5 723	5 592	360	1 283	752	865	741	2 940	18 255
December	5 405	5 447	554	1 895	1 594	1 281	1 106	2 667	19 948
SEASONALLY ADJUSTED									
1999-00									
December	4 127	5 887	377	1 106	1 035	1 042	902	2 388	16 864
March	4 909	6 273	471	1 375	1 047	1 163	1 151	2 796	19 185
June	5 131	6 321	448	1 389	1 095	1 154	1 186	2 948	19 672
2000-01									
September	5 676	6 157	457	1 052	941	1 290	1 301	2 881	19 755
December	5 178	5 315	403	1 578	974	1 078	1 199	2 766	18 491
March	5 664	6 052	286	1 440	967	999	939	2 561	18 908
June	5 930	5 067	511	1 248	453	1 114	996	2 764	18 083
2001-02									
September	5 169	5 351	370	1 258	922	857	733	2 749	17 409
December	5 698	4 986	492	1 851	1 033	1 094	1 005	2 628	18 787
TREND									
1999-00									
December	4 135	5 873	421	1 250	1 084	1 075	1 024	2 409	17 271
March	4 802	6 242	440	1 278	1 055	1 139	1 115	2 733	18 804
June	5 240	6 240	461	1 285	1 029	1 201	1 214	2 912	19 582
2000-01									
September	5 400	6 039	430	1 333	1 000	1 188	1 249	2 878	19 517
December	5 525	5 765	391	1 383	965	1 132	1 170	2 749	19 080
March	5 600	5 558	380	1 369	940	1 050	1 023	2 684	18 604
June	5 606	5 399	403	1 348	939	1 002	910	2 693	18 300
2001-02									
September	5 574	5 211	439	1 419	953	998	878	2 706	18 178
December	5 496	4 976	475	1 620	988	1 010	899	2 700	18 164

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

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

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

	Mining	Manufacturing	Construction	Wholesale trade	Retail trade	Transport and storage	Property and business services	Other selected industries(b)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
1999-00									
December	4.6	14.8	-1.4	-15.8	65.1	13.7	-11.7	8.4	9.9
March	19.4	-12.8	-3.5	7.6	-50.1	-8.3	8.1	6.7	-3.6
June	6.6	6.7	20.0	26.0	20.1	-11.2	12.4	3.0	7.5
2000-01									
September	25.1	6.1	-7.9	-28.1	-19.5	31.7	10.6	11.7	9.2
December	-21.6	-9.1	1.9	47.9	95.1	-3.2	0.2	-7.0	-4.5
March	10.3	-5.9	-46.6	-21.6	-50.8	-24.5	-34.5	-14.2	-11.8
June	7.3	-11.9	126.4	7.8	-46.3	1.1	14.0	5.4	0.4
2001-02									
September	-1.8	15.7	-34.0	-5.3	89.4	-10.3	-24.2	13.5	4.4
December	-5.6	-2.6	54.0	47.7	112.1	48.1	49.3	-9.3	9.3
SEASONALLY ADJUSTED									
1999-00									
December	21.2	7.7	-12.1	-12.0	-11.2	-0.8	-16.9	13.3	5.6
March	18.9	6.6	24.9	24.3	1.2	11.6	27.6	17.1	13.8
June	4.5	0.8	-5.0	1.1	4.6	-0.8	3.0	5.4	2.5
2000-01									
September	10.6	-2.6	2.1	-24.3	-14.1	11.8	9.7	-2.3	0.4
December	-8.8	-13.7	-11.9	50.0	3.5	-16.4	-7.9	-4.0	-6.4
March	9.4	13.9	-29.1	-8.8	-0.8	-7.4	-21.7	-7.4	2.3
June	4.7	-16.3	79.0	-13.4	-53.1	11.5	6.1	7.9	-4.4
2001-02									
September	-12.8	5.6	-27.6	0.8	103.5	-23.1	-26.4	-0.5	-3.7
December	10.2	-6.8	32.9	47.2	12.0	27.7	37.2	-4.4	7.9
TREND									
1999-00									
December	19.4	7.0	3.7	6.3	-4.5	3.3	10.6	10.5	9.2
March	16.1	6.3	4.7	2.2	-2.7	5.9	8.8	13.4	8.9
June	9.1	0.0	4.7	0.6	-2.5	5.5	8.9	6.5	4.1
2000-01									
September	3.1	-3.2	-6.6	3.7	-2.8	-1.0	2.8	-1.2	-0.3
December	2.3	-4.5	-9.1	3.8	-3.5	-4.7	-6.3	-4.5	-2.2
March	1.4	-3.6	-2.9	-1.0	-2.6	-7.2	-12.6	-2.4	-2.5
June	0.1	-2.9	6.1	-1.5	-0.1	-4.6	-11.0	0.3	-1.6
2001-02									
September	-0.6	-3.5	9.0	5.2	1.5	-0.4	-3.5	0.5	-0.7
December	-1.4	-4.5	8.1	14.2	3.6	1.2	2.4	-0.2	-0.1

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

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

WAGES AND SALARIES, Current prices—Original

	<i>Mining</i>	<i>Manufacturing</i>	<i>Electricity, gas and water supply</i>	<i>Construction</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Accom- modation, cafes and restaurants</i>	<i>Transport and storage</i>	<i>Com- munication services</i>	<i>Finance and insurance</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
1999-00										
December	na	na	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na	na	na
2000-01										
September	na	na	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na	na	na
March	1 145	9 489	210	3 855	4 632	6 029	2 119	2 865	635	4 305
June	1 182	10 131	249	3 861	4 962	6 381	2 333	2 947	578	4 121
2001-02										
September	1 278	9 943	228	3 709	4 892	6 158	2 292	3 040	560	4 010
December	1 321	10 237	250	3 850	5 037	6 314	2 285	3 065	613	4 149

na not available

WAGES AND SALARIES, Current prices—Original *continued*

	<i>Property and business services</i>	<i>Education</i>	<i>Health and community services</i>	<i>Cultural and recreational services</i>	<i>Personal and other services</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m
1999-00						
December	na	na	na	na	na	na
March	na	na	na	na	na	na
June	na	na	na	na	na	na
2000-01						
September	na	na	na	na	na	na
December	na	na	na	na	na	na
March	10 299	1 311	3 314	1 019	1 021	52 250
June	11 471	1 506	3 767	1 077	1 250	55 817
2001-02						
September	10 970	1 517	3 543	1 186	1 338	54 665
December	11 352	1 666	3 678	1 226	1 464	56 508

na not available

14
WAGES AND SALARIES, Current prices—Original: Percentage change from previous quarter

	<i>Mining</i>	<i>Manufacturing</i>	<i>Electricity, gas and water supply</i>	<i>Construction</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Accom- modation, cafes and restaurants</i>	<i>Transport and storage</i>
	%	%	%	%	%	%	%	%
1999-00								
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na
2000-01								
September	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	3.2	6.8	18.4	0.2	7.1	5.8	10.1	2.9
2001-02								
September	8.1	-1.9	-8.2	-3.9	-1.4	-3.5	-1.7	3.2
December	3.4	3.0	9.5	3.8	3.0	2.5	-0.3	0.8

na not available

14
WAGES AND SALARIES, Current prices—Original: Percentage change from previous quarter *continued*

	<i>Communication services</i>	<i>Finance and insurance</i>	<i>Property and business services</i>	<i>Education</i>	<i>Health and community services</i>	<i>Cultural and recreational services</i>	<i>Personal and other services</i>	<i>Total</i>
	%	%	%	%	%	%	%	%
1999-00								
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na
2000-01								
September	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	-9.0	-4.3	11.4	14.8	13.7	5.7	22.4	6.8
2001-02								
September	-3.0	-2.7	-4.4	0.7	-6.0	10.1	7.0	-2.1
December	9.4	3.5	3.5	9.8	3.8	3.4	9.4	3.4

na not available

WAGES AND SALARIES BY STATE, Current prices—Original

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
1999-00									
December	na	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na	na
2000-01									
September	na	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na	na
March	20 393	13 800	7 629	3 500	4 781	917	445	784	52 250
June	21 621	14 937	8 639	3 574	5 001	853	448	745	55 817
2001-02									
September	20 587	14 730	8 487	3 708	5 178	803	434	739	54 665
December	21 300	15 413	8 640	3 759	5 334	858	427	778	56 508

na not available

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

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	%	%	%	%	%	%	%	%	%
1999-00									
December	na	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na	na
2000-01									
September	na	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na	na
June	6.0	8.2	13.2	2.1	4.6	-7.0	0.7	-5.1	6.8
2001-02									
September	-4.8	-1.4	-1.8	3.7	3.5	-5.9	-3.0	-0.8	-2.1
December	3.5	4.6	1.8	1.4	3.0	6.8	-1.6	5.3	3.4

na not available

17

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

	<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>
1999-00								
December	na	0.50	na	0.55	0.37	na	na	na
March	na	0.56	na	0.56	0.43	na	na	na
June	na	0.54	na	0.51	0.39	na	na	na
2000-01								
September	na	0.53	na	0.52	0.45	na	na	na
December	na	0.52	na	0.56	0.41	na	na	na
March	0.32	0.59	na	0.57	0.47	na	na	na
June	0.27	0.54	na	0.52	0.44	na	na	na
2001-02								
September	0.30	0.53	na	0.51	0.45	na	na	na
December	0.32	0.49	na	0.51	0.39	na	na	na

na not available

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

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

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

18

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

	<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>
1999-00								
December	na	na	na	na	na	na	na	na
March	na	na	na	na	na	na	na	na
June	na	na	na	na	na	na	na	na
2000-01								
September	na	na	na	na	na	na	na	na
December	na	na	na	na	na	na	na	na
March	10.90	6.23	5.02	12.07	7.81	4.54	2.69	2.99
June	11.31	6.39	5.07	12.17	7.77	4.71	2.68	2.99
2001-02								
September	10.62	6.63	5.35	12.22	8.08	4.76	2.63	3.11
December	9.82	6.66	5.33	12.67	9.26	4.74	2.70	2.97

na not available

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

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

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

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

	<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>
1999-00								
December	na	0.11	na	0.02	0.11	0.09	0.04	na
March	na	0.10	na	0.02	0.06	0.08	0.04	na
June	na	0.10	na	0.03	0.07	0.07	0.04	na
2000-01								
September	na	0.10	na	0.02	0.06	0.09	0.05	na
December	na	0.09	na	0.03	0.10	0.09	0.05	na
March	0.47	0.11	0.04	0.03	0.03	0.11	0.08	0.16
June	0.47	0.09	0.07	0.03	0.02	0.10	0.08	0.16
2001-02								
September	0.46	0.10	0.05	0.03	0.03	0.09	0.06	0.18
December	0.46	0.10	0.06	0.05	0.05	0.13	0.09	0.16

na not available

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

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

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

WHAT IF...? REVISIONS TO TREND ESTIMATES

EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

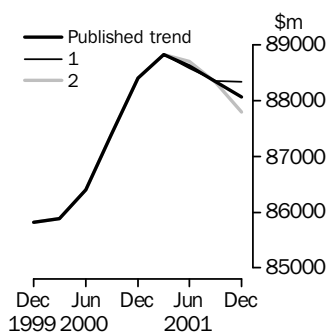
TREND REVISIONS

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) The March quarter seasonally adjusted estimate of total inventories (chain volume measures), and the March quarter seasonally adjusted estimate for company gross operating profits (current prices), are higher than the December quarter estimate by the percentage shown.
- (2) The March quarter seasonally adjusted estimate of total inventories (chain volume measures), and the March quarter seasonally adjusted estimate for company gross operating profits (current prices), are lower than the December quarter estimate by the percentage shown.

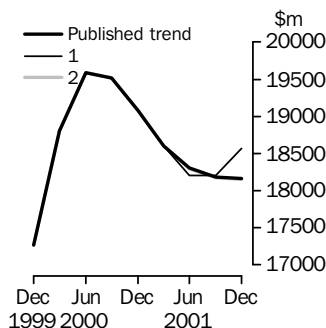
The percentages shown are the historical average of the movements, without regard to sign, in the seasonally adjusted series.

INVENTORIES (CHAIN VOLUME MEASURES)



	TREND AS PUBLISHED		WHAT IF MARCH QUARTER'S SEASONALLY ADJUSTED ESTIMATE			
	\$m	%change	(1) rises by 1.1% on Dec 2001		(2) falls by 1.1% on Dec 2001	
	\$m	%change	\$m	%change	\$m	%change
2001						
March	88 824	0.5	88 824	0.5	88 824	0.5
June	88 621	-0.2	88 592	-0.3	88 705	-0.1
September	88 339	-0.3	88 359	-0.3	88 320	-0.4
December	88 075	-0.3	88 388	0.0	87 792	-0.6

COMPANY GROSS OPERATING PROFITS (CURRENT PRICES)



	TREND AS PUBLISHED		WHAT IF MARCH QUARTER'S SEASONALLY ADJUSTED ESTIMATE			
	\$m	%change	(1) rises by 4.0% on Dec 2001		(2) falls by 4.0% on Dec 2001	
	\$m	%change	\$m	%change	\$m	%change
2001						
March	18 604	-2.5	18 604	-2.5	18 604	-2.5
June	18 300	-1.6	18 202	-2.2	18 290	-1.7
September	18 178	-0.7	18 207	0.0	18 175	-0.6
December	18 164	-0.1	18 574	2.0	18 148	-0.1

EXPLANATORY NOTES

INTRODUCTION

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

PREVIOUS DATA SOURCES

2 Prior to March quarter 2001, data on sales, inventories and company profits were collected in the Survey of Inventories, Sales and Services and the Survey of Company Profits. The data from these surveys have been used to compile the historical estimates in this publication. From March quarter 2002, the Quarterly Economic Activity Survey will replace the private sector component of the Survey of Employment and Earnings. However, as the measures of wages and salaries in the two surveys are different (refer to paragraph 36), data from the Survey of Employment and Earnings will not be used to produce historical estimates for this publication. For more information on the introduction of the Quarterly Economic Activity Survey, see *Information Paper: Improvements to Australian Bureau of Statistics Quarterly Business Indicators* (Cat no. 5677.0).

SCOPE AND COVERAGE

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

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

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

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

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

EXPLANATORY NOTES *continued*

SCOPE AND COVERAGE *continued*

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

<i>Industries</i>	<i>Income from sales of goods and services</i>	<i>Wages and salaries</i>	<i>Company profits</i>	<i>Inventories</i>
Mining (Division B)	Y	Y	Y	Y
Manufacturing (Division C)	Y	Y	Y	Y
Electricity, gas and water supply (Division D)	..	..	..	..
Electricity and gas supply (36)	Y	Y	Y	Y
Water supply (37)	Y	Y	Y	N
Construction (Division E)	Y	Y	Y	N
Wholesale trade (Division F)	Y	Y	Y	Y
Retail trade (Division G)	Y	Y	Y	Y
Accommodation, cafes and restaurants (Division H)	Y	Y	Y	Y
Transport and storage (Division I)	Y	Y	Y	N
Communication services (Division J)	Y	Y	Y	N
Finance and insurance (Division K)	..	..	..	..
Deposit taking financiers (732)	N	Y	N	N
Other financiers (733)(a)	Y	Y	Y	N
Financial asset investors (734)(a)	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

.. not applicable

(a) See paragraph 9 for details of further scope exclusions for these industries.

Note: Y indicates that the industry is in scope for the relevant data items whereas N indicates the industry is not in scope.

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

EXPLANATORY NOTES *continued*

SCOPE AND COVERAGE

continued

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

CHANGES TO ABS BUSINESS REGISTER

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

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

13 In addition, the ABS will make further changes including adopting a new units model and expanding its Register to include all units on the Australian Business Register, including non-employers. Further information on the impact of these changes will be provided before they are implemented.

STATISTICAL UNIT

14 The Quarterly Economic Activity Survey uses the management unit as the statistical unit. The management unit is the highest-level accounting unit within a business, having regard to industry homogeneity, for which accounts are maintained. In nearly all cases it coincides with the legal entity owning the business (i.e. company, partnership, trust, sole operator, etc.). In the case of large diversified businesses, however, there may be more than one management unit, each coinciding with a 'division' or 'line of business'. A division or line of business is recognised where separate and comprehensive accounts are compiled for it.

CLASSIFICATIONS

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

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

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

EXPLANATORY NOTES *continued*

CLASSIFICATIONS *continued*

Health and community services; Cultural and recreational services; and Personal and other services.

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

SURVEY METHODOLOGY

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

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

TIMING OF SURVEY CYCLE

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

SAMPLE REVISION

22 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.

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

SEASONAL ADJUSTMENT

24 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.

25 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.

26 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

EXPLANATORY NOTES *continued*

SEASONAL ADJUSTMENT

continued

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

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

TREND ESTIMATES

28 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.

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

CHAIN VOLUME MEASURES

30 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 1999–2000). 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.

EXPLANATORY NOTES *continued*

CHAIN VOLUME MEASURES

continued

31 With each release of the June quarter issue of this publication, a new base year is introduced and the reference year is advanced one year to coincide with it. This means that with the release of the June quarter 2002 issue of this publication, the chain volume measures for 2001–02 will have 2000–01 (the previous financial year) as their base year rather than 1999–2000, and the reference year will be 2000–01. 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.

32 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

33 The data collected in the Quarterly Economic Activity Survey are used in the compilation of the quarterly estimates of the Australian National Accounts. Inventories data are used to compile estimates of the increase in book value of non-farm inventories. Estimates of income from sales of goods and services are used to help derive quarterly chain volume measures of gross value added for selected industries. Company gross operating profits data are used to compile estimates of gross operating surplus of private non-financial corporations. From the March quarter 2002, estimates of wages and salaries will be 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).

34 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 Economic Activity Survey;
- the national accounts estimates include estimates for non-employing businesses, which are outside the scope of Quarterly Economic Activity Survey;
- the national accounts estimates for gross operating surplus of private non-financial corporations include the profits of all businesses whereas company profits estimates in this publication only include incorporated businesses with 20 or more employees;
- the national accounts estimates for gross operating surplus of private non-financial corporations are after deduction of the inventory valuation adjustment which measures the portion of income attributable to holding gains or losses resulting from inventory valuation practices;
- the national accounts estimates for gross operating surplus of private non-financial corporations do not include deductions relating to interest, net land rent and natural resource payments;

EXPLANATORY NOTES *continued*

COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

continued

- 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.

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

36 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 Economic Activity Survey.

RELATED PUBLICATIONS

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

- *Australian Business Expectations* (Cat. no. 5250.0)
- *Australian National Accounts: Concepts, Sources and Methods* (Cat. no. 5216.0)
- *Australian National Accounts: National Income, Expenditure and Product* (Cat. no. 5206.0)
- *Business Operations and Industry Performance, Australia* (Cat. no. 8140.0)
- *Experimental Estimates: Australian Industry, a State Perspective, Australia, 1998–99* (Cat. no. 8156.0)
- *Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts* (Cat. no. 5248.0)
- *Information Paper: Improvements to ABS Quarterly Business Indicators* (Cat. no. 5677.0)
- *Manufacturing Production, Australia* (Cat. no. 8301.0)
- *Private New Capital Expenditure and Expected Expenditure, Australia* (Cat. no. 5625.0)
- *Retail Trade, Australia* (Cat. no. 8501.0)
- *Wage and Salary Earners, Australia* (Cat. no. 6428.0)

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

ABS WEB SITE

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

EXPLANATORY NOTES *continued*

DATA AVAILABLE ON REQUEST

40 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.

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

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

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

STANDARD ERRORS

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

LEVEL ESTIMATES

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

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

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

TECHNICAL NOTE DATA QUALITY *continued*

LEVEL ESTIMATES *continued*

<i>Industries</i>	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Income from sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
	\$m	\$m	\$m	\$m	\$m
Mining	20	14	317	148	17
Manufacturing	79	76	776	382	136
Construction	41	39	1 021	na	182
Wholesale trade	103	98	2 018	884	136
Retail trade	61	53	1 662	702	175
Transport and storage	34	28	572	na	114
Property and business services	104	177	1 262	na	428
Other selected industries(a)	74	75	774	44	294
Total	200	240	na	1 201	619

na not available

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

MOVEMENT ESTIMATES

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

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

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

TECHNICAL NOTE DATA QUALITY *continued*

MOVEMENT ESTIMATES

continued

<i>Industries</i>	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Income from sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
	\$m	\$m	\$m	\$m	\$m
Mining	68	42	197	109	13
Manufacturing	75	74	589	285	88
Construction	44	44	711	na	123
Wholesale trade	97	96	1 308	583	88
Retail trade	62	50	1 006	473	123
Transport and storage	32	29	245	na	48
Property and business services	95	237	794	na	259
Other selected industries(a)	78	81	562	36	240
Total	203	291	na	811	416

na not available

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

ADJUSTMENTS TO ESTIMATES

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

<i>Data items</i>	<i>Adjustments for new businesses</i>
	%
Company gross operating profits	1.1
Company profits before income tax	1.5
Income from sales of goods and services	3.0
Inventories	2.0
Wages and salaries	3.4

INCOME FROM SALES OF GOODS AND SERVICES TIME SERIES

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

12 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

INCOME FROM SALES OF
GOODS AND SERVICES TIME
SERIES *continued*

retailing, Personal and household good retailing, Video hire outlets and Hairdressing and beauty salons. There are some significant differences between the monthly Retail trade series and the quarterly income from sales of goods and services and series, and these are discussed in paragraph 35 in the Explanatory Notes. To address these differences in the modelling of the time series, movements from the aggregated monthly series have been applied to the level quarterly estimates for the March quarter 2001, and a time series has been created by backcasting. This has facilitated the production of seasonally adjusted and trend estimates for these industries.

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

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

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

PROFITS TIME SERIES

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

PROFITS TIME SERIES
continued

facilitated the production of seasonally adjusted and trend estimates for Cultural and recreational services.

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

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

INVENTORIES TIME SERIES

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

PRIVATISED MARKETING
AUTHORITIES

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

21 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 published for the Wholesale trade inventories, Total inventories and Wholesale trade sales series in respect of the September quarter 1999.

GLOSSARY

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

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