TABLE 7. Other Retailing

WA Retail Turnover Comparisons by Sub-Sector

2016-17 v's 2017-18

Source: **ABS 8501.0 Retail Trade , Australia** *- June 2018, Seasonally Adjusted*

Group	TOTAL Other Retailing			Newspaper and Books 10.8% of sector sales			Other Recreational Goods 13.1% of sector sales			Pharmaceutical, Cosmetics and Toiletry Goods 39.3% of sector sales			Other Retail n.e.c. 35.6% of sector sales		
Year	2016/7	2017/8	% Var	2016/7	2017/8	% Var	2016/7	2017/8	% Var	2016/7	2017/8	% Var	2016/7	2017/8	% Var
Jul	384.3	379.9	-1.1%	45.8	39.7	-13.3%	57.6	54.5	-5.4%	148.2	148.4	0.1%	132.7	137.3	3.5%
Aug	374.3	384.2	2.6%	41.4	39.8	-3.9%	54.2	52.5	-3.1%	149.1	145.6	-2.3%	129.6	146.3	12.9%
Sept	379.4	373.5	-1.6%	41.6	38.5	-7.5%	58.8	50.0	-15.0%	145.1	150.5	3.7%	133.8	134.6	0.6%
Oct	369.8	366.3	-0.9%	41.0	39.3	-4.1%	56.1	50.6	-9.8%	147.0	145.8	-0.8%	125.7	130.5	3.8%
Nov	375.8	376.0	0.1%	40.9	39.1	-4.4%	54.2	51.0	-5.9%	148.0	145.5	-1.7%	132.9	140.5	5.7%
Dec	385.0	369.2	-4.1%	40.9	39.9	-2.4%	53.7	50.8	-5.4%	155.2	145.1	-6.5%	135.1	133.5	-1.2%
Jan	376.7	378.5	0.5%	42.3	41.5	-1.9%	51.7	50.7	-1.9%	146.4	148.8	1.6%	136.3	137.6	1.0%
Feb	372.8	370.2	-0.7%	42.0	39.9	-5.0%	51.8	49.1	-5.2%	147.4	147.3	-0.1%	131.6	134	1.8%
Mar	369.6	363.7	-1.6%	41.9	39.3	-6.2%	51.8	46.9	-9.5%	144.7	145.9	0.8%	131.1	131.6	0.4%
Apr	378.0	374.1	-1.0%	40.1	43.0	7.2%	52.8	43.9	-16.9%	147.5	147.4	-0.1%	137.6	139.8	1.6%
May	375.7	373.1	-0.7%	41.7	41.6	-0.2%	53.8	42.8	-20.4%	146.5	145.9	-0.4%	133.7	142.8	6.8%
Jun	380.0	377.0	-0.8%	40.3	44.1	9.4%	53.2	43.4	-18.4%	147.9	146.4	-1.0%	138.5	143.2	3.4%
Total WA	4521.4	4485.7	-0.8%	499.9	485.7	-2.8%	649.7	586.2	-9.8%	1773.0	1762.6	-0.6%	1598.6	1651.7	3.3%

National % Var 2017/8	TOTAL Other Retailing	2.5%	Newspaper and Books	-6.1%	Other Recreational Goods	0.1%	Pharmaceutical, Cosmetics and Toiletry Goods	3.4%	Other Retail n.e.c.	3.8%

Sector:

Other retailing includes:

Newspaper and book retailing
Other recreational goods retailing - *Sport and Camping equipment retailing;*
Pharmaceutical, cosmetic and toiletry goods retailing - *Community Pharmacy; Cosmetic and Toiletry goods retailing*
Other retailing n.e.c *(not elsewhere classified)* **-** *Stationery goods retailing; Entertainment media retailing - (Toy and Game retailing); Antique and used goods retailing; Flower retailing; Other-store based retailing n.e.c; Non-store retailing; Retail commission-based buying and/or selling*

Nationally: The overall 2017/18 national results of **+2.5%** for the Other Retailing sector were expected to be moderate. National results showed growth across all sub-sectors excepting Newspaper and book retailing which fell a further **(-6.1%)**. However the erratic WA result showed concerning indicators and difficulties in running a business with such local trading fluctuations.

WA: Low sales have again been of significant concern across this sub-sector.Over recent years, WA trading has continually resulted in reduced profits and zero growth ruturns, 2017/18 was no different. The only area to show turnover consistency was Other Retailing n.e.c. that showed a sales increase of **+3.2%**. All other sector retail sales reduced - Newspaper and book retailing **(-2.8%)**, Other recreational goods retailing **(-9.8%)**; Pharmaceutical, cosmetic and toiletry goods retailing **(-0.6%)**.

Newspaper and book retailing: The overall 2017/18 turnover results for this sub-sector had reduced National sales of **(-6.1%)** while in WA reported sales reduced **(-2.8%)**. This is concerning as consultation with industry strongly disputes this result. Significant delclines occurred each month excepting April and June that showed an inexplicable and out of character growth of +7.2% and +9.4% respectively. The general consensus of category performance across several product groups was around: newspapers **(-8 to -12%)**, books **(-12 to -16%)**, Lottery sales **(-6 to -7%)**, however magazines, gift cards, wrapping and stationary enjoyed stable sales.

WA Retail Turnover Comparisons by Sub-Sector - 2016-17 v's 2017-18
Source: ABS 8501.0 Retail Trade , Australia - *June 2018* *Seasonally Adjusted*

Other Retailing cont.

Other recreational goods retailing : National sales in this sector were relatively unchanged growing just +0.1%, while WA showed a disappointing fall of **(-9.8%)** showing negitive sales every month. In WA negative growth for the period was further impacted by increased transaction growth offset by lower average transaction value. Apparel and footwear delivered strong growth, this was offset by a small decline in equipmetn sales (Amart stores have a higher equipment mix) On-line sales increased across the sector during 2017/8.

This sector continues to be dominated by the Super Retail Group through their Rebel Sports chain and the recreational stores of BCF and Ray's Outdoors, however this is expected to change with the announcement of the high profile American footwear and sports apparel retailer Van's Shoes and Apparel, opening 4 stores in Perth by the end of October 2018.

Pharmaceutical, Cosmetics and Toiletry Goods:

Nationally: The industry includes all community or retail pharmacies that sell prescription drugs and medicines to consumers. Key pharmacy groups include independent community pharmacies, banner groups, friendly societies, buying groups and discount pharmacies.

- community pharmacy retailing has a national turnover of more than $15 billion per year
- community pharmacies dispense around 300 million prescriptions annually
- dispensary sales represent around 70% of all sales within the business

During the 2016/17 financial year, the community pharmacy sub-sector had a turnover growth of **+3.4%**. Trading results in Community Pharmacy reflect a relatively stable market, but inclusions within the sixth Community Pharmacy Agreement and changes to PBS payments have caused an interim cash-flow issue. Being an integeral partner in the shifting health industry, the above 2016/17 results somewhat distorts any indications of increased transactions. Discount pharmacies and supermarkets continue to operate in an intensified retail environment, challenging and changing the industry's operating landscape. In spite of tougher competition, the pharmacy sub-group continues to perform steadily, by returning consistent results and providing increased professional services.

WA: Retail sales for community pharmacy in WA fell **(-0.6%)** for the 2017/18 year, which is a significant variation of the national increase of **+3.4%**. Monthly seasonally adjusted sales figures showed moderate results through the year with increase spikes in September, January and March, declines were returned in all other months. Pharmacies have continued to expand services within their business during the year.

Other Retail n.e.c.: *Specific data for this sub-sector is difficult to obtain as the retail category sales are not all individually published.*

Collectively the sector performed well compared with most other sectors of retail. Other Retail n.e.c. increased sales nationally growing by **+3.8%**. WA also increased sales by **+ 3.3%** showing growth for each month excepting December, that fell **(-1.2%)**,

Entertainment media retailing: (Toy and Game retailing) has undergone changes through the collapse of Toys R Us stores, leaving the predominatey discount department stores, EB Games and a few hobby stores as the major players in this sector. Sales volume and trend activity is unknown.

Floristry retailing: Taditional florists provide around 50% of fresh flower sales. The industry is largely reliant on events and occasions such as weddings, funerals, and corporate events. During 2017/8 the industry had a slight increase in total fresh flower sales, transactions were up around +2.0%, average sales values were down, resulting in stable turnover value. Given the increases in the cost of doing the business, in some cases has resulted in reduced net profit returns.

Competition from supermarkets; petrol stations; convenience stores; fruit and vegetable shops; road-side stalls and internet retailers is increasing. Customer dissatisfaction of floral quality and value through these sources are emerging, particularly online purchases.To meet this, many traditional florists have commenced marketing an expanded range of parallel products to meet future consumer demand, by offering a more personal service and a one stop shopping experience. This has been reflected in an increase in sales of floral plant sales.