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## INSTALMENT CREDIT FOR RETAIL SALES, AUSTRALIA JULY 1979

### INQUIRIES

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### MAIN FEATURES

- The total amount financed for retail sales in July 1979 was \$143.2 million, an increase of \$5.2 million on June 1979.
- The total number of motor cars and station wagons financed by finance companies in July 1979 was 23,768, an increase of 476 on the June 1979 figures.

### EXPLANATORY NOTES

#### Introduction

This publication presents statistics of instalment credit schemes provided by businesses (other than banks, credit unions and insurance companies) to finance the retail sale of consumer commodities.

- These credit schemes are those in which repayment is made by regular predetermined instalments e.g. hire purchase, time payment, budget accounts and personal loans made primarily to finance the retail sale of consumer commodities.
- Lay-bys and credit schemes which do not involve repayment by regular predetermined instalments, are outside the scope of these statistics. Also excluded are credit transactions to finance the sale of *producer* type goods (e.g. plant, machinery and commercial motor vehicles), land, buildings, property improvements, travel, services, and rental or leasing of consumer commodities.

#### Classification of the statistics

- Two major classifications of these statistics are utilised: type of business and type of credit. A further classification by commodity group is provided for the item *amount financed*.

#### Type of business

- Businesses have been classified into: finance companies and other businesses. These classifications have been determined in the following way:

- Finance companies.* The businesses included in this category are defined in the same way as in the monthly publication *Finance Companies, Australia, July 1979* (5614.0), that is, a

finance company is an incorporated company mainly engaged in providing to the general public (businesses as well as persons in their private capacity) credit facilities of the following types:

instalment credit for retail sales;  
personal loans;  
wholesale finance;  
factoring;  
other consumer and commercial loans;  
financial leasing of business plant and equipment;  
bill of exchange transactions.

The statistics for this category relate only to finance companies which individually or as a group of related finance companies have balances outstanding on all types of finance agreements of \$5 million or more on an Australia-wide basis.

- Other businesses.* Most businesses included in this category are operating retail establishments which come within the scope of the Censuses of Retail Establishments and which provide instalment credit for retail sales of consumer commodities. The remaining businesses comprise unincorporated finance businesses, and businesses other than wholesalers and manufacturers, whose financing activities would generally be regarded as ancillary to some other function, such as gas or electricity distribution. The statistics for this category relate only to businesses which, individually or as a group of related businesses, have balances outstanding on an Australia-wide basis of \$500,000 or more on instalment credit for retail sales agreements.

#### Type of credit

- Statistics in this publication have been classified into two types of credit: hire purchase, and other instalment credit. *Hire purchase* is as defined in State or Territory legislation. *Other instalment credit* comprises all other forms of financing of consumer commodities.

#### Commodity group classification - amount financed

- Amount financed* is classified according to the following commodity groups:

- (a) *Motor Vehicles etc.* which is further subdivided into:

- (i) New motor cars and station wagons
- (ii) Used motor cars and station wagons
- (iii) Other *including* new and used motor cycles, boats, caravans, trailers and motor parts and accessories but *excluding* panel vans, utilities, trucks, tractors and other vehicles which would normally be used for commercial purposes.

- (b) *Household and personal goods* which includes furniture, furnishings and floor coverings, domestic refrigerators, electrical household appliances, radio and television receivers, musical instruments, bicycles, motor mowers, clothing etc.

#### Treatment of interest, hiring charges, insurance etc.

8. Throughout this publication figures for *amount financed* exclude interest, hiring charges, insurance etc. Figures for *balances outstanding* and *collections and other liquidations of balances* include these charges. For these reasons the movements in balances from month to month are not readily derived.

#### Presentation

9. This publication incorporates revisions made to previous statistics in this series.

#### Series breaks

10. Statistics of finance companies for July 1978

and later months are not strictly comparable with those for earlier periods because the size criterion used to select finance companies for inclusion in the monthly collection (see paragraph 5) was increased from \$500,000 to \$5 million as from July 1978.

11. The change referred to above was effected from the October 1978 edition of this publication which contains full details of the change and a guide to its impact.

#### Related publications

12. Users may wish to refer to the following publication which is available on request:

*Finance Companies, Australia* (\$614.0)

13. All publications produced by the ABS are listed in *Catalogue of Publications* (1101.0) which is available free of charge from any ABS office.

#### Symbols and other usages

- nil or less than half the final digit shown.
- ... not applicable
- break in continuity of series (where drawn across a column between two consecutive figures).

14. Where figures have been rounded, discrepancies may occur between sums of the component items and totals.

R.J. CAMERON  
Australian Statistician

TABLE 1. INSTALMENT CREDIT FOR RETAIL SALES - SUMMARY  
(\$ million)

|                    | Amount financed during period (a) |                     |                   | Collections and other liquidations<br>of balances during period (b) |                     |                   | Balances outstanding<br>at end of period (b) |                     |                   |
|--------------------|-----------------------------------|---------------------|-------------------|---------------------------------------------------------------------|---------------------|-------------------|----------------------------------------------|---------------------|-------------------|
|                    | Finance<br>companies              | Other<br>businesses | All<br>businesses | Finance<br>companies                                                | Other<br>businesses | All<br>businesses | Finance<br>companies                         | Other<br>businesses | All<br>businesses |
| Year -             |                                   |                     |                   |                                                                     |                     |                   |                                              |                     |                   |
| 1976-77            | 1,530.3                           | 258.7               | 1,789.0           | 1,825.5                                                             | 293.5               | 2,119.0           | 2,601.1                                      | 161.8               | 2,762.9           |
| 1977-78 (c)        | 1,516.9                           | 231.0               | 1,747.8           | 1,990.8                                                             | 263.4               | 2,254.2           | 2,804.0                                      | 150.4               | 2,954.4           |
| 1978-79            | 1,546.3                           | 201.3               | 1,747.7           | 2,146.7                                                             | 232.7               | 2,379.4           | 2,898.2                                      | 135.8               | 3,033.9           |
| 1978               |                                   |                     |                   |                                                                     |                     |                   |                                              |                     |                   |
| June (c)           | 128.8                             | 16.8                | 145.5             | 172.4                                                               | 22.4                | 194.7             | 2,804.0                                      | 150.4               | 2,954.4           |
| July               | 124.0                             | 18.4                | 142.4             | 176.3                                                               | 21.8                | 198.1             | 2,792.0                                      | 151.2               | 2,943.2           |
| August             | 134.8                             | 17.7                | 152.5             | 182.6                                                               | 20.5                | 203.1             | 2,806.7                                      | 148.9               | 2,955.6           |
| September          | 126.0                             | 15.7                | 141.7             | 168.6                                                               | 19.5                | 188.1             | 2,820.4                                      | 146.3               | 2,966.8           |
| October            | 136.4                             | 16.1                | 152.5             | 177.9                                                               | 20.0                | 197.8             | 2,838.5                                      | 144.0               | 2,982.6           |
| November           | 136.4                             | 17.8                | 154.2             | 180.1                                                               | 19.1                | 199.2             | 2,855.7                                      | 144.4               | 3,000.1           |
| December           | 126.6                             | 20.9                | 147.4             | 161.2                                                               | 18.1                | 179.3             | 2,877.8                                      | 148.9               | 3,026.7           |
| 1979               |                                   |                     |                   |                                                                     |                     |                   |                                              |                     |                   |
| January            | 126.3                             | 12.9                | 139.1             | 177.0                                                               | 18.9                | 195.9             | 2,882.4                                      | 144.5               | 3,026.8           |
| February           | 118.7                             | 15.9                | 134.6             | 182.8                                                               | 18.4                | 201.2             | 2,877.5                                      | 143.4               | 3,020.9           |
| March              | 132.4                             | 16.1                | 148.5             | 194.0                                                               | 19.5                | 213.5             | 2,875.3                                      | 141.5               | 3,016.9           |
| April              | 120.2                             | 16.2                | 136.4             | 172.4                                                               | 18.1                | 190.5             | 2,876.1                                      | 139.8               | 3,015.9           |
| May                | 141.8                             | 18.5                | 160.2             | 198.5                                                               | 20.8                | 219.3             | 2,890.3                                      | 138.9               | 3,029.3           |
| June               | 122.8                             | 15.3                | 138.0             | 175.2                                                               | 18.1                | 193.3             | 2,898.2                                      | 135.8               | 3,033.9           |
| July               | 126.4                             | 16.8                | 143.2             | 183.6                                                               | 18.2                | 201.8             | 2,909.6                                      | 130.3               | 3,039.9           |
| STATES - JUNE 1979 |                                   |                     |                   |                                                                     |                     |                   |                                              |                     |                   |
| N.S.W.             | 47.2                              | 3.8                 | 51.0              | 62.1                                                                | 4.6                 | 66.8              | 1,062.6                                      | 40.7                | 1,103.3           |
| Vic.               | 26.9                              | 5.7                 | 32.7              | 39.9                                                                | 6.2                 | 46.1              | 609.2                                        | 43.5                | 652.7             |
| Qld                | 18.9                              | 1.6                 | 20.5              | 27.3                                                                | 1.9                 | 29.2              | 493.3                                        | 11.8                | 505.1             |
| S.A.               | 9.7                               | 2.7                 | 12.4              | (d)16.5                                                             | (d)3.2              | (d)19.8           | (d)253.8                                     | (d)26.2             | (d)280.0          |
| W.A.               | 12.4                              | 1.4                 | 13.8              | 18.8                                                                | 1.9                 | 20.7              | 316.8                                        | 11.9                | 328.8             |
| Tas.               | 4.0                               | 0.1                 | 4.1               | 6.5                                                                 | 0.1                 | 6.7               | 95.7                                         | 1.5                 | 97.2              |
| N.T.               | 1.0                               | -                   | 1.0               | (e)                                                                 | (e)                 | (e)               | (e)                                          | (e)                 | (e)               |
| A.C.T.             | 2.7                               | -                   | 2.7               | 4.0                                                                 | -                   | 4.0               | 66.7                                         | 0.1                 | 66.8              |
| STATES - JULY 1979 |                                   |                     |                   |                                                                     |                     |                   |                                              |                     |                   |
| N.S.W.             | 48.8                              | 4.8                 | 53.6              | 64.3                                                                | 4.4                 | 68.7              | 1,070.5                                      | 41.3                | 1,111.8           |
| Vic.               | 27.1                              | 6.4                 | 33.5              | 41.5                                                                | 7.2                 | 48.6              | 606.6                                        | 43.1                | 649.8             |
| Qld                | 19.7                              | 2.0                 | 21.7              | 29.5                                                                | 2.1                 | 31.6              | 492.9                                        | 11.8                | 504.7             |
| S.A.               | 10.2                              | 2.5                 | 12.7              | 17.5                                                                | 3.2                 | 20.7              | 252.7                                        | 25.8                | 278.5             |
| W.A.               | 12.6                              | 1.0                 | 13.6              | 19.6                                                                | 1.2                 | 20.8              | 321.8                                        | 6.7                 | 328.5             |
| Tas.               | 4.0                               | 0.1                 | 4.0               | 7.1                                                                 | 0.1                 | 7.2               | 94.7                                         | 1.5                 | 96.1              |
| N.T.               | 0.9                               | -                   | 0.9               | (e)                                                                 | (e)                 | (e)               | (e)                                          | (e)                 | (e)               |
| A.C.T.             | 3.1                               | -                   | 3.1               | 4.2                                                                 | -                   | 4.2               | 70.6                                         | 0.1                 | 70.7              |

(a) Excludes hiring charges, interest and insurance. (b) Includes hiring charges, interest and insurance. (c) For details of series breaks see paragraphs 10 and 11 of Explanatory Notes. (d) Includes Northern Territory. (e) Not available separately; included in South Australia.

TABLE 2. AMOUNT FINANCED (a) - HOUSEHOLD AND PERSONAL GOODS  
(\$ million)

|                    | Finance companies |                         |       | Other businesses |                         |       | All businesses |                         |       |
|--------------------|-------------------|-------------------------|-------|------------------|-------------------------|-------|----------------|-------------------------|-------|
|                    | Hire purchase     | Other instalment credit | Total | Hire purchase    | Other instalment credit | Total | Hire purchase  | Other instalment credit | Total |
| Year -             |                   |                         |       |                  |                         |       |                |                         |       |
| 1976-77            | 104.3             | 232.4                   | 336.6 | 57.7             | 196.7                   | 254.3 | 161.9          | 429.0                   | 591.0 |
| 1977-78 (b)        | 92.8              | 219.8                   | 312.6 | 48.3             | 182.1                   | 230.4 | 141.1          | 401.9                   | 543.0 |
| 1978-79            | 86.6              | 221.3                   | 307.9 | 46.3             | 154.5                   | 200.8 | 132.9          | 375.8                   | 508.7 |
| 1978               |                   |                         |       |                  |                         |       |                |                         |       |
| June (b)           | 8.4               | 18.4                    | 26.8  | 4.0              | 12.8                    | 16.7  | 12.3           | 31.2                    | 43.5  |
| July               | 6.2               | 17.2                    | 23.4  | 4.0              | 14.4                    | 18.4  | 10.2           | 31.5                    | 41.7  |
| August             | 7.8               | 16.5                    | 24.3  | 4.2              | 13.4                    | 17.7  | 12.0           | 29.9                    | 41.9  |
| September          | 6.5               | 16.9                    | 23.4  | 3.3              | 12.3                    | 15.6  | 9.8            | 29.2                    | 39.0  |
| October            | 7.1               | 23.8                    | 31.0  | 3.5              | 12.5                    | 16.0  | 10.6           | 36.3                    | 47.0  |
| November           | 7.0               | 23.1                    | 30.1  | 4.0              | 13.8                    | 17.8  | 11.0           | 36.9                    | 47.9  |
| December           | 7.1               | 24.3                    | 31.4  | 3.7              | 17.1                    | 20.8  | 10.8           | 41.4                    | 52.2  |
| 1979               |                   |                         |       |                  |                         |       |                |                         |       |
| January            | 8.2               | 13.8                    | 22.0  | 3.3              | 9.6                     | 12.8  | 11.5           | 23.4                    | 34.9  |
| February           | 7.2               | 13.8                    | 21.0  | 3.7              | 12.2                    | 15.9  | 10.9           | 26.0                    | 36.9  |
| March              | 7.9               | 16.1                    | 24.0  | 3.9              | 12.2                    | 16.0  | 11.8           | 28.2                    | 40.0  |
| April              | 6.0               | 17.8                    | 23.7  | 3.7              | 12.5                    | 16.2  | 9.6            | 30.2                    | 39.9  |
| May                | 8.4               | 21.0                    | 29.4  | 5.2              | 13.2                    | 18.4  | 13.6           | 34.2                    | 47.9  |
| June               | 7.2               | 17.1                    | 24.3  | 3.8              | 11.4                    | 15.2  | 11.0           | 28.4                    | 39.5  |
| July               | 6.9               | 18.7                    | 25.5  | 4.4              | 12.4                    | 16.8  | 11.2           | 31.1                    | 42.3  |
| STATES - JUNE 1979 |                   |                         |       |                  |                         |       |                |                         |       |
| N.S.W.             | 2.1               | 8.8                     | 10.9  | 0.9              | 2.9                     | 3.8   | 2.9            | 11.7                    | 14.6  |
| Vic.               | 2.5               | 2.4                     | 4.9   | 1.8              | 3.9                     | 5.7   | 4.3            | 6.3                     | 10.7  |
| Qld                | 1.3               | 2.8                     | 4.1   | 0.8              | 0.8                     | 1.6   | 2.1            | 3.6                     | 5.7   |
| S.A.               | ..                | 1.1                     | 1.1   | ..               | 2.7                     | 2.7   | ..             | 3.8                     | 3.8   |
| W.A.               | 0.8               | 1.2                     | 2.0   | 0.3              | 1.0                     | 1.4   | 1.2            | 2.2                     | 3.4   |
| Tas.               | 0.3               | 0.3                     | 0.6   | -                | -                       | 0.1   | 0.3            | 0.4                     | 0.7   |
| N.T.               | -                 | -                       | -     | -                | -                       | -     | -              | -                       | -     |
| A.C.T.             | 0.1               | 0.4                     | 0.5   | -                | -                       | -     | 0.1            | 0.4                     | 0.5   |
| STATES - JULY 1979 |                   |                         |       |                  |                         |       |                |                         |       |
| N.S.W.             | 2.2               | 9.6                     | 11.8  | 0.8              | 3.9                     | 4.8   | 3.0            | 13.6                    | 16.6  |
| Vic.               | 2.4               | 2.4                     | 4.8   | 2.1              | 4.4                     | 6.4   | 4.4            | 6.8                     | 11.2  |
| Qld                | 1.3               | 2.7                     | 4.0   | 1.0              | 0.9                     | 2.0   | 2.3            | 3.6                     | 6.0   |
| S.A.               | ..                | 1.2                     | 1.2   | ..               | 2.4                     | 2.4   | ..             | 3.6                     | 3.6   |
| W.A.               | 0.6               | 2.0                     | 2.6   | 0.4              | 0.7                     | 1.0   | 1.0            | 2.7                     | 3.7   |
| Tas.               | 0.3               | 0.3                     | 0.6   | -                | 0.1                     | 0.1   | 0.3            | 0.3                     | 0.6   |
| N.T.               | -                 | -                       | -     | -                | -                       | -     | -              | -                       | -     |
| A.C.T.             | 0.1               | 0.5                     | 0.6   | -                | -                       | -     | 0.1            | 0.5                     | 0.6   |

(a) Excludes hiring charges, interest and insurance. (b) For details of series breaks see paragraphs 10 and 11 of Explanatory Notes.

TABLE 3. AMOUNT FINANCED (a) - MOTOR VEHICLES, ETC.  
(\$ million)

|                    | Hire purchase           |       |           |       | Other instalment credit |       |           |       | Total hire purchase and other instalment credit |                  |         |
|--------------------|-------------------------|-------|-----------|-------|-------------------------|-------|-----------|-------|-------------------------------------------------|------------------|---------|
|                    | Cars and station wagons |       | Other (b) | Total | Cars and station wagons |       | Other (b) | Total | Finance companies                               | Other businesses | Total   |
|                    | New                     | Used  |           |       | New                     | Used  |           |       |                                                 |                  |         |
| Year -             |                         |       |           |       |                         |       |           |       |                                                 |                  |         |
| 1976-77            | 304.1                   | 424.3 | 136.8     | 865.1 | 116.5                   | 167.3 | 49.2      | 332.9 | 1,193.7                                         | 4.3              | 1,198.1 |
| 1977-78 (c)        | 306.5                   | 481.1 | 124.4     | 912.0 | 93.4                    | 159.0 | 40.4      | 292.8 | 1,204.2                                         | 0.6              | 1,204.8 |
| 1978-79            | 303.4                   | 534.0 | 124.8     | 962.3 | 86.2                    | 150.3 | 40.2      | 276.7 | 1,238.5                                         | 0.5              | 1,239.0 |
| 1978               |                         |       |           |       |                         |       |           |       |                                                 |                  |         |
| June (c)           | 25.8                    | 43.6  | 8.9       | 78.3  | 6.7                     | 13.9  | 3.2       | 23.8  | 102.0                                           | -                | 102.0   |
| July               | 25.3                    | 42.9  | 9.0       | 77.1  | 6.8                     | 13.5  | 3.3       | 23.6  | 100.7                                           | -                | 100.7   |
| August             | 26.9                    | 47.9  | 9.5       | 84.3  | 8.8                     | 13.9  | 3.6       | 26.3  | 110.5                                           | -                | 110.6   |
| September          | 26.7                    | 42.3  | 9.5       | 78.4  | 8.5                     | 12.5  | 3.3       | 24.2  | 102.6                                           | -                | 102.7   |
| October            | 25.6                    | 45.3  | 11.4      | 82.3  | 7.2                     | 12.0  | 3.8       | 23.1  | 105.4                                           | -                | 105.5   |
| November           | 25.9                    | 45.3  | 11.8      | 83.0  | 7.0                     | 12.1  | 4.2       | 23.3  | 106.3                                           | -                | 106.3   |
| December           | 22.3                    | 40.4  | 11.5      | 74.2  | 6.7                     | 10.8  | 3.6       | 21.1  | 95.2                                            | -                | 95.3    |
| 1979               |                         |       |           |       |                         |       |           |       |                                                 |                  |         |
| January            | 24.5                    | 45.9  | 10.9      | 81.3  | 7.1                     | 12.6  | 3.3       | 22.9  | 104.2                                           | -                | 104.3   |
| February           | 22.6                    | 43.6  | 10.2      | 76.4  | 6.2                     | 12.0  | 3.2       | 21.3  | 97.7                                            | 0.1              | 97.8    |
| March              | 25.2                    | 46.8  | 11.9      | 83.9  | 7.6                     | 13.7  | 3.3       | 24.6  | 108.5                                           | 0.1              | 108.6   |
| April              | 25.1                    | 41.0  | 9.6       | 75.7  | 6.6                     | 11.6  | 2.6       | 20.8  | 96.4                                            | -                | 96.5    |
| May                | 27.9                    | 49.8  | 10.3      | 88.0  | 7.3                     | 13.9  | 3.2       | 24.4  | 112.4                                           | -                | 112.4   |
| June               | 25.5                    | 42.8  | 9.3       | 77.6  | 6.4                     | 11.7  | 2.9       | 21.0  | 98.5                                            | 0.1              | 98.6    |
| July               | 25.4                    | 42.8  | 10.3      | 78.5  | 6.7                     | 12.6  | 3.1       | 22.4  | 100.9                                           | -                | 100.9   |
| STATES - JUNE 1979 |                         |       |           |       |                         |       |           |       |                                                 |                  |         |
| N.S.W.             | 12.4                    | 17.3  | 3.7       | 33.4  | 1.0                     | 1.5   | 0.4       | 2.9   | 36.3                                            | -                | 36.3    |
| Vic.               | 5.7                     | 10.1  | 1.9       | 17.7  | 1.6                     | 2.0   | 0.7       | 4.3   | 22.0                                            | -                | 22.0    |
| Qld                | 2.9                     | 6.1   | 2.1       | 11.1  | 0.9                     | 1.8   | 0.9       | 3.6   | 14.7                                            | -                | 14.7    |
| S.A.               | ..                      | ..    | ..        | ..    | 2.4                     | 5.5   | 0.7       | 8.6   | 8.6                                             | -                | 8.6     |
| W.A.               | 2.9                     | 5.8   | 1.1       | 9.8   | 0.1                     | 0.4   | 0.1       | 0.6   | 10.4                                            | -                | 10.4    |
| Tas.               | 0.7                     | 2.2   | 0.3       | 3.2   | 0.1                     | 0.1   | -         | 0.2   | 3.4                                             | -                | 3.4     |
| N.T.               | 0.2                     | 0.3   | 0.1       | 0.5   | 0.2                     | 0.2   | -         | 0.4   | 0.9                                             | -                | 0.9     |
| A.C.T.             | 0.8                     | 1.0   | 0.1       | 1.8   | 0.2                     | 0.2   | -         | 0.4   | 2.2                                             | -                | 2.2     |
| STATES - JULY 1979 |                         |       |           |       |                         |       |           |       |                                                 |                  |         |
| N.S.W.             | 12.0                    | 17.4  | 4.2       | 33.6  | 1.0                     | 2.0   | 0.4       | 3.4   | 37.0                                            | -                | 37.0    |
| Vic.               | 6.1                     | 9.7   | 2.2       | 18.0  | 1.5                     | 2.0   | 0.8       | 4.3   | 22.4                                            | -                | 22.4    |
| Qld                | 3.1                     | 6.3   | 2.4       | 11.8  | 1.1                     | 1.9   | 1.0       | 4.0   | 15.7                                            | -                | 15.7    |
| S.A.               | ..                      | ..    | ..        | ..    | 2.5                     | 5.8   | 0.7       | 9.0   | 9.0                                             | -                | 9.0     |
| W.A.               | 2.5                     | 5.9   | 1.0       | 9.3   | 0.1                     | 0.5   | 0.1       | 0.7   | 10.0                                            | -                | 10.0    |
| Tas.               | 0.6                     | 2.3   | 0.3       | 3.2   | 0.1                     | 0.1   | -         | 0.2   | 3.4                                             | -                | 3.4     |
| N.T.               | 0.2                     | 0.2   | 0.1       | 0.5   | 0.2                     | 0.2   | -         | 0.4   | 0.9                                             | -                | 0.9     |
| A.C.T.             | 1.0                     | 1.0   | 0.1       | 2.2   | 0.2                     | 0.1   | -         | 0.3   | 2.5                                             | -                | 2.5     |

(a) Excludes hiring charges, interest and insurance. (b) New and used motor cycles, boats, caravans, trailers, motor parts and accessories. (c) For details of series breaks see paragraphs 10 and 11 of Explanatory Notes.

TABLE 4. NUMBER OF MOTOR CARS AND STATION WAGONS FINANCED - FINANCE COMPANIES

|                    | New     | Used    | Total   |
|--------------------|---------|---------|---------|
| Year -             |         |         |         |
| 1976-77            | 100,701 | 225,125 | 325,826 |
| 1977-78 (a)        | 84,428  | 218,063 | 302,491 |
| 1978-79            | 75,929  | 216,973 | 292,902 |
| 1978               |         |         |         |
| June (a)           | 6,451   | 18,593  | 25,044  |
| July               | 6,483   | 18,496  | 24,979  |
| August             | 7,409   | 19,920  | 27,329  |
| September          | 7,358   | 17,724  | 25,082  |
| October            | 6,643   | 18,566  | 25,209  |
| November           | 6,523   | 18,213  | 24,736  |
| December           | 5,477   | 16,145  | 21,622  |
| 1979               |         |         |         |
| January            | 5,896   | 18,237  | 24,133  |
| February           | 5,439   | 17,635  | 23,074  |
| March              | 6,141   | 18,980  | 25,121  |
| April              | 5,885   | 16,232  | 22,117  |
| May                | 6,812   | 19,396  | 26,208  |
| June               | 5,863   | 17,429  | 23,292  |
| July               | 6,003   | 17,765  | 23,768  |
| STATES - JUNE 1979 |         |         |         |
| N.S.W.             | 2,358   | 5,878   | 8,236   |
| Vic.               | 1,293   | 3,406   | 4,699   |
| Qld                | 723     | 2,734   | 3,457   |
| S.A.               | 481     | 1,879   | 2,360   |
| W.A.               | 583     | 2,079   | 2,662   |
| Tas.               | 175     | 933     | 1,108   |
| N.T.               | 64      | 149     | 213     |
| A.C.T.             | 186     | 371     | 557     |
| STATES - JULY 1979 |         |         |         |
| N.S.W.             | 2,309   | 5,899   | 8,208   |
| Vic.               | 1,374   | 3,523   | 4,897   |
| Qld                | 809     | 2,806   | 3,615   |
| S.A.               | 537     | 1,946   | 2,483   |
| W.A.               | 504     | 2,139   | 2,643   |
| Tas.               | 178     | 929     | 1,107   |
| N.T.               | 70      | 128     | 198     |
| A.C.T.             | 222     | 395     | 617     |

(a) For details of series breaks see paragraphs 10 and 11 of Explanatory Notes.