



**Australian
Bureau of
Statistics**

**1986-87
Wholesale Industry
Details of Income
and Expense Items
Australia**

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**WHOLESALE INDUSTRY
DETAILS OF INCOME
AND EXPENSE ITEMS
AUSTRALIA
1986-87**

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AUSTRALIAN BUREAU OF STATISTICS

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TABLE 1. WHOLESALE ENTERPRISES: COMPONENTS OF INCOME BY ASIC GROUP, 1986-87
(Per cent)

Income Items	ASIC Group									Total Wholesale
	471	472	473	474	475	476	477	478	479	
Sales of goods:										
Agricultural and pastoral products	20.3	—	—	1.1	86.5	0.3	0.3	—	—	32.7
Farm and garden supplies	0.2	—	—	0.6	1.4	0.1	—	0.1	0.1	0.6
Metals and minerals	12.9	—	—	39.0	1.0	—	—	—	—	4.1
Machinery and equipment (including parts)	6.0	—	74.2	2.3	0.7	—	—	20.1	3.0	16.6
Building materials and supplies	1.3	98.9	0.5	2.9	1.2	—	—	1.9	0.1	1.8
Pharmaceuticals, toiletries and chemicals	4.0	—	2.8	19.7	0.3	0.1	0.1	0.1	31.5	5.6
Petroleum, petroleum products and fuel	32.5	—	—	29.1	0.1	0.1	—	—	—	5.0
Vehicles, transport equipment	5.2	—	6.3	0.1	0.4	—	0.1	0.5	0.8	2.0
Household appliances and hardware, furniture and floor coverings	—	—	0.7	—	—	—	—	75.6	2.0	4.6
Clothing, footwear and textile products	3.7	—	0.3	—	0.5	—	96.5	—	—	3.8
Foodstuffs	5.1	—	0.4	0.8	2.7	78.5	—	—	0.4	8.9
Beverages and tobacco products	—	—	—	—	—	16.8	—	—	—	1.6
Other	6.9	—	0.7	2.7	—	0.2	1.1	0.6	58.7	7.2
Total Sales Income	98.1	98.9	85.9	98.3	94.8	96.1	98.1	98.9	96.8	94.5
Rent, leasing and hiring income	—	—	2.1	0.2	—	0.2	0.2	—	0.4	0.5
Repair and service income	—	—	8.7	0.1	—	—	—	0.1	0.6	1.7
Other income(a)	1.9	1.1	3.3	1.4	5.2	3.7	1.7	1.0	2.2	3.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

(a) Includes installation revenue, commission charges on work done on customers' own materials, insurance claims (other than for loss of goods exported c.i.f. (cost insurance freight) and fixed tangible assets), and all other income except dividends and receipts from sales of fixed tangible assets.

TABLE 2. WHOLESALE ENTERPRISES: COMPONENTS OF EXPENSES BY ASIC GROUP, 1986-87
(Per cent)

Expense Items	ASIC Group									Total
	471(b)	472	473	474	475	476	477	478	479	Wholesale
Purchases of goods and materials(a)	97.0	82.1	67.8	80.7	79.8	83.2	77.5	80.1	74.2	79.1
Other expense items(c)	3.0	17.9	32.2	19.3	20.2	16.8	22.5	19.9	25.8	20.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

(a) Excludes movements in stocks.

(b) The sample for this ASIC group includes a small number of large enterprises with high purchases figures in relation to other expenses.

(c) See Table 3 for details.

TABLE 3. WHOLESALE ENTERPRISES: COMPONENTS OF OTHER EXPENSE ITEMS BY ASIC GROUP, 1986-87
(Per cent)

Other Expense Items	ASIC Group									Total
	471	472	473	474	475	476	477	478	479	Wholesale
Wages and salaries(a)	39.0	45.6	41.3	32.4	4.8	35.2	29.9	30.2	37.7	26.7
Directors' fees	-	0.3	0.1	0.2	-	0.1	0.2	0.1	0.1	0.1
Employers' contributions to superannuation and pension schemes	0.9	1.8	1.4	1.8	0.4	1.2	1.2	1.3	1.8	1.1
Rent, leasing and hiring expenses(b)	7.9	5.7	7.6	8.4	0.6	5.0	3.9	7.2	6.2	4.8
Purchases of wrapping and packaging materials	-	0.3	0.2	1.2	0.3	7.7	1.4	0.7	1.0	1.0
Electricity and fuels	0.3	1.1	0.8	0.9	0.1	1.8	0.5	0.6	0.7	0.6
Payroll tax (less rebates)	1.7	2.2	2.1	1.8	0.2	1.7	1.5	1.3	1.9	1.3
Fringe benefits tax	3.4	0.3	0.5	0.3	0.1	0.3	0.4	0.3	0.4	0.3
Water rates	-	0.6	0.1	0.2	-	0.3	0.2	0.1	0.4	0.2
Local government rates and land tax	0.1	1.6	0.3	0.4	-	0.5	0.4	0.4	0.4	0.3
Financial institutions tax	0.4	0.2	0.2	0.1	0.1	0.2	0.2	0.2	0.1	0.1
Interest expenses(c)	16.0	6.0	5.7	11.3	26.4	5.5	9.7	11.4	7.0	13.6
Depreciation	1.6	2.9	5.2	4.3	0.4	3.1	2.0	1.9	2.3	2.7
Workers compensation insurance premiums	0.2	1.5	0.7	0.6	0.1	1.1	0.6	0.7	0.7	0.5
Other insurance premiums(d)	0.3	1.5	0.8	1.0	0.2	1.1	1.3	1.4	1.1	0.7
Commission payments(e)	6.0	0.3	1.1	1.1	1.3	0.4	6.6	4.7	2.8	1.8
Commission work and subcontract work expenses	0.3	1.3	1.6	1.3	0.1	0.1	14.0	1.5	0.8	1.3
Royalties	-	-	1.3	0.5	-	0.5	1.5	0.4	2.3	0.8

For footnotes see end of table.

TABLE 3. WHOLESALE ENTERPRISES: COMPONENTS OF OTHER EXPENSE ITEMS BY ASIC GROUP, 1986-87 - continued
(Per cent)

Other Expense Items	ASIC Group									Total Wholesale
	471	472	473	474	475	476	477	478	479	
Storage and warehousing expenses(f)	0.9	0.1	0.1	2.3	25.8	1.8	0.7	0.6	0.4	9.0
Outward freight and cartage expenses(g)	9.5	2.9	2.1	8.7	35.1	7.7	5.1	5.6	5.2	14.7
Repair and maintenance expenses(h)	0.2	2.5	1.7	2.7	0.2	1.6	0.7	0.8	0.9	1.0
Motor vehicle running expenses(i)	1.1	4.3	2.4	3.0	0.3	3.5	1.8	2.2	2.6	1.8
Car allowances	-	0.1	0.5	-	-	0.2	0.1	0.1	0.3	0.2
Fares and accommodation expenses	2.2	1.2	3.3	2.0	0.5	1.3	2.8	2.4	2.9	2.0
Entertainment expenses	0.6	0.4	0.7	0.6	0.1	0.2	0.5	0.5	0.4	0.4
Audit and other accounting fees	0.5	0.8	0.7	1.1	0.1	0.7	0.8	0.6	0.8	0.5
Management and consultancy expenses	0.4	4.7	1.6	2.6	0.2	0.8	1.4	1.1	1.5	1.1
Data processing services	0.4	0.2	1.0	0.6	0.1	0.3	0.6	0.5	1.0	0.6
Legal fees	0.2	0.2	0.3	0.3	-	0.3	0.3	0.2	0.2	0.2
Communication expenses	2.7	1.3	1.8	2.2	0.4	1.4	1.5	2.1	2.3	1.7
Paper, printing and stationery expenses	0.6	1.1	1.7	1.0	0.2	0.9	1.0	1.2	1.5	1.0
Advertising agency payments	0.1	0.4	2.8	0.8	0.1	3.8	1.3	5.0	4.9	2.1
Advertising and promotional payments made directly to media	0.1	1.9	1.4	1.2	0.1	2.8	1.1	8.9	3.8	1.7
Bad debts written off	0.1	2.4	0.6	0.9	0.1	0.7	1.3	0.9	0.6	0.5
Bank charges	0.4	0.8	0.4	0.5	0.1	0.4	0.7	0.5	0.4	0.3
Subscriptions to journals	0.8	0.1	0.1	0.1	-	0.1	0.1	0.1	0.1	0.1
Subscriptions to business and professional associations	0.1	0.2	0.1	0.1	-	0.1	0.1	0.1	0.1	0.1
Security services fees	-	0.1	0.1	0.1	-	0.1	0.1	0.2	0.1	0.1
Foreign exchange losses	0.9	-	3.1	0.3	1.1	0.2	0.9	0.6	0.8	1.5
Contract cleaning expenses	-	0.3	0.3	0.2	-	0.3	0.2	0.4	0.3	0.2
Other(j)	0.1	0.8	1.2	0.9	0.4	5.0	1.4	1.0	1.2	1.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

(a) Includes directors' salaries. Excludes drawings of working proprietors and partners.

(b) Includes expenses in respect of finance leases. Excludes hire purchase or lease purchase, plant and equipment hired with an operator.

(c) Includes bank interest (but not bank charges), inter-company and capitalised interest and hire purchase expenses (includes interest but not capital repayments). Excludes interest in respect of finance leases.

(d) Includes fire, general, accident, comprehensive, etc. Excludes insurance on goods c.i.f. (cost insurance freight).

(e) On sales or purchases of goods owned by the enterprise. Excludes commission payments to own employees.

(f) Excludes for own premises.

(g) Excludes cost of delivery by the enterprise's own employees and vehicles.

(h) Excludes motor vehicle expenses.

(i) Includes repairs, funds, registration and compulsory third party insurance. Excludes payments to own employees, leasing charges, depreciation and comprehensive insurance premiums.

(j) Includes Bankcard and credit charges, fumigation and pest control service fees and chemicals and other expenses.

EXPLANATORY NOTES

Introduction

The 1986-87 Wholesale Supplementary Survey, conducted by Input-Output Section of National Accounts Branch as part of its program of economic surveys, was the first study of the wholesale industry in Australia since 1982. The purpose of the survey was to provide detailed information about the structure of income and expenses of the wholesale industry and about wholesale sales of various commodities. This information was used in the compilation of the 1986-87 input-output tables.

Scope

2. The scope of the survey covered the full range of economic and financial data normally collected for economic censuses and surveys and included:

- items of income and expenses
- sales, purchases and stocks of commodities
- number employed and wages, salaries and supplements paid.

Coverage

3. A sample of 1000 wholesale enterprises was selected. Units from only New South Wales and Victoria were included.

Definitions

4. The wholesale industry includes all enterprises primarily engaged in the resale (as agents or principals) of new or used goods to retailers or other wholesalers, or to institutional (including Government), professional or 'other' business users (including farmers and builders).

Results of the survey

5. Items of income and expenses are presented as proportions, by ASIC group, of total income and expenditure. Actual value data for the survey are not published because of several factors, including the small sample size, not all States being represented and confidentiality considerations.

Related publications

6. Other ABS publications which may be of interest include:

Australian National Accounts: Input-Output Tables 1986-87 (5209.0) to be released mid December 1990

Australian National Accounts: Input-Output Tables, Commodity Details 1986-87 (5215.0) to be released mid December 1990

Australian National Accounts: Concepts, Sources and Methods (5216.0)

An order form for Input-Output publications can be found at the back of this publication.

Symbols and other usages

7. The following general abbreviations are used in this publication:

ABS	Australian Bureau of Statistics
ASIC	Australian Standard Industrial Classification
n.e.c.	Not elsewhere classified

Wholesale ASIC group descriptors:

471	General Wholesalers
472	Builders Hardware Dealers *
473	Machinery and Equipment Wholesalers
474	Minerals, Metals and Chemicals Wholesalers
475	Farm Properties and Produce Dealers n.e.c.
476	Food, Drink and Tobacco Wholesalers
477	Textile and Clothing Wholesalers
478	Household Goods Wholesalers
479	Other Specialist Wholesalers

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* excludes ASIC class 472 Builders Hardware Dealers n.e.c. covered in the 1985-86 Retail Census



Australian National Accounts 1986-87 Input-Output Tables

The 1986-87 Input-Output tables were released in December 1990.

About the tables

The input-output tables provide you with a detailed description of the production of goods and services within the economy and provide a starting point for many kinds of economic analysis.

Australian National Accounts: Input-Output Tables (5209.0)

This publication outlines the major concepts, describes the data sources and the methods used for compiling the tables, and provides some guidance in the use of the tables for analytical purposes. It also explains the industry classification used and links it with the Australian Standard Industry Classification (ASIC). The tables are published at two levels of aggregation: 109 and 28 industries.

Australian National Accounts: Input-Output Tables, Commodity Details (5215.0)

Details of Australian production, imports and exports are published for each input-output commodity. Input-output data are collected at four-digit ASIC level (where possible) and for about 1400 commodities and aggregated for publication purposes. This publication also links the input-output commodity classification with the other ABS classifications for production, imports and exports.

Also Available

The published input-output tables are available on floppy disk (in sizes 5 1/4 and 3 1/2 inches) and on magnetic tape. In addition less aggregated data are available on request. Details are available in the publication or from Doris de Silva, phone (06) 252 6643.

Related Publications

It is recommended that users of the tables should also read the relevant chapters of Australian National Accounts: Concepts, Sources and Methods (5216.0). The latest edition, published in May 1990, contains a chapter on input-output statistics and other new material. It is invaluable if you need to know more about the concepts, accuracy and reliability of the input-output tables.

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