

COMMONWEALTH BUREAU OF CENSUS AND STATISTICS, CANBERRA, AUSTRALIA

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**COMMONWEALTH BUREAU OF CENSUS AND STATISTICS**  
HIRE PURCHASE BUSINESS OF FINANCE COMPANIES IN AUSTRALIA FOR GOODS SOLD  
AT RETAIL, QUARTER ENDED 31ST DECEMBER, 1954.

The statistics shown in the following tables relate to businesses which finance the sale of goods at retail, but do not retail goods themselves. These comprise public and private companies, partnerships, banks and other finance businesses.

Details of hire purchase sales financed by retailers themselves during the three months ended March, 1954, were included in Statistical Statement 300 showing finance company transactions up to 30th September, 1954.

Particulars of agreements originally made between retailers and customers and subsequently assigned to finance companies are not included in the figures of new agreements made nor, up to 31st December, 1953, in those of outstanding balances. Commencing 31st March, 1954, details of outstanding balances on agreements assigned to finance companies have also been collected and have been included in the figures.

The statistics relate to all hire purchase agreements made by finance companies in respect of goods sold at retail. All types of goods sold to final purchasers are included, whether producer goods (such as Plant and Machinery) or consumer goods.

The following tables give statistics for the three months ended December, 1954, together with revised figures for previous quarters. Percentage changes from previous quarters are included in Tables 1 and 2 but no attempt has been made to eliminate the effect on these figures of seasonal fluctuations in retail trade.

**TABLE 1 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :**

**BALANCES OUTSTANDING AT END OF EACH QUARTER, STATES**

(Including Hiring Charges and Insurance)

| As at -               | N.S.W. (a) | Vic.   | Q'ld.  | S.A. (b) | W.A.   | Tas.  | Aust.   |
|-----------------------|------------|--------|--------|----------|--------|-------|---------|
| AMOUNT (£'000)        |            |        |        |          |        |       |         |
| 1953 - 31st March (c) | 34,397     | 19,388 | 14,355 | 7,642    | 6,048  | 2,739 | 84,569  |
| 30th June (c)         | 34,972     | 19,861 | 15,072 | 8,016    | 6,354  | 2,929 | 87,204  |
| 30th September (c)    | 37,889     | 21,704 | 16,107 | 8,882    | 6,950  | 3,239 | 94,771  |
| 31st December (c)     | 43,756     | 25,097 | 18,379 | 10,356   | 7,978  | 3,666 | 109,232 |
| 1954 - 31st March     | 47,676     | 27,546 | 19,674 | 11,199   | 8,548  | 4,032 | 118,675 |
| 30th June             | 51,443     | 30,726 | 22,341 | 12,483   | 9,703  | 4,534 | 131,230 |
| 30th September        | 55,153     | 34,144 | 24,018 | 14,070   | 10,893 | 4,991 | 143,269 |
| 31st December         | 62,146     | 38,681 | 26,181 | 15,857   | 11,986 | 5,583 | 160,434 |

**INCREASE ON PREVIOUS QUARTER (PER CENT.)**

|                      |    |    |    |    |    |    |    |
|----------------------|----|----|----|----|----|----|----|
| 1953 - 30th June (c) | 2  | 2  | 5  | 5  | 5  | 7  | 3  |
| 30th September (c)   | 8  | 9  | 7  | 11 | 9  | 11 | 9  |
| 31st December (c)    | 15 | 16 | 14 | 17 | 15 | 13 | 15 |
| 1954 - 31st March    | 9  | 10 | 7  | 8  | 7  | 10 | 9  |
| 30th June            | 8  | 12 | 14 | 11 | 14 | 12 | 11 |
| 30th September       | 7  | 11 | 8  | 13 | 12 | 10 | 9  |
| 31st December        | 13 | 13 | 9  | 13 | 10 | 12 | 12 |

(a) Includes Australian Capital Territory. (b) Includes Northern Territory.

(c) Excludes balances outstanding on agreements originally financed by retailers but subsequently assigned to finance companies which at 31st March, 1954, amounted to less than £1 million.

TABLE 2 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :  
AGREEMENTS MADE DURING EACH QUARTER, AUSTRALIA

| Particulars                       | Year ended - |          | Quarter ended - |           |          |
|-----------------------------------|--------------|----------|-----------------|-----------|----------|
|                                   | 31st         | 31st     | 31st            | 30th      | 31st     |
|                                   | December     | December | December        | September | December |
|                                   | 1953         | 1954     | 1953            | 1954      | 1954     |
| <b>NEW AGREEMENTS</b>             |              |          |                 |           |          |
| Number                            | Number       | Number   | Number          | Number    | Number   |
| Motor Vehicles, Tractors, etc.(a) | 195,553      | 251,975  | 59,435          | 66,117    | 68,714   |
| Plant and Machinery (b)           | 480,809      | 611,441  | 150,342         | 150,145   | 170,955  |
| Household and Personal Goods (c)  | 676,362      | 875,860  | 209,777         | 219,616   | 243,646  |
| Total (All Goods)                 |              |          |                 |           |          |
| % change from previous period (g) | %            | %        | %               | %         | %        |
| Motor Vehicles, Tractors, etc.(a) | (d)          | + 35     | + 17            | + 6       | + 4      |
| Plant and Machinery (b)           | (d)          | + 27     | + 28            | + 2       | + 19     |
| Household and Personal Goods (c)  | (d)          | + 29     | + 25            | + 3       | + 11     |
| Total (All Goods)                 |              |          |                 |           |          |

**TOTAL VALUE OF GOODS (e)**

|                                   |         |         |        |        |        |
|-----------------------------------|---------|---------|--------|--------|--------|
| Value                             | £'000   | £'000   | £'000  | £'000  | £'000  |
| Motor Vehicles, Tractors, etc.(a) | 133,280 | 169,844 | 40,543 | 44,907 | 47,159 |
| Plant and Machinery (b)           | 34,040  | 46,457  | 11,654 | 10,876 | 13,800 |
| Household and Personal Goods (c)  | 167,320 | 223,829 | 52,197 | 57,569 | 63,471 |
| Total (All Goods)                 |         |         |        |        |        |
| % change from previous period (g) | %       | %       | %      | %      | %      |
| Motor Vehicles, Tractors, etc.(a) | (d)     | + 33    | + 15   | + 7    | + 5    |
| Plant and Machinery (b)           | (d)     | + 36    | + 47   | + 7    | + 27   |
| Household and Personal Goods (c)  | (d)     | + 34    | + 21   | + 7    | + 10   |
| Total (All Goods)                 |         |         |        |        |        |

**AMOUNT FINANCED (f)**

|                                   |        |         |        |        |        |
|-----------------------------------|--------|---------|--------|--------|--------|
| Value                             | £'000  | £'000   | £'000  | £'000  | £'000  |
| Motor Vehicles, Tractors, etc.(a) | 71,848 | 98,208  | 21,811 | 25,862 | 27,372 |
| Plant and Machinery (b)           | 26,223 | 37,140  | 9,089  | 8,820  | 11,063 |
| Household and Personal Goods (c)  | 98,071 | 139,956 | 30,900 | 35,788 | 39,980 |
| Total (All Goods)                 |        |         |        |        |        |
| % change from previous period (g) | %      | %       | %      | %      | %      |
| Motor Vehicles, Tractors, etc.(a) | (d)    | + 43    | + 17   | + 5    | + 6    |
| Plant and Machinery (b)           | (d)    | + 42    | + 48   | + 7    | + 25   |
| Household and Personal Goods (c)  | (d)    | + 43    | + 24   | + 5    | + 12   |
| Total (All Goods)                 |        |         |        |        |        |

For footnotes see page 3.

TABLE 3 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :  
AVERAGE VALUES OF AGREEMENTS MADE DURING EACH QUARTER, AUSTRALIA

| Type of Goods                                  | Year ended - |          | Quarter ended - |           |          |
|------------------------------------------------|--------------|----------|-----------------|-----------|----------|
|                                                | 31st         | 31st     | 31st            | 30th      | 31st     |
|                                                | December     | December | December        | September | December |
|                                                | 1953         | 1954     | 1953            | 1954      | 1954     |
| <b>Average Value per Agreement (e)</b>         |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc.(a)              | (£) 682      | (£) 674  | (£) 682         | (£) 679   | (£) 686  |
| Plant and Machinery (b)                        | 71           | 605      | 78              | 532       | 632      |
| Household and Personal Goods (c)               | 247          | 76       | 249             | 72        | 81       |
| Total (All Goods)                              |              |          |                 |           |          |
| <b>Average amount Financed (f)</b>             |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc.(a)              | (£) 367      | (£) 390  | (£) 367         | (£) 391   | (£) 398  |
| Plant and Machinery (b)                        | 55           | 370      | 60              | 330       | 388      |
| Household and Personal Goods (c)               | 145          | 61       | 147             | 59        | 65       |
| Total (All Goods)                              |              |          |                 |           |          |
| <b>Average Proportion of Sale Financed (f)</b> |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc.(a)              | % 54         | % 58     | % 54            | % 58      | % 58     |
| Plant and Machinery (b)                        | 77           | 61       | 78              | 62        | 62       |
| Household and Personal Goods (c)               | 59           | 80       | 59              | 81        | 80       |
| Total (All Goods)                              |              |          |                 |           |          |

For footnotes see page 3.

TABLE 4 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :  
AGREEMENTS MADE DURING EACH QUARTER, STATES

| Particulars                        | Year ended - |          | Quarter ended - |           |          |
|------------------------------------|--------------|----------|-----------------|-----------|----------|
|                                    | 31st         | 31st     | 31st            | 30th      | 31st     |
|                                    | December     | December | December        | September | December |
|                                    | 1953         | 1954     | 1953            | 1954      | 1954     |
| <b>NEW SOUTH WALES (h)</b>         |              |          |                 |           |          |
| <b>Number of Agreements</b>        |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 71,779       | 88,824   | 21,757          | 23,358    | 23,877   |
| Plant and Machinery (b)            |              | 5,002    |                 | 1,413     | 1,476    |
| Household and Personal Goods (c)   | 193,207      | 255,076  | 59,130          | 60,938    | 70,450   |
| Total (All Goods)                  | 264,986      | 348,902  | 80,887          | 85,709    | 95,803   |
| <b>Value of Goods (£'000)</b>      |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 49,985       | 59,841   | 15,197          | 15,845    | 16,502   |
| Plant and Machinery (b)            |              | 2,586    |                 | 616       | 911      |
| Household and Personal Goods (c)   | 14,278       | 20,444   | 4,821           | 4,679     | 6,077    |
| Total (All Goods)                  | 64,263       | 82,871   | 20,018          | 21,140    | 23,490   |
| <b>Amount Financed (£'000)</b>     |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 26,723       | 34,734   | 8,186           | 9,203     | 9,606    |
| Plant and Machinery (b)            |              | 1,575    |                 | 383       | 566      |
| Household and Personal Goods (c)   | 11,195       | 16,575   | 3,834           | 3,842     | 4,950    |
| Total (All Goods)                  | 37,918       | 52,884   | 12,020          | 13,428    | 15,122   |
| <b>VICTORIA</b>                    |              |          |                 |           |          |
| <b>Number of Agreements</b>        |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 45,484       | 60,277   | 13,855          | 15,667    | 17,271   |
| Plant and Machinery (b)            |              | 3,193    |                 | 903       | 1,113    |
| Household and Personal Goods (c)   | 114,325      | 138,632  | 35,611          | 34,561    | 41,125   |
| Total (All Goods)                  | 159,809      | 202,102  | 49,466          | 51,131    | 59,509   |
| <b>Value of Goods (£'000)</b>      |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 31,361       | 41,483   | 9,678           | 10,909    | 12,354   |
| Plant and Machinery (b)            |              | 2,311    |                 | 542       | 665      |
| Household and Personal Goods (c)   | 8,220        | 10,494   | 2,776           | 2,518     | 3,327    |
| Total (All Goods)                  | 39,581       | 54,288   | 12,454          | 13,969    | 16,346   |
| <b>Amount Financed (£'000)</b>     |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 17,054       | 24,789   | 5,230           | 6,390     | 7,364    |
| Plant and Machinery (b)            |              | 1,412    |                 | 321       | 408      |
| Household and Personal Goods (c)   | 6,232        | 8,452    | 2,124           | 2,034     | 2,707    |
| Total (All Goods)                  | 23,286       | 34,653   | 7,354           | 8,745     | 10,479   |
| <b>QUEENSLAND</b>                  |              |          |                 |           |          |
| <b>Number of Agreements</b>        |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 33,844       | 42,456   | 10,257          | 11,069    | 11,610   |
| Plant and Machinery (b)            |              | 2,376    |                 | 594       | 667      |
| Household and Personal Goods (c)   | 92,178       | 115,923  | 29,587          | 29,118    | 30,969   |
| Total (All Goods)                  | 126,022      | 160,755  | 39,844          | 40,781    | 43,246   |
| <b>Value of Goods (£'000)</b>      |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 22,451       | 27,429   | 6,592           | 7,234     | 7,501    |
| Plant and Machinery (b)            |              | 1,243    |                 | 294       | 311      |
| Household and Personal Goods (c)   | 5,370        | 7,614    | 1,892           | 1,806     | 2,030    |
| Total (All Goods)                  | 27,821       | 36,286   | 8,484           | 9,334     | 9,842    |
| <b>Amount Financed (£'000)</b>     |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 12,331       | 15,735   | 3,625           | 4,125     | 4,212    |
| Plant and Machinery (b)            |              | 766      |                 | 194       | 184      |
| Household and Personal Goods (c)   | 3,994        | 5,840    | 1,418           | 1,439     | 1,522    |
| Total (All Goods)                  | 16,325       | 22,341   | 5,043           | 5,758     | 5,918    |

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth moving equipment, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment) etc.. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, radios, musical instruments bicycles and other household and personal goods. (d) Not available. (e) Value at net cash or list price (excluding hiring charges and insurance). (f) Excludes hiring charges and insurance. (g) Figures for the three quarterly periods shown indicate the percentage changes from September quarter, 1953 and June and September quarters, 1954 respectively. (h) Includes Australian Capital Territory. (i) Includes Northern Territory.

TABLE 4 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES : AGREEMENTS MADE DURING EACH QUARTER, STATES (Continued)

| Particulars                        | Year ended - |          | Quarter ended - |           |          |
|------------------------------------|--------------|----------|-----------------|-----------|----------|
|                                    | 31st         | 31st     | 31st            | 30th      | 31st     |
|                                    | December     | December | December        | September | December |
|                                    | 1953         | 1954     | 1953            | 1954      | 1954     |
| <b>SOUTH AUSTRALIA (1)</b>         |              |          |                 |           |          |
| Number of Agreements               |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 22,561       | 31,237   | 7,035           | 8,216     | 8,300    |
| Plant and Machinery (b)            | 862          |          |                 | 178       | 354      |
| Household and Personal Goods (c)   | 35,418       | 45,776   | 12,123          | 11,474    | 12,036   |
| Total (All Goods)                  | 57,979       | 77,875   | 19,158          | 19,868    | 20,690   |
| Value of Goods (£'000)             |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 13,987       | 20,665   | 4,455           | 5,554     | 5,612    |
| Plant and Machinery (b)            |              | 508      |                 | 94        | 213      |
| Household and Personal Goods (c)   | 2,718        | 3,463    | 1,007           | 818       | 1,069    |
| Total (All Goods)                  | 16,705       | 24,636   | 5,462           | 6,466     | 6,894    |
| Amount Financed (£'000)            |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 7,481        | 11,533   | 2,331           | 3,117     | 3,223    |
| Plant and Machinery (b)            |              | 307      |                 | 59        | 127      |
| Household and Personal Goods (c)   | 2,140        | 2,788    | 812             | 662       | 861      |
| Total (All Goods)                  | 9,621        | 14,628   | 3,143           | 3,838     | 4,211    |
| <b>WESTERN AUSTRALIA</b>           |              |          |                 |           |          |
| Number of Agreements               |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 14,485       | 19,628   | 4,329           | 5,293     | 5,166    |
| Plant and Machinery (b)            |              | 721      |                 | 185       | 249      |
| Household and Personal Goods (c)   | 32,661       | 40,003   | 10,198          | 10,363    | 11,259   |
| Total (All Goods)                  | 47,146       | 60,352   | 14,527          | 15,841    | 16,674   |
| Value of Goods (£'000)             |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 10,265       | 13,451   | 3,113           | 3,497     | 3,433    |
| Plant and Machinery (b)            |              | 638      |                 | 183       | 275      |
| Household and Personal Goods (c)   | 2,475        | 3,145    | 860             | 781       | 884      |
| Total (All Goods)                  | 12,740       | 17,234   | 3,973           | 4,461     | 4,592    |
| Amount Financed (£'000)            |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 5,547        | 7,695    | 1,663           | 2,022     | 1,986    |
| Plant and Machinery (b)            |              | 398      |                 | 113       | 174      |
| Household and Personal Goods (c)   | 1,907        | 2,457    | 667             | 623       | 693      |
| Total (All Goods)                  | 7,454        | 10,560   | 2,330           | 2,758     | 2,853    |
| <b>TASMANIA</b>                    |              |          |                 |           |          |
| Number of Agreements               |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 7,400        | 9,553    | 2,202           | 2,514     | 2,490    |
| Plant and Machinery (b)            |              | 290      |                 | 81        | 118      |
| Household and Personal Goods (c)   | 13,020       | 16,031   | 3,693           | 3,691     | 5,116    |
| Total (All Goods)                  | 20,420       | 25,874   | 5,895           | 6,286     | 7,724    |
| Value of Goods (£'000)             |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 5,231        | 6,975    | 1,508           | 1,868     | 1,757    |
| Plant and Machinery (b)            |              | 242      |                 | 57        | 137      |
| Household and Personal Goods (c)   | 979          | 1,297    | 298             | 274       | 413      |
| Total (All Goods)                  | 6,210        | 8,514    | 1,806           | 2,199     | 2,307    |
| Amount Financed (£'000)            |              |          |                 |           |          |
| Motor Vehicles, Tractors, etc. (a) | 2,712        | 3,722    | 776             | 1,005     | 981      |
| Plant and Machinery (b)            |              | 150      |                 | 36        | 86       |
| Household and Personal Goods (c)   | 755          | 1,018    | 234             | 220       | 330      |
| Total (All Goods)                  | 3,467        | 4,890    | 1,010           | 1,261     | 1,397    |

For footnotes see page 3.

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