

**CULTURAL MINISTERS COUNCIL
Statistics Working Group**

Australia's Trade in Culture 2000–01

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AUSTRALIA'S TRADE IN CULTURE 2000-01

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PREFACE

Australia's image as a modern, multicultural, dynamic society can be shaped by cultural promotion, cultural exchange and by the export of cultural goods and services. Australian culture and cultural activity also provides economic benefits as it is one of the draw-cards that attracts international tourists to Australia.

This report shows the extent of Australia's trade in cultural goods and services with the rest of the world. That is, it provides details about the types of cultural goods traded and the countries with which Australia trades as well as information about trade in cultural services (e.g. royalties earned through music and film production).

A major objective of the Cultural Ministers Council Statistics Working Group (CMC SWG) is to provide the cultural statistics required for informed policy and decision making by governments and the cultural sector in areas such as cultural industry development and management. One key way to achieve this is by enhancing the quality, range, availability and use of appropriate statistics.

The National Centre for Culture and Recreation Statistics, a section of the Australian Bureau of Statistics, assists in meeting the objectives of the CMC SWG by compiling available data and preparing reports such as this. The CMC SWG expresses its appreciation for the Centre's work on this project.

For further information regarding these statistics, please contact the Statistics Working Group Secretariat, Department of Communications, Information Technology and the Arts on Canberra 02 6271 1051 or email <andrew.hunt@dcita.gov.au>.

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SECTION 1

INTRODUCTION.....

The cultural sector is important to society's development and progress. Not only does it provide opportunities for intellectual and spiritual engagement, but increasingly it is being recognised for its output and the income it generates both in Australia and overseas.

This report presents information about Australia's trade in cultural goods and services. Following this introduction, the report presents data on the type and value of cultural goods traded, and the countries with which Australia trades. Information is also presented on how trade has changed over time between 1994–95 and 2000–01. Similar details are then provided for Australia's trade in cultural and recreational services. A brief description of data on cultural trade in other countries follows.

1.1 DATA SOURCES

The Australian data on trade in cultural goods shown in this report are drawn from international merchandise trade statistics which are compiled by the Australian Bureau of Statistics (ABS) from information submitted by exporters and importers to the Australian Customs Service⁽¹⁾. Merchandise trade covers all movable goods which add to (imports) or subtract from (exports) the stock of material resources in Australia⁽²⁾. Excluded are: direct transit trade (i.e. goods being trans-shipped or moved through Australia for purposes of transport only); ships and aircraft moving through Australia while engaged in the transport of passengers or goods between Australia and other countries; and non-merchandise goods, consisting primarily of goods moving on a temporary basis (this includes goods for exhibition such as historical materials and items in art exhibitions)⁽³⁾.

The data on trade in cultural and recreational services are mainly collected in the ABS Survey of International Trade in Services. This survey collects data quarterly on a wide range of services including transportation, communications and construction services from enterprises in Australia which provide these services to the rest of the world or which receive these services from the rest of the world⁽⁴⁾.

1.2 DEFINITIONS

For the purposes of this report, the cultural industries are defined as those listed in the Heritage and Arts Divisions of the Industry Classification of the Australian Culture and Leisure Classifications (ACLIC) (see Appendix 1).

In this report, cultural goods are defined to comprise:

- goods produced by cultural industries (e.g. books, audio CDs, exposed film and paintings); and
- goods produced by other industries but which supply a consumer with a cultural opportunity (e.g. televisions, video-cassette recorders, hi-fi equipment and musical instruments).

The rules used in defining cultural goods as used in this report are presented in Appendix 2, along with some examples to clarify the meaning of these rules.

Cultural services are defined to include:

- services provided by cultural industries (e.g. film post-production and laboratory services);
- fees paid to individuals for cultural services provided (e.g. payments to actors, producers and directors); and
- royalties for music and audiovisual and related services (e.g. films and television programs).

Note that this report is not all-encompassing in that it does not include all spending that could be attributed to culture—for example, the data exclude spending by tourists who may have come to Australia to experience its culture or people who visited Australia for other purposes and who purchased cultural goods or services during their stay. In addition, some items have been excluded because they are grouped with various other goods or services not related to culture, and could not be separately identified in the data.

SECTION 2

TRADE IN CULTURAL GOODS

In 2000–01, exports of cultural goods⁽⁵⁾ totalled \$478m or 0.4% of all goods exported out of Australia, while cultural imports⁽⁶⁾ totalled \$3,131m, or 2.6% of all goods imported into Australia.

1 TRADE IN CULTURAL GOODS—2000–01

	<i>Cultural goods</i>	<i>All goods</i>	<i>Cultural goods as percentage of all goods</i>
	\$m	\$m	%
Exports	478.1	119 539.1	0.4
Imports	3 130.7	118 229.8	2.6

Source: ABS, derived from International Merchandise Trade data.

2.1 TYPES OF GOODS TRADED

The cultural goods traded can be classified to six of the ACLC product groups (see table 2). In 2000–01, about 36% of Australia’s cultural exports were classed as Books, magazines, newspapers and other printed matter (\$173m). Radio and television receivers and apparatus for sound or video recording or reproduction (\$100m) and Exposed photographic and cinematographic media, and artistic works (\$97m) each accounted for about another 20% of cultural exports.

The two largest groups of cultural exports of goods—Books, magazines, newspapers and other printed matter and Radio and television receivers and apparatus for sound or video recording or reproduction—were also the two largest categories of cultural imports of goods, and collectively accounted for 84% of all imports of cultural goods.

Imports exceeded exports for each of the six categories of cultural goods. The ratio of imports to exports varied from about 17 times higher for Musical instruments and other performing arts equipment to only 0.3 times higher for Exposed photographic and cinematographic media and artistic works. Overall, imports of cultural goods were more than six times higher than exports (\$3,131m compared with \$478m), resulting in a net difference of \$2,653m.

2 TRADE IN CULTURAL GOODS, By Product Group—2000–01

<i>Product group</i>	<i>Exports</i>	<i>Imports</i>	<i>Difference between imports and exports</i>
	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
Heritage services	33.4	46.5	13.0
Books, magazines, newspapers and other printed matter	172.5	925.6	753.1
Audio and video media	67.1	210.4	143.3
Radio and television receivers and apparatus for sound or video recording or reproduction	100.4	1 718.1	1 617.7
Exposed photographic and cinematographic media, and artistic works	97.0	126.6	29.5
Musical instruments and other performing arts equipment	7.7	103.5	95.8
Total	478.1	3 130.7	2 652.5

Source: ABS, derived from International Merchandise Trade data.

2.1.1 Industries involved

As noted in the introduction, cultural goods can be the product of either cultural industries or non-cultural industries (i.e. the good supplies the consumer with a cultural opportunity but is not produced by a cultural industry). For goods that were the product of cultural industries, imports (\$1,245m) were almost four times larger than exports (\$331m) in 2000–01, whereas for those cultural goods that were the product of other industries, imports (\$1,886m) were almost 13 times larger than exports (\$147m) (see table 3).

Of the \$1,245m of imports of cultural goods that were the product of cultural industries, \$926m (74%) were Books, magazines, newspapers, and other printed matter. Some of these imports were Australian books which were printed overseas. The 2000–01 Book Publishers Survey (ABS 2002c) estimated that Australian book publishers paid \$123m in 2000–01 to have books printed overseas.

Of the \$1,886m of imports of cultural goods that were the product of other industries, \$1,718m (91%) were Radio and television receivers and apparatus for sound or video recording or reproduction.

3 TRADE IN CULTURAL GOODS, By Source of Cultural Good—2000–01

Product group	SOURCE OF CULTURAL GOOD.....			
	Product of a cultural industry.....		Product of another industry(a).....	
	Exports	Imports	Exports	Imports
	\$m	\$m	\$m	\$m
Heritage services	—	—	33.4	46.5
Books, magazines, newspapers and other printed matter	172.5	925.6	—	—
Audio and video media	67.1	210.4	—	—
Radio and television receivers and apparatus for sound or video recording or reproduction	—	—	100.4	1 718.1
Exposed photographic and cinematographic media, and artistic works	91.7	108.5	5.3	18.1
Musical instruments and other performing arts equipment	—	0.1	7.7	103.4
Total	331.3	1 244.5	146.8	1 886.1

(a) The good directly supplies a consumer with a cultural opportunity, but is not a primary product of a cultural industry.

Source: ABS, derived from International Merchandise Trade data.

2.1.2 Commodities traded

More detailed information on the types of cultural goods traded can be obtained by classifying the goods at the class level of the ACLC Product Classification, rather than at the broader group level (see table 4).

In 2000–01, the category Printed books was the largest individual cultural commodity exported (\$69m). This was followed by Recorded media for sound (mainly audio CDs) (\$48m); Brochures, leaflets, etc. and children's drawing and colouring books (\$44m); and Paintings, drawings and pastels executed entirely by hand (\$41m).

Imports of Television receivers totalled \$649m in 2000–01 while imports of Radio broadcast receivers (including those incorporating cassette players and units to be installed in motor vehicles) accounted for \$557m. Other cultural commodities with significant imports in 2000–01 included Printed books (\$400m), Newspapers, journals and periodicals (\$280m)—virtually all of these were journals and periodicals—and Video recording or reproducing equipment (\$205m).

For the majority of types of cultural commodities traded (25 out of 33 classes), the value of the imports exceeded exports. The differences were substantial in many instances. For example, the largest trade imbalance occurred for Television receivers (imports exceeded exports by \$642m) and Radio broadcast receivers (imports exceeded exports by \$547m). For those eight cultural commodities traded where exports exceeded imports, differences tended to be much smaller: for seven of the eight classes, exports exceeded imports by less than \$10m.

4 TRADE IN CULTURAL GOODS, By Products—2000–01

<i>Products</i>	<i>Exports</i>	<i>Imports</i>	<i>Excess of imports over exports</i>
	\$m	\$m	\$m
Heritage services			
Collections and collectors' pieces of zoological, botanical, mineralogical, anatomical, historical, archaeological, etc. interest	16.8	9.4	-7.3
Antiques	16.6	37.0	20.4
<i>Total</i>	33.4	46.5	13.0
Books, magazines, newspapers and other printed matter			
Books	68.5	400.2	331.7
Dictionaries and encyclopaedias	4.7	2.9	-1.8
Atlases and other books of maps or charts	2.4	10.2	7.7
Brochures, leaflets, etc. and children's drawing and colouring books	43.6	194.2	150.6
Music, printed or in manuscript	6.4	5.7	-0.8
Newspapers, journals and periodicals	28.7	279.7	251.0
Trade advertising material, commercial catalogues, etc.	17.1	31.9	14.7
Architectural plans and drawings	1.0	0.9	-0.1
<i>Total</i>	172.5	925.6	753.1
Audio and video media			
Recorded media for sound	48.3	62.8	14.5
Recorded media for vision	18.8	147.5	128.7
<i>Total</i>	67.1	210.4	143.3
Radio and television receivers and apparatus for sound or video recording or reproduction			
Radio broadcast receivers	9.6	556.9	547.3
Television receivers	7.4	649.4	642.0
Sound reproducing apparatus not incorporating a sound recording device	5.5	119.0	113.5
Sound recording apparatus, whether or not incorporating a sound reproducing device	4.4	8.0	3.6
Video recording or reproducing equipment	8.0	204.6	196.6
Microphones and associated stands; loudspeakers; headphones, earphones, etc., electric sound amplifiers, etc.	26.5	121.7	95.2
Aerials for television and radio receivers	39.0	58.5	19.5
<i>Total</i>	100.4	1 718.1	1 617.7
Exposed photographic and cinematographic media, and artistic works			
Photographic plates, film, paper, paperboard and textiles, exposed but not developed	2.2	1.6	-0.6
Photographic plates and film, exposed and developed, other than cinematographic film	1.5	3.0	1.5
Cinematographic film, exposed and developed	30.7	14.5	-16.1
Paintings, drawings and pastels executed entirely by hand	41.2	97.0	55.8
Collages and similar decorative plaques	10.6	1.0	-9.6
Original engravings, prints and lithographs	1.6	3.5	1.9
Original sculptures and statuary, in any material	9.2	5.9	-3.3
<i>Total</i>	97.0	126.6	29.5

4 TRADE IN CULTURAL GOODS, By Products—2000–01 *continued*

<i>Products</i>	<i>Exports</i>	<i>Imports</i>	<i>Excess of imports over exports</i>
	\$m	\$m	\$m
Musical instruments and other performing arts equipment			
Pianos and other keyboard stringed musical instruments	0.7	21.3	20.6
Other stringed musical instruments	1.5	16.7	15.2
Wind musical instruments	2.8	15.3	12.5
Musical instruments, the sound of which is produced, or must be amplified, electrically	1.8	33.3	31.5
Other musical instruments	0.9	16.8	15.9
Costumes for theatre or movie productions	—	0.1	0.1
<i>Total</i>	7.7	103.5	95.8
Total	478.1	3 130.7	2 652.5

(a) The descriptions of the products shown have been abbreviated for space reasons. The complete names of the classes are shown in Appendix 1.

Source: ABS, derived from International Merchandise Trade data.

2.2 CULTURAL TRADE BY COUNTRY

In 2000–01, there were only two countries to which Australia exported over \$100m of cultural goods: New Zealand (\$136m) and the United States of America (\$100m). This constituted almost half of Australia's exports of cultural goods. By comparison, Australia imported over \$100m of cultural goods from eight other countries, with the United States of America (\$497m) and the United Kingdom (\$441m) being the principal sources of these goods.

For almost all countries, Australia's imports of cultural goods exceeded its exports. New Zealand and Papua New Guinea were two exceptions, as they received more cultural goods from Australia than they sold to Australia.

5 TRADE IN CULTURAL GOODS, By Country—2000–01

Country(a)	Exports	Imports	Excess of imports over exports
	\$m	\$m	\$m
Austria	0.3	35.1	34.8
Belgium–Luxembourg	1.4	7.6	6.2
Canada	4.7	18.3	13.6
China (excluding Hong Kong)	6.7	(b)363.9	(b)357.2
Denmark	1.0	15.7	14.7
France	3.4	28.8	25.4
Germany	7.9	(b)45.1	(b)37.2
Hong Kong	12.8	103.3	90.6
India	2.8	6.6	3.9
Indonesia	4.8	95.4	90.7
Ireland	0.6	13.3	12.6
Italy	1.4	28.3	27.0
Japan	35.0	313.4	278.4
Korea, Republic of	24.3	164.4	140.1
Malaysia	6.4	380.6	374.2
Mexico	0.4	15.5	15.0
Netherlands	4.8	14.1	9.3
New Zealand	135.7	20.7	-114.9
Papua New Guinea	6.0	—	-6.0
Philippines	1.6	33.6	32.0
Singapore	17.8	(b)152.3	(b)134.6
South Africa	12.6	53.1	40.5
Spain	0.6	5.7	5.1
Switzerland	2.5	4.4	1.9
Taiwan	15.8	42.6	26.8
Thailand	3.4	(b)104.5	(b)101.0
Turkey	0.1	10.4	10.3
United Kingdom	48.1	441.2	393.2
United States of America	100.1	496.7	396.6
Viet Nam	0.3	7.9	7.5
Other countries	15.0	35.5	20.5
Total	478.1	(c)3 130.7	(c)2 652.5

(a) Countries listed are those for which trade in cultural goods with Australia exceeded \$5m.

(b) Excludes imports of certain size television receivers (these data are confidential).

(c) Includes imports of \$72.6m of television receivers from China, Germany, Singapore and Thailand.

Source: ABS, derived from International Merchandise Trade data.

2.2.1 Exports by country

New Zealand was the main recipient of Australia's exports of Books, magazines, etc. Exports of these goods to New Zealand represented almost one-fifth (\$90m) of Australia's total exports of cultural goods. Australian books, magazines, etc. were also popular with the United States of America which imported \$22m of these products in 2000–01. In addition, the United States' substantial level of imports of Exposed film and artistic works (\$33m) and Audio and video media (\$27m) from Australia contributed to its place as the second most common overseas destination for Australian cultural goods.

It is important to note that some exports tend to be irregular or 'one-offs' rather than representative of a steady flow of goods. For example, while exports of Exposed film and artistic works to the Republic of Korea totalled \$20m in 2000–01, in each of the six previous years, the amount was less than \$2m.

6 EXPORTS OF CULTURAL GOODS, By Country and Product Group—2000–01

Country(b)	PRODUCT GROUP(a).....						Total
	Heritage services	Books, magazines, etc.	Audio and video media	Radios, TVs, etc.	Exposed film and artistic works	Musical instruments etc.	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
China (excluding Hong Kong)	2.4	0.8	0.3	1.2	2.0	—	6.7
Germany	0.4	1.2	1.3	1.5	2.6	0.9	7.9
Hong Kong	1.3	3.9	2.2	2.1	3.2	—	12.8
Japan	3.6	4.1	4.3	17.1	5.5	0.5	35.0
Korea, Republic of	—	2.1	0.6	1.4	20.1	0.1	24.3
Malaysia	—	2.3	0.2	3.2	0.7	0.1	6.4
New Zealand	0.4	90.4	17.6	19.2	6.1	1.9	135.7
Papua New Guinea	—	5.2	0.1	0.6	0.2	—	6.0
Singapore	1.5	7.2	1.9	4.1	2.7	0.3	17.8
South Africa	0.2	2.6	0.2	9.4	0.3	—	12.6
Taiwan	0.3	0.9	0.5	12.3	1.8	—	15.8
United Kingdom	11.1	15.3	3.8	3.7	13.4	0.7	48.1
United States of America	8.4	21.8	26.8	8.3	32.9	1.9	100.1
Other countries	3.7	14.8	7.3	16.4	5.7	1.3	49.1
Total	33.4	172.5	67.1	100.4	97.0	7.7	478.1

(a) The names of the ACLC product groups shown have been abbreviated for space reasons. The complete names of the groups are shown in Appendix 1.

(b) Countries listed are those to which exports of cultural goods exceeded \$5m.

Source: ABS, derived from International Merchandise Trade data.

2.2.2 Imports by country

In 2000–01, over half of Australia's imports of cultural goods were Radios, televisions, etc. More than four-fifths (\$1,398m) of these products were imported from Asian countries, and in particular from Malaysia (\$369m), China (\$307m) and Japan (\$264m).

Australia's second major cultural good import—Books, magazines, etc.—was sourced mainly from two countries, the United States of America (\$331m) and the United Kingdom (\$324m). Collectively, these two countries provided over 70% of Australia's imports of these goods.

7 IMPORTS OF CULTURAL GOODS, By Country and Product Group—2000–01

Country(b)	PRODUCT GROUP(a).....						Total
	Heritage services	Books, magazines, etc.	Audio and video media	Radios, TVs, etc.	Exposed film and artistic works	Musical instruments etc.	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Austria	—	0.8	30.9	2.7	—	0.7	35.1
Belgium–Luxembourg	0.5	1.2	0.6	5.0	0.2	—	7.6
Canada	0.3	9.0	2.4	4.4	0.8	1.5	18.3
China (excluding Hong Kong)	3.5	33.7	1.1	(c)306.8	4.9	13.9	(c)363.9
Denmark	0.1	2.7	0.3	12.5	—	0.1	15.7
France	6.7	4.4	2.1	10.3	3.7	1.6	28.8
Germany	0.5	12.0	14.3	(c)8.9	3.8	5.4	(c)45.1
Hong Kong	1.2	68.7	3.1	29.3	1.0	0.1	103.3
India	0.2	0.7	0.1	3.7	1.6	0.3	6.6
Indonesia	—	3.1	1.4	84.1	0.6	6.2	95.4
Ireland	0.2	0.4	12.3	0.2	0.1	0.1	13.3
Italy	0.5	7.3	0.5	6.4	10.2	3.3	28.3
Japan	0.8	11.6	5.8	263.8	3.0	28.5	313.4
Korea, Republic of	—	5.8	0.9	151.2	1.3	5.0	164.4
Malaysia	—	7.6	0.6	368.9	0.1	3.4	380.6
Mexico	—	1.3	—	12.8	—	1.4	15.5
Netherlands	0.7	3.4	6.5	1.3	1.5	0.7	14.1
New Zealand	0.2	14.7	2.7	0.7	2.3	0.1	20.7
Philippines	—	0.2	0.1	33.3	0.1	—	33.6
Singapore	0.2	57.6	41.2	(c)52.9	0.4	—	(c)152.3
South Africa	—	1.5	0.1	51.0	0.4	—	53.1
Spain	0.1	3.8	0.3	0.8	0.5	0.2	5.7
Taiwan	0.1	1.9	3.1	29.2	0.5	7.8	42.6
Thailand	0.1	6.2	0.7	(c)96.8	0.2	0.5	(c)104.5
Turkey	0.1	—	—	10.2	—	0.1	10.4
United Kingdom	22.8	323.7	30.2	17.9	44.0	2.6	441.2
United States of America	3.4	330.9	45.3	62.9	36.3	17.8	496.7
Viet Nam	—	0.1	—	6.7	0.3	0.7	7.9
Other countries	4.1	11.2	3.6	10.9	8.8	1.5	40.0
Total	46.5	925.6	210.4	(d)1 718.1	126.6	103.5	(d)3 130.7

(a) The names of the ACLC product groups shown have been abbreviated for space reasons. The complete names of the groups are shown in Appendix 1.

(b) Countries listed are those from which imports of cultural goods exceeded \$5m.

(c) Excludes imports of certain size television receivers (these data are confidential).

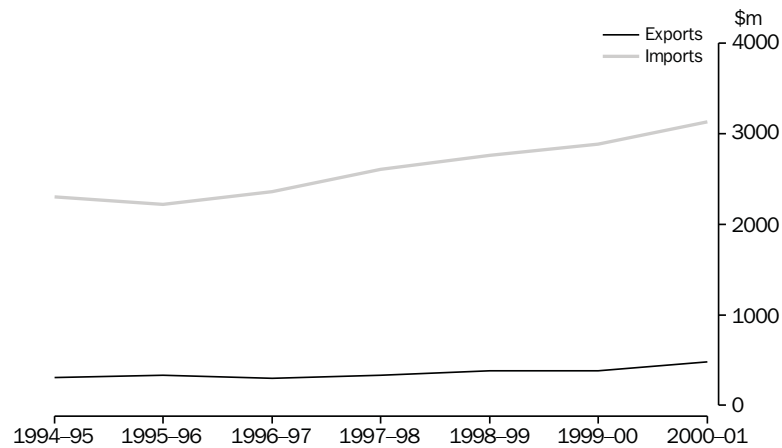
(d) Includes imports of \$72.6m of television receivers from China, Germany, Singapore and Thailand which are individually confidential.

Source: ABS, derived from International Merchandise Trade data.

2.3 CHANGES OVER TIME

Generally, since 1994–95, the value of exports of cultural goods has increased each year⁽⁷⁾ and in 2000–01 it was 55% higher than in 1994–95. By comparison, the value of exports of all goods from Australia was 78% higher. Since 1994–95, the value of imports of cultural goods has also increased in almost all years. In 2000–01, the value of imports was 36% higher than in 1994–95 while the value of imports of all goods into Australia was 58% higher.

EXPORTS AND IMPORTS OF CULTURAL GOODS—1994–95 to 2000–01



Source: ABS, derived from International Merchandise Trade data.

Even though the value of exports of cultural goods increased at a faster rate than the value of imports over this period (55% compared with 36%), the trade imbalance on cultural goods widened, as the value of imports increased by \$826m whereas the value of exports increased by \$170m.

2.3.1 Exports over time

For most categories of cultural goods, the level of exports in 2000–01 was much higher than in 1994–95. The exception is the largest category, Books, magazines, newspapers and other printed matter, which has ranged between \$157m and \$180m per year throughout the period.

8 EXPORTS OF CULTURAL GOODS, By Product Group—1994–95 to 2000–01

<i>Product group</i>	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Heritage services	14.0	11.4	12.0	17.5	41.5	36.7	33.4
Books, magazines, newspapers and other printed matter	179.7	168.8	157.4	162.3	172.5	165.9	172.5
Audio and video media	21.4	26.4	20.7	22.0	36.5	44.4	67.1
Radio and television receivers and apparatus for sound or video recording or reproduction	44.2	51.5	55.7	73.6	62.5	65.8	100.4
Exposed photographic and cinematographic media, and artistic works	44.8	70.1	44.9	49.5	65.6	63.6	97.0
Musical instruments and other performing arts equipment	3.9	4.8	4.9	5.3	5.3	8.3	7.7
Total	307.9	333.0	295.6	330.2	383.8	384.6	478.1

Source: ABS, derived from International Merchandise Trade data.

In each of the years from 1994–95 to 2000–01, exports of cultural goods to New Zealand exceeded \$100m, which is substantially more than such exports to any other country. For all but one year, the United States of America was the next largest market over this period, with exports of cultural goods rising from \$36m in 1994–95 to \$100m in 2000–01. The United Kingdom was also a significant market, with such exports fluctuating between \$29m (1996–97) and \$76m (1998–99). The importance of Hong Kong as an export market declined relatively steadily, with exports of cultural goods in 2000–01 totalling \$13m, after peaking at \$26m in 1995–96.

9 EXPORTS OF CULTURAL GOODS, By Country—1994–95 to 2000–01

<i>Country(a)</i>	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
China (excluding Hong Kong)	0.4	1.1	1.0	1.9	1.4	4.2	6.7
Germany	2.3	3.5	3.2	6.3	5.2	18.4	7.9
Hong Kong	24.4	25.5	20.5	15.3	13.0	12.3	12.8
Japan	17.6	19.6	13.4	11.9	9.9	12.3	35.0
Korea, Republic of	3.1	3.8	4.0	3.7	2.9	4.5	24.3
Malaysia	6.6	6.7	5.4	8.1	4.2	5.0	6.4
New Zealand	121.3	111.0	111.4	122.7	132.4	135.8	135.7
Papua New Guinea	6.7	8.3	6.1	7.6	6.4	5.8	6.0
Singapore	16.0	15.4	17.1	16.8	13.1	14.2	17.8
South Africa	3.3	4.3	3.0	4.6	6.2	7.6	12.6
Taiwan	2.9	2.2	3.2	3.4	3.2	3.3	15.8
United Kingdom	30.7	37.5	28.6	32.3	75.5	42.8	48.1
United States of America	36.4	40.6	37.0	45.8	57.4	67.1	100.1
Other countries	36.3	53.4	41.8	49.9	53.1	51.5	49.1
Total	307.9	333.0	295.6	330.2	383.8	384.6	478.1

(a) Countries listed are those to which exports of cultural goods exceeded \$5m in 2000–01.

Source: ABS, derived from International Merchandise Trade data.

2.3.2 Imports over time

There was considerable growth in imports for most of the categories of cultural goods over the period from 1994–95 to 2000–01. The largest rate of growth was recorded for Audio and video media, with imports in 2000–01 being about three times higher than in 1994–95 (most of this growth occurred in 1997–98). In dollar terms, imports of Radios and television receivers and apparatus for sound or video recording or reproduction grew by over \$500m during this period, with the largest increase occurring in 2000–01.

10 IMPORTS OF CULTURAL GOODS, By Product Group—1994–95 to 2000–01

<i>Product group</i>	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Heritage services	57.2	60.7	67.2	73.8	73.5	95.1	46.5
Books, magazines, newspapers and other printed matter	829.3	811.4	790.8	889.2	920.0	916.4	925.6
Audio and video media	70.8	59.7	83.4	196.3	241.7	217.9	210.4
Radio and television receivers and apparatus for sound or video recording or reproduction	1 184.5	1 115.2	1 234.0	1 236.1	1 312.3	1 402.0	1 718.1
Exposed photographic and cinematographic media, and artistic works	80.6	87.1	97.4	113.7	120.8	145.0	126.6
Musical instruments and other performing arts equipment	81.9	84.2	84.5	95.3	91.4	107.7	103.5
Total	2 304.3	2 218.3	2 357.2	2 604.4	2 759.8	2 884.0	3 130.7

Source: ABS, derived from International Merchandise Trade data.

In 2000–01, five countries supplied the bulk of cultural goods imported into Australia; these are, in order, the United States of America, the United Kingdom, Malaysia, China and Japan. These five countries have been the major sources of cultural goods since 1994–95. In the past few years, Australia has imported more cultural goods from China than from Japan.

Australia's cultural imports from several countries have grown significantly since 1994–95 and frequently the growth has involved the same types of goods. Television receivers accounted for much of the growth in imports from Indonesia (particularly in 2000–01), the Republic of Korea (in 2000–01), South Africa (particularly from 1998–99 onwards), Turkey (especially in 1999–2000) and Viet Nam (since 1999–2000). Imports of video-cassette recorders also accounted for a considerable part of the growth in imports from Indonesia (particularly in 1999–2000 and 2000–01). The growth in demand for imports from Austria (since 1997–98) and Ireland (since 1996–97) was largely the result of imports of video compact discs. Imports of radio broadcast receivers accounted for much of the growth in imports from China (especially since 1999–2000), Mexico (in 1999–2000) and the Philippines (in 2000–01). The increase in imports from Italy in 2000–01 was mainly the result of the importation of paintings, drawings and pastels.

11 IMPORTS OF CULTURAL GOODS, By Country—1994–95 to 2000–01

Country(a)	1994–95 \$m	1995–96 \$m	1996–97 \$m	1997–98 \$m	1998–99 \$m	1999–00 \$m	2000–01 \$m
Austria	4.4	5.7	7.2	44.4	56.7	27.7	35.1
Belgium–Luxembourg	3.5	3.0	1.7	2.2	3.3	8.8	7.6
Canada	10.9	10.7	10.2	14.7	16.5	14.5	18.3
China (excluding Hong Kong)	206.3	188.9	194.4	259.7	282.3	(b)318.7	(b)363.9
Denmark	8.1	7.6	7.9	8.3	10.5	11.0	15.7
France	17.0	14.9	21.2	23.5	22.3	27.3	28.8
Germany	(b)34.4	(b)32.9	(b)32.7	(b)35.1	(b)38.3	(b)42.7	(b)45.1
Hong Kong	75.7	79.7	93.2	110.8	101.6	106.7	103.3
India	2.0	7.8	2.3	2.2	2.1	3.4	6.6
Indonesia	10.9	25.6	52.5	58.9	53.4	63.7	95.4
Ireland	1.3	1.8	3.0	9.2	6.6	8.6	13.3
Italy	16.9	19.9	14.4	19.1	17.2	18.8	28.3
Japan	(b)318.1	(b)274.4	(b)234.5	(b)256.5	(b)258.1	(b)289.4	313.4
Korea, Republic of	(b)101.9	(b)69.5	(b)55.6	69.7	116.3	128.0	164.4
Malaysia	(b)280.2	315.6	(b)358.5	(b)311.2	(b)306.6	(b)321.0	380.6
Mexico	2.9	4.1	3.9	5.6	6.9	12.3	15.5
Netherlands	11.9	12.2	11.8	14.8	13.7	16.5	14.1
New Zealand	20.5	19.2	18.7	21.5	26.8	24.7	20.7
Philippines	11.5	7.8	3.5	3.0	6.7	8.8	33.6
Singapore	(b)139.8	(b)111.8	(b)122.9	(b)149.6	(b)148.1	(b)137.3	(b)152.3
South Africa	1.7	1.4	1.6	2.8	24.4	41.9	53.1
Spain	2.6	2.2	4.6	11.9	10.8	5.3	5.7
Taiwan	(b)33.0	(b)37.4	(b)35.7	30.3	32.2	40.5	42.6
Thailand	31.8	44.6	(b)63.9	(b)69.5	(b)113.4	(b)119.2	(b)104.5
Turkey	0.1	0.1	0.4	0.5	1.3	11.5	10.4
United Kingdom	361.5	375.5	409.8	464.4	468.5	429.9	441.2
United States of America	461.3	422.5	432.1	489.5	490.5	523.3	496.7
Viet Nam	0.3	0.1	0.1	0.2	0.4	3.4	7.9
Other countries	30.0	32.0	40.7	55.0	61.8	48.9	40.0
Total(c)	2 304.3	2 218.3	2 357.2	2 604.4	2 759.8	2 884.0	3 130.7

(a) Countries listed are those from which imports of cultural goods exceeded \$5m in 2000–01.

(b) Excludes imports of certain size television receivers (these data are confidential).

(c) Includes imports of certain size television receivers from countries where the data are confidential.

Source: ABS, derived from International Merchandise Trade data.

SECTION 3

TRADE IN SERVICES

The trade in cultural and recreational services is an important and rapidly growing component of Australia's trade in culture and recreation. The term 'credits' is used to refer to services rendered by Australians to the rest of the world and the term 'debits' is used to describe services provided by the rest of the world to Australians. Most of Australia's trade in services relates to international transport, travel, education and business services. Trade in cultural services (including music royalties) is relatively small in value and is combined with recreational services and health and medical services in the collection of data⁽⁸⁾. Trade in this broader category (referred to as cultural and recreational services in the remainder of this report)—rather than just cultural services—is discussed here.

While Australia's earnings from cultural and recreational services accounted for about 1% of its total earnings from services from 1994–95 to 1999–2000, it was much higher (4%) during 2000–01 due in part to the inclusion of the overseas sale of television rights to the Sydney 2000 Olympic and Paralympic Games. Payments to the rest of the world for the provision of cultural and recreational services provided accounted for about 3% of all Australia's payments for services from 1994–95 to 2000–01.

12 TRADE IN CULTURAL AND RECREATIONAL SERVICES—1994–95 to 2000–01

		1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
SERVICE CREDITS (earnings)								
Cultural and recreational services(a)	\$m	154	195	232	228	274	307	(b)1 298
Total services	\$m	20 553	22 949	24 226	25 206	26 242	28 317	32 853
Percentage of total	%	0.7	0.8	1.0	0.9	1.0	1.1	4.0
SERVICE DEBITS (payments)								
Cultural and recreational services(a)	\$m	672	707	724	828	873	956	944
Total services	\$m	22 337	23 349	24 152	26 398	28 026	29 713	32 181
Percentage of total	%	3.0	3.0	3.0	3.1	3.1	3.2	2.9

(a) Comprises audiovisual and related services, other personal, cultural and recreational services (excluding educational services) and music royalties.

(b) Includes \$1,025m associated with the broadcast rights for the Sydney 2000 Olympic Games and Paralympic Games.

Source: ABS, *Balance of Payments and International Investment Position, Australia* (cat. no. 5363.0), *Balance of Payments and International Investment Position, Australia* (cat. no. 5302.0) and data available on request.

In 2000–01, Australia earned \$1,298m by providing cultural and recreational services to the rest of the world. However, excluding the Sydney Olympic and Paralympic Games television rights, earnings in 2000–01 were \$273m with most earnings (\$107m) being for the provision of audiovisual and related services. This is still substantially higher than earnings before 1998–99 but at or below earnings levels in more recent years.

In 2000–01, Australia paid \$944m to other countries for the cultural and recreational services they provided. Audiovisual and related services, such as royalties paid for television programs, comprised about two-thirds (67%) of this amount, with music royalties accounting for about one-quarter (24%).

From 1994–95 to 1999–2000, the amount Australia paid to other countries for cultural and recreational services steadily increased, but there was a slight fall in 2000–01. Meanwhile, payments by Australia for total services increased throughout the seven-year period.

13 TRADE IN CULTURAL AND RECREATIONAL SERVICES, By Type—1994–95 to 2000–01

	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Service credits (earnings)							
Audiovisual and related services	99	121	146	125	145	175	(b)1 132
Music royalties	29	35	40	42	46	57	71
Other cultural and recreational services(a)	26	39	46	61	83	75	95
Total cultural and recreational services provided	154	195	232	228	274	307	(b)1 298
Service debits (payments)							
Audiovisual and related services	462	490	467	598	638	683	634
Music royalties	166	165	203	167	171	209	229
Other cultural and recreational services(a)	44	52	54	63	64	64	81
Total cultural and recreational services received	672	707	724	828	873	956	944

(a) Comprises audiovisual and related services, other personal, cultural and recreational services (excluding educational services) and music royalties.

(b) Includes \$1,025m associated with the broadcast rights for the Sydney 2000 Olympic Games and Paralympic Games.

Source: ABS, *Balance of Payments and International Investment Position, Australia* (cat. no. 5363.0), *Balance of Payments and International Investment Position, Australia* (cat. no. 5302.0) and data available on request.

In relation to audiovisual and related services, Australia earned \$1,103m in royalties for selling the rights to television programs to other countries in 2000–01. If the sale of rights to the Olympic and Paralympic Games is excluded, \$78m was earned by television program sales. Royalties on theatrical films earned Australia \$9m in 2000–01, while video tape royalties earned \$6m.

In 2000–01, the rights to show overseas television programs in Australia resulted in payments of \$429m to overseas countries. This was about two-thirds (68%) of the total cost of audiovisual services provided to Australia. The increase in the level of royalty payments for overseas television programs since the mid-nineties is possibly due to pay TV, which was launched in Australia in 1995.

Royalties paid to overseas countries for theatrical films fluctuated over the period from 1994–95 to 2000–01, in part due to the blockbuster success of particular titles in some years (e.g. *Titanic* was released in December 1997 and *Star Wars Episode 1: The Phantom Menace* in June 1999). Payments in 2000–01 totalled \$80m, which was the lowest amount since 1995–96.

14 AUDIOVISUAL AND RELATED SERVICES, By Type—1994–95 to 2000–01

	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
CREDITS (earnings)							
Theatrical films	20	15	19	15	21	21	9
Television programs—Sydney Olympic and Paralympic Games	—	—	—	—	—	—	1 025
Television programs—other	73	91	117	98	111	108	78
Video tapes	6	11	n.p.	n.p.	n.p.	n.p.	6
Multimedia	—	4	n.p.	n.p.	n.p.	n.p.	—
Total credits from audiovisual and related services	99	121	146	125	145	(a)175	(a)1 132
DEBITS (payments)							
Theatrical films	70	70	87	130	92	136	80
Television programs	266	303	260	342	412	421	429
Video tapes	126	117	n.p.	n.p.	127	118	104
Multimedia	—	—	n.p.	n.p.	7	n.p.	n.p.
Total debits from audiovisual and related services	462	490	467	598	638	(a)683	(a)634

n.p. not available for publication

(a) Includes other audiovisual and related services which were not separately identified.

Source: ABS, Balance of Payments and International Investment Position (data available on request).

About two-thirds (63% or \$402m) of Australian payments for audiovisual and related services in 2000–01 were to the United States of America. A further 12% (\$77m) of payments were made to the United Kingdom.

15 AUDIOVISUAL AND RELATED SERVICES, By Country—1994–95 to 2000–01

	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
CREDITS (earnings)							
United States of America	29	37	43	49	51	44	n.p.
United Kingdom	9	37	30	20	24	30	24
New Zealand	13	9	12	6	18	16	33
Other countries(a)	48	38	61	50	52	85	n.p.
Total credits	99	121	146	125	145	175	1 132
DEBITS (payments)							
United States of America	274	299	285	382	422	448	402
United Kingdom	78	95	92	111	118	108	77
New Zealand	n.p.	n.p.	n.p.	—	—	n.p.	4
Other countries(a)	n.p.	n.p.	n.p.	105	98	n.p.	151
Total debits	462	490	467	598	638	683	634

n.p. not available for publication

(a) Includes amounts not allocated to countries.

Source: ABS, Balance of Payments and International Investment Position (data available on request).

SECTION 4

SUMMARY OF AUSTRALIA'S TRADE IN CULTURAL GOODS AND SERVICES

In 2000–01, a total of \$1,776m, or 1.2% of Australia's export earnings arose through the provision of cultural goods and cultural and recreational services to the rest of the world. This figure is approximately double that recorded in any of the six preceding years, largely due to the inclusion of the broadcasting rights for the Sydney Olympic and Paralympic Games. If these broadcasting rights are excluded from the 2000–01 figures, earnings from the provision of cultural goods and services to the rest of the world become \$751m, or 0.5% of total export earnings. This is slightly higher than in previous years.

The value of imported cultural goods and services has increased relatively steadily over the years, from \$2,976m in 1994–95 to \$4,075m in 2000–01. Despite this increase, its value has declined slightly as a percentage of total goods and services imported—in 2000–01, Australia's imports of cultural goods and services were 2.7% of its total imports of goods and services, compared with 3.0% in 1994–95. Thus, the increase observed for cultural goods and services imported was not as large as the increase observed for other goods and services imported.

16 TRADE IN CULTURAL GOODS AND SERVICES—1994–95 to 2000–01

	EXPORTS AND CREDITS (earnings).....		IMPORTS AND DEBITS (payments).....	
	<i>Cultural goods and services(a)</i>	<i>Percentage of total goods and services</i>	<i>Cultural goods and services(a)</i>	<i>Percentage of total goods and services</i>
	\$m	%	\$m	%
1994–95	462	0.5	2 976	3.0
1995–96	528	0.5	2 925	2.9
1996–97	528	0.5	3 081	3.0
1997–98	558	0.5	3 432	2.9
1998–99	658	0.6	3 633	2.9
1999–00	692	0.5	3 840	2.7
2000–01	1 776	1.2	4 075	2.7

(a) These data are derived from table 8 (exports), table 10 (imports) and table 12 (services) and include recreational services.

Source: ABS, *Balance of Payments and International Investment Position, Australia* (cat. no. 5363.0), *Balance of Payments and International Investment Position, Australia* (cat. no. 5302.0) and data derived from International Merchandise Trade.

Of the \$1,776m Australia earned in 2000–01 through the provision of cultural goods and cultural and recreational services to the rest of the world, \$478m was earned from exports of cultural goods and \$1,298m from provision of cultural and recreational services. The earnings from cultural and recreational services were inflated by the inclusion of the sale of television rights to the Sydney Olympic and Paralympic Games (\$1,025m).

The increase in exports of cultural goods over the six-year period was relatively steady, with exports growing each year, apart from 1996–97. The growth in earnings from cultural and recreational services was also relatively steady, with increases each year except for 1997–98 (and 2000–01 if earnings from the Sydney Olympic and Paralympic Games are excluded).

Of the \$4,075m of cultural goods and services imported into Australia in 2000–01 about three-quarters (77%) were goods. The value of cultural goods imported increased by 36% between 1994–95 and 2000–01 while the value of cultural and recreational services received increased by 42%.

17 CULTURAL COMPONENT OF AUSTRALIA'S BALANCE OF TRADE—1994–95 to 2000–01

	1994–95	1995–96	1996–97	1997–98	1998–99	1999–00	2000–01
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Exports of cultural goods	308	333	296	330	384	385	478
Cultural services provided (credits)	154	195	232	228	274	307	1 298
Total credits	462	528	528	558	658	692	1 776
Imports of cultural goods	2 304	2 218	2 357	2 604	2 760	2 884	3 131
Cultural services received (debits)	672	707	724	828	873	956	944
Total debits	2 976	2 925	3 081	3 432	3 633	3 840	4 075

Source: ABS, *Balance of Payments and International Investment Position, Australia* (cat. no. 5363.0), *Balance of Payments and International Investment Position, Australia* (cat. no. 5302.0) and data derived from International Merchandise Trade.

Most of Australia's cultural trade was limited to a small number of countries. The two largest export markets for cultural goods were New Zealand (mainly books and magazines) and the United States of America (mainly artistic works, audio and video media, and books and magazines). The major countries supplying Australia with cultural goods were the United States of America and the United Kingdom (both mainly books and magazines), and Malaysia, China and Japan (mainly radios, TVs and hi-fi equipment). Most trade in cultural and recreational services was with the United States of America.

SECTION 5

COMPARISONS WITH OTHER COUNTRIES.....

The UNESCO Institute for Statistics has undertaken an international study of trade in cultural goods (UNESCO 2000). The scope of the study was based on the UNESCO's Framework for Cultural Statistics and comprised goods belonging to the following categories of this framework:

- Printed matter and literature;
- Music;
- Visual arts;
- Cinema and photography;
- Radio and television; and
- Sports and games.

(See Appendix 3 for a description of each of these categories.)

While it is not possible to make direct comparisons of data in this study with the Australian data presented in this report due to the different definitions of cultural goods used (for example, the UNESCO study included cameras, sporting goods and toys), the UNESCO study provides a good overview of the nature of trade between major countries involved in cultural trade. Note that the values shown from this study are in United States dollars, and are on a calendar year basis.

This study found that in 1998:

- most of the trade in cultural goods occurred between the developed countries⁽⁹⁾ (they accounted for 70% of exports of cultural goods and 79% of imports);
- the developed countries were net exporters in the categories of Printed matter and literature (US\$2,498m) and Cinema and photography (US\$2,318m), while the developing countries were net exporters of goods like Radios and televisions (US\$10,591m), Music (US\$1,476m), and Games and sporting goods (US\$1,471m);
- the countries which accounted for the highest value of exports of cultural goods were Japan (US\$24,875m), the United States of America (US\$21,876m), China (US\$15,565m), the United Kingdom (US\$14,949m) and Germany (US\$14,129m);
- the countries which accounted for the highest value of imports of cultural goods were the United States of America (US\$60,080m), the United Kingdom (US\$17,511m), Germany (US\$15,526m) and Hong Kong (US\$15,514m); and

- the countries with the largest trade surpluses (i.e. exports exceeded imports) in cultural goods were Japan (US\$14,451m), China (US\$13,278m), Malaysia (US\$5,720m), Mexico (US\$5,046m), Ireland (US\$2,682m) and the Republic of Korea (US\$2,577m), while the largest trade deficits in cultural goods occurred in the United States of America (US\$38,204m), Hong Kong (US\$14,362m), Canada (US\$6,025m) and Australia (US\$3,081m).

The study also reported that one year earlier, in 1997, world trade in cultural goods (as defined above) represented 2.8% of all international trade in goods. This was a slight increase from 1980, when 2.5% of world international trade was in cultural goods.

The study also provided some information on growth in the level of exports between 1980 and 1998 by the type of cultural good (note that no adjustment was made to take inflation into account). Exports of Printed matter and literature rose by an average of 7.4% p.a. between 1980 and 1998, with the major exporting countries being the United States of America, the United Kingdom and Germany. Exports of Music goods rose by an average of 10.3% p.a. between 1980 and 1998, with the major exporting countries for hi-fi equipment being Japan and Malaysia, and for sound recording media being the United States of America and Ireland.

Between 1980 and 1998, Visual arts exports rose by an average of 6.2% p.a., with the United Kingdom and the United States of America accounting for the majority of exports in 1998 (38% and 20% respectively). Exports of Radio and television equipment rose by an average of 7.2% p.a. between 1980 and 1998, with the major exporting countries being Mexico, Japan, the Republic of Korea, China and Malaysia.

18 WORLD EXPORTS OF CULTURAL GOODS, By Category—1980 and 1998

	1980	1998	Annual growth rate
	US\$m	US\$m	%
Printed matter and literature	7 623	25 618	7.4
Music	9 040	47 618	10.3
Visual arts	3 559	9 855	6.2
Cinema and photography	10 213	27 855	6.1
Radio and television	10 640	34 740	7.2
Games and sporting goods	6 425	28 586	9.2
Total	47 501	174 272	8.0

Source: UNESCO, *International Flows of Selected Cultural Goods, 1980–98*.

The study showed that of the US\$3,606m of cultural goods imported by Australia in 1998, US\$1,041m (29%) was in the category Music. Australia's imports of Printed matter and literature totalled US\$640m, Games and sporting goods totalled US\$684m, Radio and television totalled US\$580m, Cinema and photography totalled US\$533m, while Visual arts totalled US\$127m.

Very few countries have prepared reports on their international trade in culture, although Canada is an exception—Statistics Canada (2000) provided summary data on cultural trade in its bulletin *Focus on Culture*. It is not possible to make direct comparisons between these data and the Australian data shown in this report due to the different definitions adopted. For instance, the Canadian data do not include radios, televisions and hi-fi equipment while these are included in the Australian data. In addition the Canadian study includes expenditure by international tourists on cultural activities, which are excluded from the Australian data presented in this report.

Nonetheless, it is still informative to examine data on Canada's cultural trade. In 2000, Canada's exports of cultural goods (as defined in Appendix 4) totalled CDN\$2,353m, while its imports totalled CDN\$4,794m, giving a goods deficit of CDN\$2,441m. For cultural services and intellectual property⁽¹⁰⁾, earnings totalled CDN\$2,120m while payments totalled CDN\$2,729m, resulting in a services deficit of CDN\$609m.

The types of goods that accounted for most of Canada's cultural exports were: music, other recordings and software (22%); advertising material (20%); and books and printing services (17%). The goods that accounted for most of Canada's cultural imports were books and printing services (30%); music, other recordings and software (27%); and newspapers and periodicals (22%).

ENDNOTES

- (1) More detailed information on methods used in compiling data on goods can be found in *International Merchandise Trade, Australia: Concepts, Sources and Methods* (ABS 2001c).
- (2) Digitised products, such as sound recordings and text for books, are included in merchandise trade if they are stored on physical media, such as a CD or magnetic tape (as they must physically cross the customs frontier). If these products are delivered electronically to businesses, they are in the scope of the trade in services collection, whereas if they are delivered to households (e.g. ordered and delivered over the Internet), they are not recorded in either trade in goods or services. For some items of international trade, it is not practical to separate the goods and services components—some items classified as goods may include some service element, and vice versa. For example, the value of audio CDs recorded in merchandise trade includes a component that reflects the value of the artist’s recording. One case where the services component is separated from the goods component is in the import of film originals. In this instance, the film original is recorded in merchandise trade at the value of the medium on which it is carried, while the income that the film generates is counted in trade in services.
- (3) The United Nations’ recommendations for the compilation of merchandise trade statistics recognise that the basic source—i.e. the customs record—used by most compiling countries cannot capture certain transactions. In Australia the following types of goods which fall within the scope of merchandise trade are excluded from ABS statistics:
 - migrants’ and passengers’ effects exported or imported;
 - parcel post exports for values not exceeding \$2,000 and parcel post imports for values not exceeding \$1,000;
 - individual transaction lines within an export consignment where the value of the goods is less than \$500; and
 - individual transaction lines within a formally entered import consignment where the value of goods is less than \$250.In addition, although merchandise trade statistics should include illegal transactions, such as smuggled goods, these transactions are omitted as there is no practicable way to collect the relevant information.
- (4) More detailed information on methods used in compiling data on services can be found in *Balance of Payments and International Investment Position, Australia: Concepts, Sources and Methods* (ABS 1998).

- (5) The value of goods exported shown in this report is the free on board (f.o.b.) transactions value of the goods expressed in Australian dollars. Goods shipped on consignment are initially valued at the f.o.b. Australian port of shipment equivalent of the current price offering for similar goods of Australian origin in the principal markets of the country to which the goods are despatched for sale. Exporters who do not know the value of the goods at shipment, and enter an approximate value, must subsequently submit an entry either confirming or revising the estimated return.
- (6) The value of goods imported shown in this report is the free on board (f.o.b.) transactions value of the goods. Note that the ABS publication *International Merchandise Trade, Australia* (ABS 2002d) uses the Australian Customs Value to measure the value of imports. This is the value at the point of containerisation (in most cases) or the port of shipment, or at the customs frontier of the exporting country, whichever comes first. The two methods of valuation of imports are virtually identical.
- (7) Note that no adjustments for inflation over time have been made to any values of imports and exports. Consequently, an increase in the value from one year to the next will at least partially be the result of higher prices rather than a result of larger quantities alone.
- (8) The term 'cultural and recreational services' used in this report includes audiovisual and related services, music royalties, other cultural and recreational services as well as health and medical services. Audiovisual and related services include: services related to the production of motion pictures, radio and television programs; fees to actors, producers, directors, etc; distribution and licence fees for films, television programs, videos, and multimedia; and performance, presentation and promotion services relating to performing arts and other live entertainment events. Music royalties include services related to musical recordings and licence fees for music sold to the media for limited showings in specified areas. Other cultural and recreational services covers: cultural services such as those associated with museums, libraries and archives; services associated with sporting and recreational activities; and personal services such as services rendered abroad by doctors, and services of a veterinary, social and welfare nature (but excluding education services such as fees for the provision of correspondence courses and services rendered abroad by teachers).
- (9) The developed countries were defined to comprise Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Greece, Iceland, Ireland, Israel, Italy, Japan, Luxembourg, Netherlands, New Zealand, Norway, Portugal, Spain, Sweden, Switzerland, the United Kingdom and the United States of America.
- (10) In the Australian data presented in this report, cultural intellectual property forms part of cultural and recreational services.

APPENDIX 1

THE AUSTRALIAN CULTURE AND LEISURE CLASSIFICATIONS

The Australian Culture and Leisure Classifications (ACLC) (ABS 2001a) were developed by the Australian Bureau of Statistics as part of its commitment to promote a more unified body of culture and leisure information. They were developed with the aim of improving the coordination and comparability between the various existing data collections. They are intended for use in the collection and dissemination of statistics about culture and leisure by the ABS and the wider research community and are available free of charge on the ABS web site.

The ACLC comprises three separate classifications: the Industry Classification; the Product Classification; and the Occupation Classification. These classifications focus on the economic side of culture and leisure activities—the way culture and leisure activities are linked to the economy through direct expenditure and employment. The Industry Classification defines the business units which either directly produce or provide culture and leisure goods and services for the use of the end consumer, or otherwise enable people to make use of these goods and services. The Product Classification defines culture and leisure goods and services. The Occupation Classification lists occupations which can be considered to be part of the culture and leisure sector. These occupations may be undertaken on a paid or unpaid basis.

INDUSTRY CLASSIFICATION

In this report, the cultural sector is defined as those industries in the 'Heritage' and 'Arts' divisions of the Industry Classification. The ACLC definitions of these industry groups are shown below.

DIVISION 1 – HERITAGE

Division 1 Heritage consists of units mainly engaged in the management of sites and collections which represent the natural or cultural environment of Australia and the rest of the world. The sites and collections have historic, aesthetic, scientific, environmental or social significance. 'Significance' may be of relevance on an international, national or sub-national basis (i.e. State/Territory, or a local region or community). Division 1 also includes the retailing and restoration of antiques and collectables.

11 Museums, Antiques and Collectables

Group 11 Museums, Antiques and Collectables consists of units mainly engaged in the management of collections of heritage objects and artefacts, and the retailing and restoration of antiques and collectables.

Class 111 Art Museums

Class 112 Other Museums

Class 113 Antiques and Collectables Retailing and Restoration

12 Environmental Heritage

Group 12 Environmental Heritage consists of units mainly engaged in the management of sites, areas and collections such as national parks, fauna and flora reserves, zoological parks, aquaria and botanic gardens.

Class 121 Nature Parks and Reserves

Class 122 Zoological Parks and Aquaria

Class 123 Botanic Gardens

13 Libraries and Archives

Group 13 Libraries and Archives consists of units mainly engaged in maintaining collections of information. Collections may consist of books, journals, newspapers, music, documents, etc. which may be stored and accessed in hard copy or by electronic means. Libraries and archives facilitate the use of such collections as are required to meet the information, research, education or recreation needs of their users. These units may also acquire, research, store, preserve and generally make accessible to the public historical documents, photographs, maps, audio material, audiovisual material and other archival material of historical interest.

Class 131 Libraries

Class 132 Archives

DIVISION 2 – ARTS

Division 2 Arts consists of units mainly engaged in the creation, manufacturing and sale of goods and services relating to literature, radio, television, film, digital content, visual arts and crafts, design, music and performing arts.

21 Literature and Print Media

Group 21 Literature and Print Media consists of units mainly engaged in creative writing and the printing, publishing and selling of literature products including books, newspapers, periodicals, etc.

Class 211 Primary Literary Creation

Class 212 Newspaper Publishing and Printing

Class 213 Periodical Publishing

Class 214 Book Publishing

Class 215 Other Printing

Class 216 Literature Wholesaling

Class 217 Literature Retailing

22 Performing Arts

Group 22 Performing Arts consists of units mainly engaged in the production of various arts performances including music, drama, dance and music theatre. Group 22 also includes the operation of performing arts venues.

- Class 221 Music Performance
- Class 222 Drama
- Class 223 Dance
- Class 224 Music Theatre and Opera
- Class 225 Other Performing Arts
- Class 226 Performing Arts Venues

23 Music Composition and Publishing

Group 23 Music Composition and Publishing consists of units mainly engaged in creating or publishing musical compositions, or in releasing recordings of music or other audio material. Group 23 also includes the wholesaling and retailing of recorded music, audio books and other audio products.

- Class 231 Music Composition
- Class 232 Music Publishing
- Class 233 Record Companies and Distributors
- Class 234 Recorded Music Retailing

24 Visual Arts and Crafts

Group 24 Visual Arts and Crafts consists of units mainly engaged in the production and retailing of one-off or limited series visual arts and crafts products in either traditional or contemporary styles. Visual arts and crafts products include paintings, murals, drawings, cartoons, prints, photographic works of art, digital works of art, art installations, sculpture, ceramics, pottery, jewellery, woven or printed textile art, clothing and wearables, carvings, furniture, glass craft, metal craft and leather craft. Commercial photography services are also included in this Group.

- Class 241 Primary Visual Arts and Crafts Creation
- Class 242 Commercial Photography Services
- Class 243 Visual Arts and Crafts Retailing

25 Design

Group 25 Design consists of units mainly engaged in the creative, artistic and aesthetic design of objects, environments and services.

- Class 251 Architecture Services
- Class 252 Advertising Design and Production
- Class 253 Graphic Design
- Class 254 Other Design

26 Broadcasting, Electronic Media and Film

Group 26 Broadcasting, Electronic Media and Film consists of units mainly engaged in creative production for film, television, radio or the Internet. It also includes the transmission or delivery of those products.

- Class 261 Radio Services
- Class 262 Television Services
- Class 263 Film and Video Production
- Class 264 Film and Video Distribution
- Class 265 Motion Picture Exhibition
- Class 266 Video Hire Services
- Class 267 Interactive Content Creation
- Class 268 Electronic Information Services

27 Other Arts

Group 27 Other Arts consists of units mainly engaged in the provision of manufacturing, wholesaling, retailing or support services to the businesses classified to Groups 21 to 26.

- Class 271 Musical Instrument Retailing
- Class 272 Arts Education
- Class 273 Copyright Collection Agencies
- Class 274 Recorded Media Manufacturing
- Class 279 Arts not elsewhere classified

PRODUCT CLASSIFICATION

The groups and classes of the Product Classification of the ACLC that are shown in this publication are defined below.

GROUP 01 HERITAGE SERVICES

Class 0101 Art museum services

Includes:

- display services of collections of artistic works; and
- management and conservation services for the collections.

Excludes:

- other museum services (included in Class 0102);
- services of historical sites and buildings (included in Class 0108);
- art space services (included in Group 02, Services of Artists and Arts Education); and
- sale and display services furnished by commercial art galleries (out of scope of the classification).

Class 0102 Other museum services except for historical sites and buildings

Includes:

- display services of collections of all kinds (e.g. science and technology, history) except for art; and
- management and conservation services for the collections.

Excludes:

- art museum services (included in Class 0101);
- services of historical sites and buildings (included in Class 0108);
- services of botanical gardens (included in Class 0109); and
- services of zoological gardens (included in Class 0110).

Class 0103 Collections and collectors' pieces of zoological, botanical, mineralogical, anatomical, historical, archaeological, palaeontologic, ethnographic, numismatic or philatelic interest

Class 0104 Operation services of preserved railways

Class 0105 Antiques

Class 0106 Appraisal or valuation services of antiques

Class 0107 Restoration services of antiques and collectibles

Class 0108 Preservation services of historical sites and buildings

Includes:

- visiting services for historical sites, monuments and buildings; and
- preservation services for historical sites, monuments and buildings.

Class 0109 Botanical garden services

Includes:

- visiting services of botanical gardens; and
- conservation and maintenance services of botanical gardens.

Excludes:

- nature reserves services (included in Class 0111).

Class 0110 Zoological garden services

Includes:

- visiting services of zoological gardens; and
- conservation and maintenance services of zoological gardens.

Excludes:

- nature reserves services (included in Class 0111).

Class 0111 Nature reserve services including wildlife preservation services

Includes:

- supervision services of national parks and nature reserves; and
- conservation and maintenance services of national parks and nature reserves.

Class 0112 Library services

Includes:

- collection, cataloguing, conservation and retrieval services of books and similar items; and
- lending services of books and audio recordings.

Excludes:

- renting services of video tapes (included in Group 24, Leasing services of culture or leisure goods); and
- renting services of books (included in Group 24, Leasing services of culture or leisure goods).

Class 0113 Archive services

Includes:

- operation (collection, cataloguing, conservation and retrieval) services of public archives; and
- operation services of historical archives.

GROUP 02 SERVICES OF ARTISTS AND ARTS EDUCATION

Class 0201 Services of performing artists

Includes:

- services of actors, readers, singers, musicians, dancers and stunt people.

Class 0202 Costume design services

Class 0203 Set design services

Includes:

- services of stage designers

Class 0204 Services of authors, composers, sculptors and other artists, except performing artists

Includes:

- services of lighting designers; and
- restoration services for works of art.

Class 0205 Art space services

Class 0206 Arts education services

Includes:

- art school services;
- dance school services;
- drama school services; and
- film, television and radio schools services.

Class 0207 Copyright collection agency services

GROUP 03 BOOKS, MAGAZINES, NEWSPAPERS AND OTHER PRINTED MATTER

Class 0301 Printed books

Includes:

- children's picture books; and
- printed books in single sheets.

Excludes:

- dictionaries and encyclopaedias (included in Class 0302).

Class 0302 Dictionaries and encyclopaedias, and serial instalments thereof

Class 0303 Atlases and other books of maps or charts

Class 0304 Brochures, leaflets and similar printed matter; and children's drawing and colouring books

Includes:

- comics and similar publications where the content is expressed mainly by illustrations; and
- brochures, leaflets and similar printed matter; and children's drawing and colouring books; in single sheets.

Excludes:

- advertising material (included in Class 0307).

Class 0305 Music, printed or in manuscript

Includes:

- music in sheet or folio form.

Class 0306 Newspapers, journals and periodicals

Class 0307 Trade advertising material, commercial catalogues and similar items

Class 0308 Architectural plans and drawings

GROUP 05 AUDIO AND VIDEO MEDIA

Class 0501 Magnetic tapes and other prepared unrecorded media for sound or video recording

Includes:

- unrecorded media for audio recording; and
- unrecorded media for video recording.

Excludes:

- unexposed cinematographic film (out of scope of the classification); and
- cards with magnetic stripe (out of scope of the classification).

Class 0502 Recorded media for sound

Includes:

- CDs, audio cassettes and vinyl records.

Class 0503 Recorded media for vision

Includes:

- video cassettes and digital video discs.

Excludes:

- exposed and developed cinematographic film (included in Class 0903); and
- cards with magnetic stripe (out of scope of the classification).

GROUP 06 RADIO AND TELEVISION RECEIVERS AND APPARATUS FOR SOUND OR VIDEO RECORDING OR REPRODUCTION

Class 0601 Radio broadcast receivers

Includes:

- radio broadcast receivers also capable of receiving radio-telephony or radio-telegraphy;
- radio broadcast receivers combined with sound recording or reproducing apparatus; and
- radio broadcast receivers combined with a clock.

Class 0602 Television receivers

Includes:

- television receivers combined with radio broadcast receivers;
- television receivers combined with sound or video recording or reproducing apparatus; and
- video projectors.

Class 0603 Compact disc players not incorporating a sound recording device

Class 0604 Other sound reproducing apparatus not incorporating a sound recording device

Excludes:

- compact disc players (included in Class 0603); and
- transcribing machines (out of scope of the classification).

Class 0605 Sound recording apparatus, whether or not incorporating a sound reproducing device

Excludes:

- sound recording equipment for professional use (out of scope of the classification); and
- telephone answering machines and dictating machines not capable of operating without an external source of power (out of scope of the classification).

Class 0606 Video recording or reproducing equipment

Excludes:

- camcorders and still image video cameras (included in Class 0607); and
- video recording equipment for professional use (out of scope of the classification).

Class 0607 Camcorders and still image video cameras

Excludes:

- camcorders for professional use (out of scope of the classification).

Class 0608 Microphones and associated stands; loudspeakers; headphones, earphones and combined microphone/speaker sets; audio-frequency electric amplifiers; and electric sound amplifier sets

Class 0609 Aerials for television and radio receivers

GROUP 09 EXPOSED PHOTOGRAPHIC AND CINEMATOGRAPHIC MEDIA, AND ARTISTIC WORKS

Class 0901 Photographic plates, film, paper, paperboard and textiles, exposed but not developed

Class 0902 Photographic plates and film, exposed and developed, other than cinematographic film

Class 0903 Cinematographic film, exposed and developed, whether or not incorporating sound track or consisting only of sound track

Class 0904 Printed photographs

Class 0905 Paintings, drawings and pastels executed entirely by hand (excluding hand-painted or hand-decorated manufactured articles)

Includes:

- works executed by disabled artists using mouth or foot in place of hand.

Class 0906 Collages and similar decorative plaques

Class 0907 Original engravings, prints and lithographs

Class 0908 Original sculptures and statuary, in any material

Class 0909 Copyrights in original literary and artistic works

GROUP 11 MUSICAL INSTRUMENTS AND OTHER PERFORMING ARTS EQUIPMENT

Class 1101 Pianos and other keyboard stringed musical instruments

Class 1102 Other stringed musical instruments

Excludes:

- keyboard stringed musical instruments (included in Class 1101).

Class 1103 Wind musical instruments

Includes:

- pipe organs, accordions and brass-wind instruments.

Class 1104 Musical instruments, the sound of which is produced, or must be amplified, electrically

Class 1105 Other musical instruments

Includes:

- percussion instruments, musical boxes and fairground organs.

Excludes:

- decoy calls; and whistles, call horns and other mouth-blown sound signalling instruments (out of scope of the classification); and
- metronomes, tuning forks and pitch pipes (out of scope of the classification).

Class 1106 Specialist performing arts footwear

Includes:

- ballet shoes and tap dancing shoes.

Class 1107 Costumes for theatre or movie productions

Data on goods that Australia trades internationally are classified by exporters and importers according to the *Harmonized Commodity Description and Coding System (HS)* (World Customs Organisation 1996). This classification has been expanded to record more detail for Australia (ABS 2001c, 2002a). However, while this classification is very detailed, it does not specifically identify cultural goods. On the other hand, the *Australian Culture and Leisure Classifications (ACLC)* (ABS 2001a) provide details of cultural goods. By using the HS in conjunction with the ACLC, it is possible to determine which goods traded internationally are of a cultural nature.

The ACLC comprises three separate classifications, covering industries, products and occupations (see Appendix 1). This publication uses two of these classifications—Industries and Products—to determine what goods are cultural in nature. As highlighted below, the Product Classification could not be used on its own to identify ‘cultural’ goods since the classification includes not only cultural goods, but also leisure goods and no distinction is made between them. Thus both the Industry and Product Classifications were used to identify which goods in the Product Classification are cultural in nature as follows:

Goods listed in the HS were classified as cultural if they were included in the Product Classification of the ACLC and:

- (1) they were the primary product of a cultural *industry* (i.e. listed in the Heritage or Arts Divisions of the Industry Classification); or
- (2) they directly supplied a *consumer* with a cultural opportunity.

Those goods that are an input to a cultural *industry* but are not a cultural good in their own right were not classified as being cultural. As well, those goods that can provide a consumer with a cultural opportunity, but for which the main intended use is not culture-related were not classified as being cultural.

Some examples of goods (all of which are included in the Product Classification of the ACLC) may help to clarify these rules.

Printed books are classified as a cultural product because they are the primary product of a cultural industry (ACLC industry class 215, Other printing).

Television sets are classified as cultural products because they directly supply a consumer with a cultural opportunity, i.e. the ability to view the output of the television services industry (ACLC industry class 262). Note that television sets are not the primary product of a cultural industry.

Cinematographic cameras are not considered to be a cultural product because they are an input to a cultural industry (i.e. they are a manufactured product which has no cultural content).

Pre-recorded videotapes are classified as a cultural product even though they are an input to a cultural industry (ACLIC industry class 266, Video hire services). This is because their artistic content provides the consumer with a cultural opportunity (the ability to view the output of the film and video production industry—ACLIC industry class 263).

Musical instruments are classified as a cultural product on the basis of their predominant use. While they are used by professional musicians, which is an input to a cultural industry, they are mainly used by people playing music as a hobby and therefore providing people with a cultural opportunity.

While unexposed photographic film is used by people undertaking photography as a hobby to create visual arts (therefore providing *consumers* with a cultural opportunity), it is not classified as a cultural product. This is because it is predominantly used by people to record holidays, family get-togethers and other memorable occasions; such events tend to be leisure-orientated rather than culture-orientated.

A similar situation applies to photographic equipment such as cameras—as they are predominantly used by consumers to record leisure activities, they have not been included as cultural products.

UNESCO defines ten categories in its Framework for Cultural Statistics (FCS). These are:

- Cultural heritage
- Printed matter and literature
- Music
- Performing arts
- Visual arts
- Cinema and photography
- Radio and television
- Socio-cultural activities
- Sports and games
- Nature and the environment.

The UNESCO Institute for Statistics study *International flows of selected cultural goods* (UNESCO 2000) analysed the international trade in goods for six of these categories—Printed matter and literature, Music, Visual arts, Cinema and photography, Radio and television, and Sports and games. The remaining four categories had either small or not quantifiable trade in physical goods.

The goods included in the six categories reported in the UNESCO study are listed below.

PRINTED MATTER AND LITERATURE

Books—includes children’s picture books, other printed books, maps, charts, globes, books and leaflets in single sheets, dictionaries, encyclopaedia and brochures.

Newspapers—includes newspapers and periodicals.

Other printed matter—includes decalcomania, picture postcards, greeting cards, labels, plans, unissued banknotes, calendars, manuscript music, trade advertising material, catalogues, photographs and other printed matter.

MUSIC

Sound players and recorders—includes record players, turntables, dictating machines, sound recorders, transcribing machines, and other sound reproducing and recording apparatus.

Sound recordings and media—includes blank magnetic tapes, unrecorded magnetic discs, recorded magnetic tape, gramophone records, and other recorded media.

Musical instruments—includes pianos, guitars, violins, other stringed musical instruments, pipe and reed organs, accordions, percussion musical instruments, other musical instruments, and parts and accessories.

VISUAL ARTS

Paintings—includes hand paintings, drawings, pastels, collages and decorative plaques.

Prints—includes original engravings, prints and lithographs.

Statuary—includes original sculptures and statuary.

Antiques etc.—includes stamps for philately, coins, nature collections, antiques and jewellery.

CINEMA AND PHOTOGRAPHY

Photographic cameras—includes still cameras, photographic flashlights and parts.

Cinematographic cameras and projectors—includes cinematographic cameras, cinematographic projectors, other projectors, photographic enlargers and photographic laboratory equipment.

Photographic and cinematographic supplies—includes photographic chemicals, unexposed photographic film, photographic paper, developed photographic film and developed cinematographic film.

TELEVISION AND RADIO

Television—includes colour and monochrome television receivers.

Radio—includes motor vehicle radio receivers, portable radio receivers and other radio receivers.

GAMES AND SPORT

Games—includes wheeled toys, dolls, toy musical instruments, puzzles, other toys, indoor game equipment, Christmas decorations and TV video games.

Sporting goods—includes fishing and hunting equipment, water sport equipment, golf equipment, tennis racquets, sports gloves, gymnasium equipment and other sports goods.

APPENDIX 4

CANADIAN DEFINITION OF CULTURAL TRADE

Statistics Canada measures Canada's international culture trade position using an accounting system that consists of three components: culture commodities, culture services and intellectual property (Statistics Canada 2000).

CULTURE COMMODITIES

Culture commodities (or goods) are defined as the main physical outputs of the industries and activities listed below. Exports and imports of this type must physically cross borders.

- Books and printing services
- Newspapers and periodicals
- Other written material
- Music and other recordings
- Printed music
- Visual arts
- Architectural plans
- Other pictorial material
- Advertising material
- Exposed film.

CULTURE SERVICES

Culture services relate to the imports and exports of services and are measured by monetary transfers. Included are:

- Guest artist fees
- Book sales from abroad
- Film and video production and post-production and laboratory services
- Editorial services
- Platemaking, typesetting and binding
- Design/layout/illustration services
- Library services
- Art and photograph restoration services
- Architectural services
- Photograph developing and other lab services
- Advertising services
- Arts and cultural educational services

CULTURE SERVICES *continued*

- Talent agent, promoters, booking agent services
- Scenery/set design, prop warehouse services
- Copyright collective services
- Professional culture association services
- Culture spending by tourists.

CULTURAL INTELLECTUAL PROPERTY

In the Canadian measure of cultural trade, intellectual property products are shown as a separate category. These are intangible products to which ownership rights apply, and payments are made for the use or redistribution of the products. Cultural intellectual property is defined through monetary transactions related to royalties, licensing fees and subsidiary rights derived from the sale of cultural goods.

GLOSSARY

Audiovisual and related services	Includes: (1) services related to the production of motion pictures, radio and television programs and musical recordings; (2) fees to actors, producers, directors, etc.; (3) distribution and licence fees for films, television programs, videos and multimedia; and (4) performance, presentation and promotion services relating to performing arts and other live entertainment events.
Cultural goods	Based on the Harmonized Commodity Description and Coding System (HS) and the Australian Culture and Leisure Classifications (ACLIC). Goods listed in the HS were classified as cultural if they were included in the Product Classification of the ACLIC and: (1) they were the primary product of a cultural industry; or (2) they directly supplied a consumer with a cultural opportunity. Those goods that were an input to a cultural industry but not a cultural good in their own right were not classified as being cultural. Similarly, those goods that can provide a consumer with a cultural opportunity, but for which the main intended use is not culture-related were not classified as being cultural.
Cultural industries	Based on the Industry Classification of the ACLIC. For the purposes of this publication, it comprises those industries listed in the Heritage or Arts Divisions of the ACLIC.
Cultural and recreational services	Includes music royalties and audiovisual and related services, as well as services such as those associated with museums, libraries, archives, sport and recreational activities.
Free on board (f.o.b.)	Includes the value of the goods, the value of outside packaging (other than international containers used for containerised cargo), and related distributive services used, up to and including loading the goods onto the carrier at the customs frontier of the exporting country.
Harmonized Commodity Description and Coding System (HS)	An international commodity classification developed under the auspices of the World Customs Organization. It is based on a fundamental principle that goods are classified by what they are and not according to their stage of fabrication, use, or any other such criteria.
Royalties and licence fees	Covers payments for the use of intangible assets and proprietary rights, and the use, through licensing agreements, of produced originals such as manuscripts or films.

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