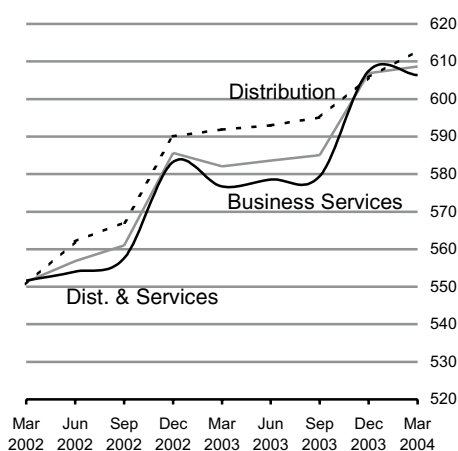




Earnings in Distribution and Business Services

March 2004 First Estimates
December 2003 Final Figures

Average Weekly Earnings (€)



Average Full-Time Weekly Earnings

	March 2003	March 2004	Annual Change
	€	€	%
Distribution & Business Services	582.08	608.69	+ 4.6
Distribution	591.83	612.81	+ 3.5
Business Services	576.72	606.35	+ 5.1

Average weekly earnings up by 4.6 % in March 2004

The average weekly earnings of full-time employees in enterprises with five or more persons engaged in the distribution and business services sectors were €608.69 in March 2004, compared with €582.08 in March 2003, an increase of 4.6% in the year. *See Table 1 & graph.*

Average weekly earnings in the distribution sector were €612.81 in March 2004, compared with a March 2003 level of €591.83, an increase of 3.5% in the year. *See Table 1.*

In the business services sector, average weekly earnings were €606.35 in March 2004, compared with a March 2003 level of €576.72, an increase of 5.1% in the year. *See Table 1.*

The breakdown of earnings into the different sub-sectors shows:

- ◆ The highest average weekly earnings were recorded in the Post and Telecommunications sub-sector, with a level of €740.34 in March 2004.
- ◆ The lowest average weekly earnings were in the Accommodation and Catering sub-sector, at €379.94 in March 2004.

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Table 1 Average Weekly Earnings for Full-time Employees in enterprises with 5 or more persons engaged -

Distribution and Business Services

NACE Code	Sector	2001					2002					2003					2004
		March	June	Sept	Dec	Year	March	June	Sept	Dec	Year	March	June	Sept	Dec ¹	Year ¹	March
		€	€	€	€	€	€	€	€	€	€	€	€	€	€	€	€
	Distribution & Business Services:	538.00	538.29	548.12	557.21	545.41	551.29	556.87	560.99	585.17	563.58	582.08	583.63	585.01	606.86	589.45	608.69
	Distribution:	526.04	534.80	533.47	543.40	534.42	550.69	562.07	567.17	590.06	567.50	591.83	592.98	595.28	605.80	596.58	612.81
50	Motor Trade	456.20	470.62	467.48	476.63	467.68	458.41	469.84	467.52	483.67	469.86	493.42	499.06	502.51	517.05	502.15	527.44
51	Wholesale Trade	557.10	551.38	563.67	559.93	558.00	560.29	582.66	583.73	608.24	583.73	589.01	598.23	595.00	612.81	598.76	618.67
52	Retail Trade	530.98	545.48	537.24	553.41	541.78	571.19	576.77	586.75	608.82	585.88	619.74	615.66	619.98	626.35	620.84	633.00
	Business Services:	544.53	540.20	556.00	564.63	551.46	551.62	554.04	557.59	582.48	561.43	576.72	578.54	579.30	607.43	585.53	606.35
55	Accommodation & Catering	338.30	337.04	345.23	336.78	339.26	338.98	339.66	350.69	358.91	347.06	361.97	363.57	370.95	372.82	367.45	379.94
60	Land Transport	553.77	539.60	548.27	573.80	553.92	566.80	562.72	555.14	587.64	568.07	578.45	579.87	588.45	618.85	591.41	616.57
61-63	Other Transport Activity	575.01	565.06	602.59	621.61	591.07	585.26	587.06	582.39	618.95	593.42	636.21	648.64	663.11	672.97	655.23	675.74
64	Post & Telecommunications	697.10	701.39	736.71	754.21	722.33	695.96	717.54	740.04	791.11	736.16	725.73	732.20	717.80	800.75	744.12	740.34
70-71	Real Estate,Renting of Machinery	518.81	521.12	549.15	566.19	538.87	574.51	595.88	594.24	614.12	594.69	625.50	633.06	645.07	659.04	640.67	687.65
72-73	Computing Activity, R & D	643.03	625.26	661.25	641.01	642.63	631.73	624.02	624.89	627.11	626.94	632.79	638.30	649.78	662.47	645.84	682.01
74	Other Business Activity	566.80	567.54	581.28	587.31	575.78	581.98	583.49	599.01	616.31	595.20	621.06	621.24	635.14	645.75	630.80	654.74

¹ Revised

Table 2 Summary of Average Weekly Earnings in Distribution and Business Services

	Distribution & Business Services	Distribution	Business Services
	€	€	€
1998 Year	442.36	417.79	456.85
1999 Year	466.20	440.46	480.55
2000 Year	505.01	489.59	513.52
2001 Year	545.41	534.42	551.46
2002 Year	563.58	567.50	561.43
2003 Year	589.45	596.58	585.53
1998 1st quarter	433.20	404.84	450.57
2nd quarter	439.77	413.79	455.10
3rd quarter	443.48	422.39	455.71
4th quarter	453.02	430.14	466.01
1999 1st quarter	454.85	427.08	470.62
2nd quarter	460.66	437.08	473.71
3rd quarter	464.80	444.88	475.90
4th quarter	484.46	452.80	501.93
2000 1st quarter	487.38	471.61	495.99
2nd quarter	496.28	481.64	504.35
3rd quarter	506.42	497.57	511.41
4th quarter	529.98	507.51	542.32
2001 1st quarter	538.00	526.04	544.53
2nd quarter	538.29	534.80	540.20
3rd quarter	548.12	533.47	556.00
4th quarter	557.21	543.40	564.63
2002 1st quarter	551.29	550.69	551.62
2nd quarter	556.87	562.07	554.04
3rd quarter	560.99	567.17	557.59
4th quarter	585.17	590.06	582.48
2003 1st quarter	582.08	591.83	576.72
2nd quarter	583.63	592.98	578.54
3rd quarter	585.01	595.28	579.30
4th quarter ¹	606.86	605.80	607.43
2004 1st quarter	608.69	612.81	606.35

¹ Revised

Background Notes

Introduction This Release details average weekly earnings of full-time employees in the Distribution and Business Services sectors. The series are derived from quarterly inquiries to enterprises, conducted under the Statistics (Business Accounts) Order, 2001, made under the Statistics Act 1993.

The numbers of persons engaged in the Distribution and Services sectors, as estimated by the Quarterly National Household Survey (QNHS), are shown in Table A in the Appendix. Early analysis showed that it would not be possible to derive reliable earnings estimates for part-time employees or for small enterprises with less than 5 persons engaged. These have been excluded from the current release.

The series, therefore, covers full-time employees in enterprises with 5 or more persons engaged. The survey collects details of the number of full-time employees (defined as persons working 30 or more hours per week) and their total wages. The number of hours worked was not sought, nor was any breakdown by gender or employment activity.

Scope The activity classification used is the NACE Rev. 1.1 classification. The survey relates to a week in the months of March, June, September and December. It covers a sample of enterprises in the Distribution sector (NACE divisions 50 to 52), and NACE divisions 55, 60 to 64, and 70 to 74 of the Business Services sector.

Methodology Using the CSO Business Register, the sample in each quarter is classified into cells defined by NACE division and employment size. March 1998 was taken as the base period and average earnings per person per week were computed, from the survey returns, for each cell. These cell averages were then weighted by the corresponding estimated full-time employment to derive the average earnings at divisional and higher levels. The employment figures used for this weighting were the QNHS estimates for the December 1997 – February 1998 quarter, allocated to size classes using the Business Register.

For each subsequent quarter, a matched sample of enterprises making returns in both the current quarter and the previous quarter was used. The average weekly earnings in each cell of the matched sample for both quarters were computed. The quarter-on-quarter matched sample change in average weekly earnings in each cell was then applied to the average weekly earnings for the cell in the previous quarter, to produce the average weekly earnings for the cell in the current quarter. These cell averages were then weighted by QNHS-based full-time employment estimates for the current quarter to produce average earnings at divisional and higher levels.

Tables B and C in the Appendix show the number of full-time employees and the number of enterprises, respectively, covered by returns used to compile the average weekly earnings figures in each period since March 2001.

Definitions **Employee** An employee is defined as any person working in the enterprise who is paid a definite wage or salary. Full-time employees are employees who work 30 or more hours per week.

Earnings Earnings represent the gross amount (before the deduction of tax, PRSI, superannuation, etc.) payable to employees. Earnings include normal wages and salaries and overtime, taxable allowances, regular bonuses and commissions, as well as holiday pay and sick pay. Excluded from earnings are back-pay, redundancy pay, irregular bonuses (incl. annual bonuses), advances of pay, expenses, employers PRSI, and any earnings paid at irregular intervals.

Enterprise An enterprise is defined as the smallest legally independent business unit. It may be comprised of one or more local units or branches.

[†] Initial indications were that including enterprises with less than 5 persons engaged would result in the overall average full-time weekly earnings figures being reduced by approximately €25.

Appendix

Table A Quarterly National Household Survey (QNHS) Employment Estimates¹ for Distribution and Services

NACE Code	Sector	Persons Engaged		Full-time Employees		Full-time Employees in Enterprises with 5+ Persons Engaged ²	
		Q1 2003	Q1 2004	Q1 2003	Q1 2004	Q1 2003	Q1 2004
Distribution & Business Services:		630,300	642,400	396,100	404,900	312,800	319,100
Distribution:		253,300	263,400	147,800	155,100	110,300	115,400
50	Motor Trade	35,400	37,500	23,900	25,400	17,100	18,100
51	Wholesale Trade	48,700	47,000	35,600	34,500	29,800	28,900
52	Retail Trade	169,200	178,900	88,300	95,200	63,400	68,300
Business Services:		377,000	379,000	248,300	249,800	202,500	203,700
55	Accommodation & Catering	110,000	113,100	58,000	60,300	44,300	46,100
60	Land Transport	48,300	49,100	28,000	29,000	22,500	23,300
61-63	Other Transport Activity	28,500	30,300	24,600	25,700	22,800	23,900
64	Post & Telecommunications	35,200	33,900	29,700	29,400	28,500	28,200
70-71	Real Estate, Renting of Machinery	15,600	14,000	9,700	8,600	5,400	4,800
72-73	Computing Activity, R & D	36,000	33,200	30,800	27,200	26,500	23,400
74	Other Business Activity	103,400	105,400	67,500	69,600	52,500	54,100

¹ QNHS employment estimates for period September - November

² QNHS estimates, adjusted using size class details from the CSO Business Register

Table B The number of full-time employees covered by returns used in calculating the average weekly earnings

NACE Code	Sector	2001				2002				2003				2004
		Mar.	Jun.	Sept.	Dec.	Mar.	Jun.	Sept.	Dec.	Mar.	Jun.	Sept.	Dec. ¹	Mar.
	Distribution & Business Services:	136,539	141,680	139,367	129,022	134,030	140,212	150,060	149,342	154,056	164,124	161,509	147,275	137,951
	Distribution:	41,297	41,498	39,694	37,438	39,594	42,772	46,810	47,073	47,716	49,933	49,432	41,247	39,031
50	Motor Trade	4,094	5,140	4,496	3,283	3,569	4,289	4,801	4,568	4,444	6,389	5,984	4,724	4,989
51	Wholesale Trade	14,397	14,867	14,326	14,176	15,064	15,925	18,511	18,482	17,723	19,006	18,234	17,257	16,731
52	Retail Trade	22,806	21,491	20,872	19,979	20,961	22,558	23,498	24,023	25,549	24,538	25,214	19,266	17,311
	Business Services:	95,242	100,182	99,673	91,584	94,436	97,440	103,250	102,269	106,340	114,191	112,077	106,028	98,920
55	Accommodation & Catering	13,916	15,960	15,423	12,082	12,323	16,390	15,922	15,610	18,340	18,795	18,791	16,680	16,092
60	Land Transport	12,697	13,176	13,608	12,595	12,738	13,714	14,300	14,777	13,859	14,242	13,996	13,971	13,150
61-63	Other Transport activity	14,486	15,204	15,948	15,306	14,647	14,085	14,729	13,043	14,551	14,310	14,149	13,715	13,608
64	Post & Telecommunications	23,800	23,511	22,078	22,158	23,128	21,630	21,433	20,810	20,987	21,702	20,497	19,673	18,829
70-71	Real Estate, Renting of Machinery	2,355	2,950	2,608	2,706	3,001	2,482	3,270	3,339	3,223	3,428	3,105	2,877	2,695
72-73	Computing activity, R & D	6,898	9,247	8,983	6,587	6,382	5,749	7,945	7,671	8,105	9,754	9,068	8,567	7,145
74	Other Business activity	21,090	20,134	21,025	20,150	22,217	23,390	25,651	27,019	27,275	31,960	32,471	30,545	27,401

¹ Revised

Table C The number of enterprises covered by returns used in calculating the average weekly earnings

NACE Code	Sector	2001				2002				2003				2004
		Mar.	Jun.	Sept.	Dec.	Mar.	Jun.	Sept.	Dec.	Mar.	Jun.	Sept.	Dec. ¹	Mar.
	Distribution & Business Services:	2,089	2,281	1,992	1,981	2,166	2,036	2,454	2,780	2,535	2,745	2,341	2,335	2,142
	Distribution:	928	1,014	905	862	908	855	1,041	1,166	1,000	1,049	912	930	870
50	Motor Trade	168	180	163	150	155	153	179	189	182	228	172	168	143
51	Wholesale Trade	336	357	309	286	312	287	325	399	329	341	311	328	313
52	Retail Trade	424	477	433	426	441	415	537	578	489	480	429	434	414
	Business Services:	1,161	1,267	1,087	1,119	1,258	1,181	1,413	1,614	1,535	1,696	1,429	1,405	1,272
55	Accommodation & Catering	432	447	369	379	427	423	450	496	482	478	390	399	395
60	Land Transport	64	69	65	64	59	75	84	91	92	82	73	79	83
61-63	Other Transport activity	73	78	71	75	79	69	78	86	90	105	86	90	83
64	Post & Telecommunications	19	25	21	27	18	17	37	39	36	40	34	36	31
70-71	Real Estate, Renting of Machinery	48	69	67	79	90	61	79	106	98	114	85	67	63
72-73	Computing activity, R & D	93	108	111	103	102	83	142	162	160	182	167	162	138
74	Other Business activity	432	471	383	392	483	453	543	634	577	695	594	572	479

¹

Revised