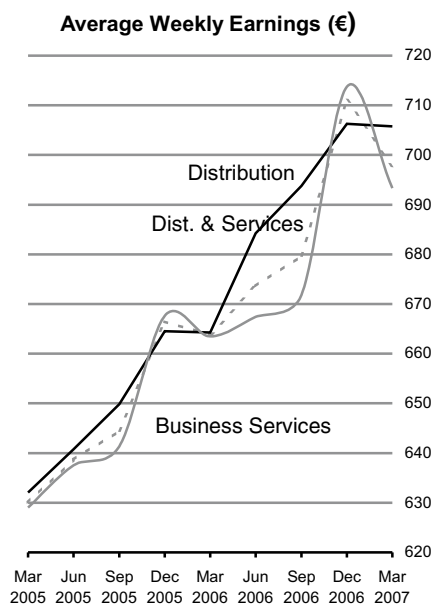


Earnings in Distribution and Business Services

December 2006 Final Figures
March 2007 First Estimates



Average Full-Time Weekly Earnings

	Mar 2006	Mar 2007	Annual Change
	€	€	%
Distribution & Business Services	664.35	697.79	+ 5.0
Distribution	665.60	705.77	+ 6.0
Business Services	663.61	693.30	+ 4.5

Average weekly earnings up by 5 % in March 2007

The average weekly earnings of full-time employees in distribution and business services were €697.79 in March 2007, compared with €664.35 in March 2006. This was an increase of 5 % in the year. The figures refer to employees in enterprises with five or more persons engaged. *See Table 1 & graph.*

Average weekly earnings in the distribution sector were €705.77 in March 2007, compared with a March 2006 level of €665.60, an increase of 6 % in the year. *See Table 1.*

In the business services sector, average weekly earnings were €693.30 in March 2007, compared with a March 2006 level of €663.61, an increase of 4.5 % 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 €888.40 in March 2007.
- ◆ The lowest average weekly earnings were in the Accommodation and Catering sub-sector, at €432.37 in March 2007.

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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	2004	2005				2006					2007	
		Year	March	June	Sept	Dec	Year	March	June	Sept	Dec	Year	March *
		€	€	€	€	€	€	€	€	€	€	€	€
	Distribution & Business Services:	619.41	630.08	638.69	644.48	665.56	644.70	664.35	673.61	679.73	710.44	682.03	697.79
	Distribution:	620.12	632.03	640.77	649.82	668.96	647.90	665.60	684.27	693.75	705.85	687.37	705.77
50	Motor Trade	541.04	569.46	571.97	567.31	579.98	572.18	577.31	596.12	600.04	632.68	601.54	628.55
51	Wholesale Trade	626.38	651.85	658.82	665.42	685.84	665.48	683.27	699.35	706.27	724.16	703.26	716.79
52	Retail Trade	639.01	639.50	651.29	665.34	685.59	660.43	683.03	702.91	716.36	717.90	705.05	722.22
	Business Services:	619.01	628.99	637.55	641.34	663.55	642.86	663.61	667.43	671.80	713.13	678.99	693.30
55	Accommodation & Catering	395.77	404.54	412.65	424.52	432.98	418.67	426.27	427.99	433.11	437.25	431.16	432.37
60	Land Transport	624.16	638.57	651.06	650.90	665.63	651.54	664.80	673.46	674.71	709.72	680.67	704.05
61-63	Other Transport Activity	701.44	745.36	731.73	727.40	741.99	736.62	748.20	758.46	760.85	C **	C **	811.78
64	Post & Telecommunications	781.50	770.92	782.58	782.32	863.69	799.88	811.59	852.13	860.64	C **	C **	888.40
70-71	Real Estate,Renting of Machinery	709.98	741.27	752.30	773.87	780.32	761.94	808.52	806.60	843.40	863.02	830.39	834.51
72-73	Computing Activity, R & D	676.92	704.86	704.12	709.59	713.77	708.09	720.50	703.22	720.64	738.53	720.72	770.11
74	Other Business Activity	656.89	660.40	666.94	675.06	689.48	672.97	699.73	692.40	700.36	726.01	704.63	715.24

* First Estimates

** Suppressed for reasons of statistical confidentiality

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

	Distribution & Business Services	Distribution	Business Services
	€	€	€
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
2004 Year	619.41	620.12	619.01
2005 Year	644.70	647.90	642.86
2006 Year	682.03	687.37	678.99
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	606.86	605.80	607.43
2004 1st quarter	611.04	612.76	610.07
2nd quarter	617.76	617.80	617.73
3rd quarter	617.68	621.12	615.76
4th quarter	631.16	628.81	632.49
2005 1st quarter	630.08	632.03	628.99
2nd quarter	638.69	640.77	637.55
3rd quarter	644.48	649.82	641.34
4th quarter	665.56	668.96	663.55
2006 1st quarter	664.35	665.60	663.61
2nd quarter	673.61	684.27	667.43
3rd quarter	679.73	693.75	671.80
4th quarter	710.44	705.85	713.13
2007 1st quarter*	697.79	705.77	693.30

* First Estimates

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) Orders, 2006, 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. The target sample size is approximately 25% of the total number of enterprises with 5 or more persons engaged.

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 2005.

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.

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 2006	Q1 2007	Q1 2006	Q1 2007	Q1 2006	Q1 2007
Distribution & Business Services:		702,100	717,900	444,500	452,100	350,300	355,700
Distribution:		286,100	291,300	172,300	171,600	129,000	128,200
50	Motor Trade	43,800	43,300	29,900	28,600	21,400	20,400
51	Wholesale Trade	59,500	57,700	45,700	43,000	38,300	36,000
52	Retail Trade	182,800	190,300	96,700	100,000	69,400	71,800
Business Services:		416,000	426,600	272,200	280,500	221,300	227,500
55	Accommodation & Catering	113,100	120,100	61,600	68,300	47,100	52,200
60	Land Transport	52,700	51,800	28,400	27,000	22,800	21,700
61-63	Other Transport Activity	30,700	32,800	25,800	27,600	24,000	25,600
64	Post & Telecommunications	37,100	38,800	30,700	32,200	29,500	30,900
70-71	Real Estate, Renting of Machinery	17,500	19,900	10,900	12,600	6,100	7,000
72-73	Computing Activity, R & D	38,800	35,600	32,600	29,300	28,000	25,200
74	Other Business Activity	126,100	127,600	82,200	83,500	63,900	64,900

¹ QNHS employment estimates for period November - January

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	2005				2006				2007
		Mar.	Jun.	Sept.	Dec.	Mar.	Jun.	Sept.	Dec.	Mar.*
	Distribution & Business Services:	137,853	159,367	155,712	165,949	162,404	165,869	167,222	170,868	150,097
	Distribution:	40,667	51,445	49,277	51,467	53,526	57,105	53,998	55,598	51,276
50	Motor Trade	3,758	4,382	5,199	5,206	5,267	5,527	5,287	4,795	4,265
51	Wholesale Trade	14,914	21,158	22,001	22,512	22,334	24,936	23,440	23,851	22,042
52	Retail Trade	21,995	25,905	22,077	23,749	25,925	26,642	25,271	26,952	24,969
	Business Services:	97,186	107,922	106,435	114,482	108,878	108,764	113,224	115,270	98,821
55	Accommodation & Catering	11,621	18,290	19,760	19,396	17,724	17,840	18,666	17,764	16,019
60	Land Transport	13,389	13,581	13,870	13,918	13,606	13,509	13,517	13,301	12,745
61-63	Other Transport activity	14,161	12,169	11,964	13,918	10,190	12,882	12,867	12,987	12,899
64	Post & Telecommunications	22,604	20,498	19,695	20,418	20,379	20,405	19,491	19,616	19,516
70-71	Real Estate, Renting of Machinery	3,016	4,056	4,417	4,281	3,823	3,833	4,378	3,421	2,544
72-73	Computing activity, R & D	8,572	9,959	9,622	11,063	10,235	10,448	11,628	12,146	8,662
74	Other Business activity	23,823	29,369	27,107	31,488	32,921	29,847	32,677	36,035	26,436

* First Estimates

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

NACE Code	Sector	2005				2006				2007
		Mar.	Jun.	Sept.	Dec.	Mar.	Jun.	Sept.	Dec.	Mar.*
	Distribution & Business Services:	2,348	2,831	2,592	2,879	2,754	2,554	2,670	2,687	2,379
	Distribution:	1,068	1,218	1,148	1,234	1,210	1,101	1,140	1,201	1,067
50	Motor Trade	195	219	212	244	242	215	204	196	173
51	Wholesale Trade	382	382	375	398	396	354	363	390	365
52	Retail Trade	491	617	561	592	572	532	573	615	529
	Business Services:	1,280	1,613	1,444	1,645	1,544	1,453	1,530	1,486	1,312
55	Accommodation & Catering	381	511	490	545	490	460	504	465	398
60	Land Transport	81	80	87	96	93	87	86	78	77
61-63	Other Transport activity	74	87	88	93	93	83	86	92	85
64	Post & Telecommunications	36	37	34	41	38	31	29	38	35
70-71	Real Estate, Renting of Machinery	87	109	100	99	96	91	99	99	87
72-73	Computing activity, R & D	123	144	126	157	163	151	153	168	135
74	Other Business activity	498	645	519	614	571	550	573	546	495

* First Estimates