

C.S.  
58.88305  
Aus.  
B

# **INSTALMENT CREDIT FOR RETAIL SALES**



**MARCH QUARTER 1970**



**COMMONWEALTH BUREAU OF CENSUS AND STATISTICS  
CANBERRA, AUSTRALIA**

**Reference No. 5.18**

COMMONWEALTH BUREAU OF CENSUS AND STATISTICS

CANBERRA, AUSTRALIA

INSTALMENT CREDIT FOR RETAIL SALES

MARCH QUARTER 1970

CONTENTS

| <u>Table</u> | <u>Explanatory Notes</u>                                                                                                                                                                       | <u>Page</u> |
|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| ..           | Explanatory Notes                                                                                                                                                                              | 4           |
|              | <u>INSTALMENT CREDIT FOR RETAIL SALES BY TYPE OF BUSINESS</u>                                                                                                                                  |             |
| 1.           | Australia : Non-retail finance businesses and retail businesses : amount financed by commodity groups, cash collections and balances outstanding (including seasonally adjusted details) .. .. | 7           |
| 2.           | Australia : Non-retail finance businesses : amount financed by commodity groups, cash collections and balances outstanding .. ..                                                               | 8           |
| 3.           | States : Non-retail finance businesses : amount financed by commodity groups, cash collections and balances outstanding .. ..                                                                  | 9           |
| 4.           | States : Non-retail finance businesses and retail businesses combined : amount financed by commodity groups                                                                                    | 12          |
| 5.           | States : Non-retail finance businesses : amount financed by commodity groups .. ..                                                                                                             | 14          |
| 6.           | States : Retail businesses : amount financed by commodity groups .. ..                                                                                                                         | 16          |
| 7.           | States : Non-retail finance businesses and retail businesses : cash collections .. ..                                                                                                          | 18          |
| 8.           | States : Non-retail finance businesses and retail businesses : balances outstanding .. ..                                                                                                      | 19          |
| 9.           | States : Non-retail finance businesses and retail businesses combined : balances outstanding per head of population                                                                            | 20          |
|              | <u>INSTALMENT CREDIT FOR RETAIL SALES BY TYPE OF CREDIT</u>                                                                                                                                    |             |
| 10.          | Australia : Hire purchase and other instalment credit : amount financed by commodity groups and balances outstanding for non-retail finance businesses and retail businesses combined .. ..    | 21          |
| 11.          | States : Hire purchase and other instalment credit : amount financed for non-retail finance businesses and retail businesses combined .. ..                                                    | 22          |
| 12.          | States : Hire purchase and other instalment credit : balances outstanding for non-retail finance businesses and retail businesses combined ..                                                  | 23          |

CONTENTS - continued

| <u>Table</u> | <u>Page</u>                                                                                                                                                                                                                   |
|--------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|              | <u>INSTALMENT CREDIT FOR RETAIL SALES BY TYPE OF CREDIT - continued</u>                                                                                                                                                       |
| 13.          | Australia : New hire purchase agreements : number of agreements, value of goods and amount financed by commodity groups for non-retail finance businesses and retail businesses combined .. .. 24                             |
| 14.          | States : New hire purchase agreements : number of agreements, value of goods and amount financed by commodity groups for non-retail finance businesses and retail businesses combined .. .. 25                                |
| 15.          | Australia : New hire purchase agreements : average value per agreement, average amount financed and average proportion financed by commodity groups for non-retail finance businesses and retail businesses combined .. .. 29 |

EXPLANATORY NOTESSCOPE OF THE STATISTICS

The Statistics in this bulletin cover the operations of instalment credit schemes which relate primarily to the financing of retail sales of goods. In general, the term instalment credit is defined as relating to schemes in which repayment is made by regular predetermined instalments. Types of schemes covered include hire purchase, time payment, budget account and personal loan schemes relating primarily to the financing of retail sales of goods. In this bulletin the term retail sales relates not only to retail sales coming within the scope of the Censuses of Retail Establishments conducted periodically by this Bureau, but includes also other sales of goods to final purchasers (e.g., plant and machinery, tractors, etc.).

2. These statistics do not cover lay-bys, credit accounts not involving repayment by regular predetermined instalments, financing of sales of land and buildings, property improvements, services such as repair work and travel facilities, or rental and leasing schemes.

3. It should be noted that the statistics aim to include the Instalment Credit for Retail Sales transactions of all schemes, operated by all types of businesses, in which the form of contract used is hire purchase. Generally, such schemes are almost exclusively for the purpose of financing retail sales. However, in relation to schemes providing Instalment Credit for Retail Sales through types of contract other than hire purchase (such as personal loan schemes), the statistics generally cover only schemes which are predominantly for the purpose of financing retail sales. The Instalment Credit for Retail Sales transactions, if any, of most banks, credit unions, and life insurance companies are excluded on these grounds.

CLASSIFICATION OF THE STATISTICS

4. In this bulletin, two major classifications of instalment credit statistics are adopted: type of business and type of credit. The statistics of number of agreements, value of goods and amount financed are further classified by type of goods.

5. Type of business. Instalment credit transactions are classified into two types of business: retail businesses and non-retail finance businesses. The term retail businesses relates to businesses operating retail establishments which come within the scope of the Censuses of Retail Establishments, and also to subsidiary finance businesses set up by retailers (or by groups mainly engaged in retail trading) primarily for the purpose of financing their retail sales. For this purpose, subsidiary finance businesses include not only businesses which are subsidiaries in the sense of being wholly or partly owned by the retailers, but also businesses which are associated with retailers in a less formal way (e.g., companies with no formal relationship but having common directors or shareholders). Non-retail finance businesses comprise all other businesses engaged in instalment credit financing of retail sales of goods (subject to the exclusions mentioned in para. 3 above) irrespective of whether the main activity of such businesses is finance.

6. The treatment of finance subsidiaries of retailers explained above is designed to permit compilation of figures for each category on a comparable basis over a period of time. This is particularly important for the monthly statistics. Movements shown by the monthly figures for non-retail finance businesses might otherwise give a misleading impression of likely overall trends e.g. if a substantial rise in monthly figures was due simply to a retailer having set up a new subsidiary company to conduct the financing which was previously done by the retail business itself. At present, it is not practicable to provide monthly figures for retail businesses.

7. The statistics are classified by the type of business according to the nature of the business on whose paper the agreement was written, even if the agreement was subsequently assigned, discounted or mortgaged with another type of business.

8. Type of credit. Total instalment credit is also classified into two types of credit: hire purchase, and other instalment credit. Hire purchase is as defined in State hire purchase legislation. Other instalment credit comprises all other forms of instalment credit (see paragraph 3 above). Cross-classifications of the statistics by type of credit and type of business are not available for publication.

9. Type of goods. Statistics of amount financed are classified by type of goods. These are defined as follows.

- (a) Motor vehicles, etc. - (new and used separately) motor cars and motor cycles, commercial vehicles, tractors, caravans, trailers, motor parts and accessories, etc.
- (b) Plant and machinery - farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machinery and equipment (including commercial refrigeration equipment), etc.
- (c) Household and personal goods - furniture, furnishings and floor coverings, domestic refrigerators, electrical goods, radios, television, musical instruments, bicycles, motor mowers, clothing etc.

10. The relationships between statistics for retail businesses and those for non-retail finance businesses, and between hire purchase and other instalment credit, are illustrated by the following table.

INSTALMENT CREDIT FOR RETAIL SALES - BALANCES OUTSTANDING

(\$ million)

| At end of -  | Type of business                    |                      |         | Type of credit   |                               |         |
|--------------|-------------------------------------|----------------------|---------|------------------|-------------------------------|---------|
|              | Non-retail<br>finance<br>businesses | Retail<br>businesses | Total   | Hire<br>purchase | Other<br>instalment<br>credit | Total   |
| 1966 - June  | 1,074.0                             | 360.3                | 1,434.3 | 1,027.6          | 406.7                         | 1,434.3 |
| September    | 1,078.2                             | 347.9                | 1,426.1 | 1,016.9          | 409.2                         | 1,426.1 |
| December     | 1,106.9                             | 361.5                | 1,468.5 | 1,026.2          | 442.2                         | 1,468.5 |
| 1967 - March | 1,088.2                             | 344.6                | 1,432.8 | 998.2            | 434.6                         | 1,432.8 |
| June         | 1,103.8                             | 339.4                | 1,443.2 | 994.3            | 448.8                         | 1,443.2 |
| September    | 1,132.6                             | 329.9                | 1,462.5 | 998.5            | 464.0                         | 1,462.5 |
| December     | 1,184.3                             | 344.4                | 1,528.7 | 1,021.9          | 506.9                         | 1,528.7 |
| 1968 - March | 1,198.7                             | 336.6                | 1,535.3 | 1,015.1          | 520.3                         | 1,535.3 |
| June         | 1,238.0                             | 338.4                | 1,576.4 | 1,027.0          | 549.4                         | 1,576.4 |
| September    | 1,270.0                             | 335.2                | 1,605.2 | 1,033.8          | 571.4                         | 1,605.2 |
| December     | 1,336.6                             | 353.7                | 1,690.3 | 1,072.5          | 617.8                         | 1,690.3 |
| 1969 - March | 1,347.7                             | 342.2                | 1,689.8 | 1,065.8          | 624.0                         | 1,689.8 |
| June         | 1,389.8                             | 345.0                | 1,734.7 | 1,080.8          | 654.0                         | 1,734.7 |
| September    | 1,438.8                             | 338.6                | 1,777.3 | 1,096.9          | 680.4                         | 1,777.3 |
| December     | 1,499.2                             | 363.5                | 1,862.7 | 1,131.8          | 730.9                         | 1,862.7 |
| 1970 - March | 1,522.4                             | 353.3                | 1,875.6 | 1,136.4          | 739.2                         | 1,875.6 |

TREATMENT OF INTEREST, HIRING CHARGES, INSURANCE, ETC.

11. Throughout this bulletin, figures for amount financed exclude interest, hiring charges, insurance, etc. Figures for balances outstanding and cash collections include interest, hiring charges, insurance, etc. Details are not available of these charges nor of other items (e.g., rebates allowed for early payouts, late payment charges, bad debts written off) which affect the reconciliation of the three main instalment credit series: amount financed, cash collections and balances outstanding.

CASH COLLECTIONS AND BALANCES OUTSTANDING

12. Cash collections, as defined for this bulletin, represent only cash repayments and so do not include liquidations of outstanding balances such as rebates allowed for early payouts and bad debts written off.

13. In interpreting movements in outstanding balances, it should be noted that these movements are determined not only by new amounts financed and cash collections under existing agreements, but also by the other liquidations of balances mentioned in paragraph 12.

QUARTERLY AND MONTHLY ESTIMATES

14. Quarterly statistics of instalment credit transactions of retail businesses are derived from returns collected from a sample of such businesses, based on the Census of Retail Establishments for 1961-62 and subsequent information relating to new businesses. Quarterly statistics for non-retail finance businesses are based on returns collected quarterly from all such businesses.

15. Monthly statistics of non-retail finance businesses are shown in Tables 2 and 3. Table 2 also includes preliminary estimates for the latest month available. Preliminary monthly estimates for non-retail finance businesses, on the same basis as Table 2, together with statistics of amount financed and balances outstanding by States, are initially published in monthly preliminary bulletins. The preliminary estimates of the total transactions of all non-retail finance businesses are calculated from returns collected monthly from a sample of such businesses. Subsequently, the preliminary estimates are revised to accord with the results of the full (quarterly) collection from all non-retail finance businesses.

16. A provisional estimate of instalment credit balances outstanding in respect of non-retail finance businesses is also compiled each month. The provisional figure is based on returns from a sub-sample of such businesses, and is published about three weeks after the end of the month to which it relates in the monthly bulletin containing preliminary estimates relating to the preceding month. The monthly preliminary bulletins relating to non-retail finance businesses include, for comparative purposes, quarterly figures of outstanding balances for retail businesses.

17. In the interpretation of movements in the series in this bulletin (except annual figures), allowance should be made for the effect of regular seasonal movements as most of the series are affected to some extent by seasonal factors.

18. This bulletin includes seasonally adjusted figures of total balances outstanding classified by type of business - see Tables 1 and 2. The seasonally adjusted statistics shown in this issue have been revised in accordance with the procedures indicated in the introductory notes of "Seasonally Adjusted Indicators, 1970" issued 29 June, 1970.

GENERAL ARRANGEMENT OF BULLETIN

19. Tables 1 to 9 show annual and quarterly statistics of total instalment credit for retail sales with separate figures for non-retail finance businesses and retail businesses.

20. Tables 10 to 15 provide annual and quarterly statistics of instalment credit for retail sales classified by type of credit (hire purchase and other instalment credit).

21. All amounts are shown in this bulletin in \$ million correct to one decimal place, and numbers of new hire purchase agreements in thousands correct to one decimal place. Discrepancies between totals and sums of components in tables are due to rounding.

TABLE 1. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS, CASH COLLECTIONS AND BALANCES

OUTSTANDING : AUSTRALIA

(\$ million)

| Period                        | Amount financed during period |                     |                              |          | Total   | Cash collections during period | Balances outstanding at end of period |         |
|-------------------------------|-------------------------------|---------------------|------------------------------|----------|---------|--------------------------------|---------------------------------------|---------|
|                               | Motor vehicles, etc.          | Plant and machinery | Household and personal goods | Original |         |                                | Seasonally adjusted                   |         |
|                               | New                           | Used                |                              |          |         |                                |                                       |         |
| NON-RETAIL FINANCE BUSINESSES |                               |                     |                              |          |         |                                |                                       |         |
| Year 1966-67                  | 274.5                         | 267.6               | 83.5                         | 84.4     | 710.0   | 854.1                          | 1,103.8                               | 1,112.9 |
| 1967-68                       | 339.9                         | 308.2               | 93.6                         | 87.8     | 829.4   | 906.5                          | 1,238.0                               | 1,247.7 |
| 1968-69                       | 373.3                         | 356.8               | 114.2                        | 88.1     | 932.3   | 1,013.9                        | 1,389.8                               | 1,400.6 |
| Quarter                       |                               |                     |                              |          |         |                                |                                       |         |
| 1968 Mar.                     | 83.0                          | 75.8                | 21.6                         | 21.5     | 201.9   | 240.9                          | 1,198.7                               | 1,206.2 |
| June                          | 87.1                          | 79.3                | 26.3                         | 22.0     | 214.7   | 228.9                          | 1,238.0                               | 1,247.7 |
| Sept.                         | 83.6                          | 84.6                | 23.6                         | 22.5     | 214.4   | 237.4                          | 1,270.0                               | 1,274.4 |
| Dec.                          | 99.0                          | 92.0                | 36.4                         | 23.9     | 251.3   | 246.5                          | 1,336.6                               | 1,317.6 |
| 1969 Mar.                     | 89.5                          | 88.2                | 26.9                         | 20.9     | 225.5   | 272.3                          | 1,347.7                               | 1,356.3 |
| June                          | 101.0                         | 92.0                | 27.3                         | 20.8     | 241.1   | 257.7                          | 1,339.8                               | 1,400.6 |
| Sept.                         | 105.1                         | 100.1               | 26.0                         | 21.5     | 252.7   | 267.1                          | 1,438.8                               | 1,444.1 |
| Dec.                          | 109.8                         | 105.5               | 31.7                         | 24.0     | 270.9   | 277.6                          | 1,499.2                               | 1,478.1 |
| 1970 Mar.                     | 99.8                          | 106.4               | 25.5                         | 20.8     | 252.4   | 289.6                          | 1,522.4                               | 1,532.3 |
| RETAIL BUSINESSES             |                               |                     |                              |          |         |                                |                                       |         |
| Year 1966-67                  | 11.3                          | 8.6                 | 3.7                          | 254.0    | 277.6   | 338.5                          | 339.4                                 | 340.8   |
| 1967-68                       | 12.1                          | 8.8                 | 3.4                          | 265.4    | 289.8   | 335.9                          | 338.4                                 | 339.7   |
| 1968-69                       | 13.5                          | 11.3                | 3.8                          | 272.8    | 301.5   | 348.3                          | 345.0                                 | 346.3   |
| Quarter                       |                               |                     |                              |          |         |                                |                                       |         |
| 1968 Mar.                     | 2.8                           | 2.1                 | 0.8                          | 55.1     | 60.9    | 80.1                           | 336.6                                 | 337.7   |
| June                          | 3.3                           | 2.6                 | 1.1                          | 67.2     | 74.1    | 84.8                           | 338.4                                 | 339.7   |
| Sept.                         | 3.0                           | 2.8                 | 1.1                          | 64.7     | 71.7    | 89.2                           | 335.2                                 | 342.2   |
| Dec.                          | 3.8                           | 3.1                 | 0.9                          | 85.3     | 93.1    | 88.9                           | 353.7                                 | 344.2   |
| 1969 Mar.                     | 3.3                           | 2.6                 | 0.9                          | 54.6     | 61.3    | 83.8                           | 342.2                                 | 343.3   |
| June                          | 3.3                           | 2.9                 | 0.9                          | 68.3     | 75.4    | 86.4                           | 345.0                                 | 346.3   |
| Sept.                         | 2.9                           | 2.3                 | 0.8                          | 66.7     | 72.7    | 90.7                           | 338.6                                 | 345.8   |
| Dec.                          | 3.4                           | 2.5                 | 0.7                          | 90.7     | 97.3    | 91.2                           | 363.5                                 | 353.7   |
| 1970 Mar.                     | 3.1                           | 2.4                 | 0.5                          | 58.0     | 64.0    | 85.8                           | 353.3                                 | 354.5   |
| ALL BUSINESSES                |                               |                     |                              |          |         |                                |                                       |         |
| Year 1966-67                  | 285.8                         | 276.1               | 87.3                         | 338.4    | 987.5   | 1,192.6                        | 1,443.2                               | 1,453.7 |
| 1967-68                       | 352.0                         | 317.0               | 97.0                         | 353.2    | 1,119.2 | 1,242.4                        | 1,576.4                               | 1,587.4 |
| 1968-69                       | 386.8                         | 368.1               | 118.1                        | 360.9    | 1,233.9 | 1,362.1                        | 1,734.7                               | 1,746.8 |
| Quarter                       |                               |                     |                              |          |         |                                |                                       |         |
| 1968 Mar.                     | 85.8                          | 77.9                | 22.5                         | 76.6     | 262.8   | 321.0                          | 1,535.3                               | 1,543.8 |
| June                          | 90.3                          | 81.8                | 27.4                         | 89.2     | 288.8   | 313.7                          | 1,576.4                               | 1,587.4 |
| Sept.                         | 86.7                          | 87.5                | 24.8                         | 87.3     | 286.1   | 326.6                          | 1,605.2                               | 1,616.6 |
| Dec.                          | 102.9                         | 95.1                | 37.3                         | 109.2    | 344.4   | 335.4                          | 1,690.3                               | 1,661.8 |
| 1969 Mar.                     | 92.8                          | 90.7                | 27.8                         | 75.5     | 286.8   | 356.0                          | 1,689.8                               | 1,699.7 |
| June                          | 104.4                         | 94.8                | 28.2                         | 89.0     | 316.4   | 344.1                          | 1,734.7                               | 1,746.8 |
| Sept.                         | 108.0                         | 102.4               | 26.8                         | 88.2     | 325.4   | 357.8                          | 1,777.3                               | 1,789.9 |
| Dec.                          | 113.2                         | 108.0               | 32.4                         | 114.7    | 368.3   | 368.8                          | 1,862.7                               | 1,831.8 |
| 1970 Mar.                     | 102.9                         | 108.8               | 25.9                         | 78.8     | 316.4   | 375.4                          | 1,875.6                               | 1,886.8 |

NOTE. For definitions see Explanatory Notes, pages 4 to 6.

TABLE 2. - NON-RETAIL FINANCE BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS, CASH COLLECTIONS AND  
BALANCES OUTSTANDING : AUSTRALIA  
(\$ million)

| Period        | Amount financed during period |       |                           |                                       | Cash<br>collections<br>during<br>period | Balances outstanding<br>at end of period |           |                        |
|---------------|-------------------------------|-------|---------------------------|---------------------------------------|-----------------------------------------|------------------------------------------|-----------|------------------------|
|               | Motor<br>vehicles,<br>etc.    |       | Plant<br>and<br>machinery | Household<br>and<br>personal<br>goods |                                         | Total                                    | Original  | Seasonally<br>adjusted |
|               | New                           | Used  |                           |                                       |                                         |                                          |           |                        |
| Year 1966-67  | 274.5                         | 267.6 | 83.5                      | 84.4                                  | 710.0                                   | 854.1                                    | 1,103.8   | 1,112.9                |
| 1967-68       | 339.9                         | 308.2 | 93.6                      | 87.8                                  | 829.4                                   | 906.5                                    | 1,238.0   | 1,247.7                |
| 1968-69       | 373.3                         | 356.8 | 114.2                     | 88.1                                  | 932.3                                   | 1,013.9                                  | 1,389.8   | 1,400.6                |
| Month         |                               |       |                           |                                       |                                         |                                          |           |                        |
| 1967 December | 29.1                          | 23.7  | 7.3                       | 8.5                                   | 68.5                                    | 70.9                                     | 1,184.3   | 1,166.9                |
| 1968 January  | 26.8                          | 25.2  | 6.8                       | 7.1                                   | 65.8                                    | 73.1                                     | 1,193.8   | 1,179.2                |
| February      | 27.2                          | 25.2  | 7.5                       | 7.2                                   | 67.0                                    | 86.7                                     | 1,192.8   | 1,192.4                |
| March         | 29.0                          | 25.5  | 7.4                       | 7.2                                   | 69.1                                    | 81.1                                     | 1,198.7   | 1,206.2                |
| April         | 28.8                          | 25.4  | 8.1                       | 6.9                                   | 69.2                                    | 75.0                                     | 1,210.5   | 1,218.5                |
| May           | 32.1                          | 29.0  | 9.2                       | 7.9                                   | 78.2                                    | 82.0                                     | 1,227.1   | 1,233.3                |
| June          | 26.1                          | 24.9  | 8.9                       | 7.3                                   | 67.2                                    | 71.9                                     | 1,238.0   | 1,247.7                |
| July          | 28.6                          | 28.4  | 9.4                       | 7.4                                   | 73.7                                    | 83.5                                     | 1,247.9   | 1,255.9                |
| August        | 27.5                          | 28.7  | 6.9                       | 7.5                                   | 70.6                                    | 77.8                                     | 1,258.3   | 1,264.4                |
| September     | 27.5                          | 27.6  | 7.3                       | 7.7                                   | 70.1                                    | 76.0                                     | 1,270.0   | 1,274.4                |
| October       | 33.6                          | 32.1  | 13.1                      | 7.5                                   | 86.3                                    | 84.5                                     | 1,294.0   | 1,290.3                |
| November      | 34.2                          | 30.3  | 13.4                      | 7.7                                   | 83.6                                    | 78.2                                     | 1,319.3   | 1,306.0                |
| December      | 33.2                          | 29.6  | 10.0                      | 8.6                                   | 81.5                                    | 83.8                                     | 1,336.6   | 1,317.6                |
| 1969 January  | 28.1                          | 30.3  | 8.6                       | 7.2                                   | 74.3                                    | 84.0                                     | 1,346.5   | 1,330.2                |
| February      | 28.0                          | 27.6  | 9.5                       | 6.8                                   | 71.9                                    | 93.9                                     | 1,342.7   | 1,342.3                |
| March         | 33.4                          | 30.3  | 8.7                       | 6.9                                   | 79.4                                    | 94.4                                     | 1,347.7   | 1,356.3                |
| April         | 31.9                          | 29.1  | 8.7                       | 6.5                                   | 76.3                                    | 83.5                                     | 1,359.6   | 1,368.6                |
| May           | 36.4                          | 33.1  | 9.6                       | 7.2                                   | 86.3                                    | 89.5                                     | 1,377.2   | 1,383.8                |
| June          | 32.7                          | 29.8  | 9.0                       | 7.0                                   | 78.5                                    | 84.7                                     | 1,389.8   | 1,400.6                |
| July          | 35.6                          | 35.1  | 10.5                      | 7.4                                   | 88.7                                    | 92.3                                     | 1,409.5   | 1,418.2                |
| August        | 32.4                          | 32.5  | 7.4                       | 6.9                                   | 79.2                                    | 83.9                                     | 1,425.0   | 1,431.9                |
| September     | 37.1                          | 32.4  | 8.1                       | 7.2                                   | 84.8                                    | 90.8                                     | 1,438.8   | 1,444.1                |
| October       | 38.2                          | 36.5  | 10.8                      | 7.6                                   | 93.1                                    | 96.1                                     | 1,460.6   | 1,456.3                |
| November      | 33.4                          | 32.1  | 9.9                       | 7.5                                   | 82.8                                    | 84.1                                     | 1,479.0   | 1,453.9                |
| December      | 38.2                          | 36.9  | 11.0                      | 9.0                                   | 95.1                                    | 97.5                                     | 1,499.2   | 1,476.1                |
| 1970 January  | 31.0                          | 35.6  | 7.5                       | 7.0                                   | 81.2                                    | 90.9                                     | 1,507.7   | 1,489.6                |
| February      | 32.6                          | 35.1  | 8.3                       | 6.9                                   | 82.9                                    | 95.9                                     | 1,516.7   | 1,516.1                |
| March         | 36.1                          | 35.7  | 9.7                       | 6.8                                   | 88.4                                    | 102.7                                    | 1,522.4   | 1,532.3                |
| April (a)     | 40.6                          | 38.9  | 9.9                       | 7.2                                   | 96.6                                    | 103.4                                    | 1,542.5   | 1,553.0                |
| May (b)       | (c)                           | (c)   | (c)                       | (c)                                   | (c)                                     | (c)                                      | (b) 1,562 | (b) 1,569              |

(a) Preliminary estimates. (b) Provisional estimate. (c) Not yet available.

TABLE 3. - NON-RETAIL FINANCE BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS, CASH COLLECTIONS  
AND BALANCES OUTSTANDING : STATES  
(\$ million)

| Period                                           | Amount financed during period |       |                           |                                       |       | Cash<br>collect-<br>ions<br>during<br>period | Balances<br>outstanding<br>at end<br>of period |
|--------------------------------------------------|-------------------------------|-------|---------------------------|---------------------------------------|-------|----------------------------------------------|------------------------------------------------|
|                                                  | Motor vehicles,<br>etc.       |       | Plant<br>and<br>machinery | Household<br>and<br>personal<br>goods | Total |                                              |                                                |
|                                                  | New                           | Used  |                           |                                       |       |                                              |                                                |
| NEW SOUTH WALES AND AUSTRALIAN CAPITAL TERRITORY |                               |       |                           |                                       |       |                                              |                                                |
| Year 1966-67                                     | 104.0                         | 98.9  | 33.5                      | 32.4                                  | 268.9 | 322.1                                        | 415.8                                          |
| 1967-68                                          | 126.0                         | 111.7 | 34.1                      | 35.2                                  | 307.0 | 339.5                                        | 458.6                                          |
| 1968-69                                          | 143.7                         | 127.5 | 45.2                      | 36.4                                  | 352.8 | 382.9                                        | 517.1                                          |
| Month                                            |                               |       |                           |                                       |       |                                              |                                                |
| 1968 October                                     | 12.7                          | 11.9  | 5.1                       | 2.9                                   | 32.5  | 31.5                                         | 478.8                                          |
| November                                         | 12.5                          | 10.9  | 6.2                       | 3.3                                   | 32.9  | 29.2                                         | 490.0                                          |
| December                                         | 12.7                          | 10.0  | 3.9                       | 3.6                                   | 30.3  | 31.3                                         | 496.1                                          |
| 1969 January                                     | 10.5                          | 10.8  | 3.6                       | 3.0                                   | 27.9  | 30.3                                         | 501.4                                          |
| February                                         | 10.7                          | 9.4   | 4.0                       | 2.7                                   | 26.8  | 35.8                                         | 499.0                                          |
| March                                            | 13.8                          | 10.8  | 3.4                       | 2.9                                   | 30.9  | 35.6                                         | 501.9                                          |
| April                                            | 12.4                          | 10.4  | 3.3                       | 2.8                                   | 28.9  | 31.9                                         | 506.4                                          |
| May                                              | 14.4                          | 11.8  | 3.8                       | 3.1                                   | 33.2  | 34.3                                         | 513.4                                          |
| June                                             | 12.6                          | 10.3  | 3.4                       | 2.9                                   | 29.2  | 32.1                                         | 517.1                                          |
| July                                             | 13.2                          | 12.5  | 3.5                       | 3.1                                   | 32.3  | 34.7                                         | 524.5                                          |
| August                                           | 12.0                          | 11.3  | 2.7                       | 2.9                                   | 28.9  | 31.1                                         | 528.8                                          |
| September                                        | 14.5                          | 11.6  | 3.0                       | 3.2                                   | 32.3  | 35.0                                         | 534.3                                          |
| October                                          | 14.9                          | 12.6  | 4.1                       | 3.2                                   | 34.8  | 36.5                                         | 541.5                                          |
| November                                         | 13.0                          | 10.9  | 3.7                       | 3.1                                   | 30.7  | 30.6                                         | 548.5                                          |
| December                                         | 14.8                          | 12.6  | 4.0                       | 3.5                                   | 35.0  | 35.8                                         | 556.8                                          |
| 1970 January                                     | 12.1                          | 12.0  | 3.0                       | 2.9                                   | 30.1  | 33.5                                         | 558.8                                          |
| February                                         | 13.0                          | 12.0  | 3.4                       | 2.7                                   | 31.1  | 36.0                                         | 561.5                                          |
| March                                            | 14.9                          | 12.1  | 3.5                       | 3.0                                   | 33.5  | 38.9                                         | 564.0                                          |
| VICTORIA                                         |                               |       |                           |                                       |       |                                              |                                                |
| Year 1966-67                                     | 68.9                          | 62.3  | 17.1                      | 14.5                                  | 162.8 | 200.5                                        | 254.5                                          |
| 1967-68                                          | 86.3                          | 72.0  | 17.5                      | 17.2                                  | 193.0 | 207.9                                        | 291.3                                          |
| 1968-69                                          | 95.4                          | 86.5  | 22.5                      | 18.6                                  | 223.2 | 236.2                                        | 334.4                                          |
| Month                                            |                               |       |                           |                                       |       |                                              |                                                |
| 1968 October                                     | 8.8                           | 7.6   | 2.4                       | 1.6                                   | 20.4  | 20.1                                         | 304.7                                          |
| November                                         | 8.1                           | 7.6   | 2.4                       | 1.5                                   | 19.6  | 18.4                                         | 310.7                                          |
| December                                         | 8.9                           | 7.5   | 2.0                       | 1.7                                   | 20.1  | 20.3                                         | 315.6                                          |
| 1969 January                                     | 6.8                           | 6.9   | 1.9                       | 1.7                                   | 17.2  | 18.7                                         | 318.5                                          |
| February                                         | 7.5                           | 6.8   | 1.9                       | 1.4                                   | 17.6  | 20.0                                         | 320.6                                          |
| March                                            | 8.7                           | 7.6   | 1.7                       | 1.5                                   | 19.5  | 22.5                                         | 322.3                                          |
| April                                            | 8.4                           | 7.2   | 2.1                       | 1.4                                   | 19.0  | 19.1                                         | 326.8                                          |
| May                                              | 8.9                           | 8.1   | 1.7                       | 1.6                                   | 20.2  | 21.5                                         | 330.8                                          |
| June                                             | 8.3                           | 7.6   | 1.9                       | 1.6                                   | 19.3  | 21.1                                         | 334.4                                          |
| July                                             | 9.2                           | 8.7   | 2.2                       | 1.6                                   | 21.6  | 21.9                                         | 339.2                                          |
| August                                           | 8.6                           | 8.2   | 1.6                       | 1.5                                   | 19.9  | 20.1                                         | 344.1                                          |
| September                                        | 9.0                           | 8.1   | 2.1                       | 1.4                                   | 20.7  | 21.2                                         | 347.3                                          |
| October                                          | 10.5                          | 9.7   | 2.6                       | 1.6                                   | 24.4  | 23.0                                         | 355.6                                          |
| November                                         | 9.0                           | 8.5   | 2.2                       | 1.5                                   | 21.2  | 20.7                                         | 361.0                                          |
| December                                         | 10.4                          | 9.7   | 2.9                       | 1.8                                   | 24.8  | 24.2                                         | 365.9                                          |
| 1970 January                                     | 7.8                           | 9.0   | 1.4                       | 1.5                                   | 19.6  | 20.8                                         | 370.4                                          |
| February                                         | 8.6                           | 8.7   | 1.9                       | 1.3                                   | 20.5  | 21.2                                         | 374.7                                          |
| March                                            | 9.9                           | 8.9   | 1.8                       | 1.2                                   | 21.8  | 24.5                                         | 376.6                                          |

TABLE 3. - NON-RETAIL FINANCE BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS, CASH COLLECTIONS  
AND BALANCES OUTSTANDING : STATES - continued  
(\$ million)

| Period       | Amount financed during period |      |                           |                                       |       | Cash<br>collect-<br>ions<br>during<br>period | Balances<br>out-<br>standing<br>at end<br>of period |
|--------------|-------------------------------|------|---------------------------|---------------------------------------|-------|----------------------------------------------|-----------------------------------------------------|
|              | Motor vehicles,<br>etc.       |      | Plant<br>and<br>machinery | Household<br>and<br>personal<br>goods | Total |                                              |                                                     |
|              | New                           | Used |                           |                                       |       |                                              |                                                     |
| QUEENSLAND   |                               |      |                           |                                       |       |                                              |                                                     |
| Year 1966-67 | 42.0                          | 45.3 | 13.5                      | 16.8                                  | 117.6 | 142.5                                        | 188.5                                               |
| 1967-68      | 52.1                          | 53.4 | 18.2                      | 15.6                                  | 139.2 | 157.2                                        | 207.2                                               |
| 1968-69      | 50.0                          | 57.2 | 20.4                      | 14.4                                  | 142.0 | 164.9                                        | 221.0                                               |
| Month        |                               |      |                           |                                       |       |                                              |                                                     |
| 1968 October | 4.7                           | 5.2  | 2.4                       | 1.2                                   | 13.5  | 14.3                                         | 213.7                                               |
| November     | 4.1                           | 4.7  | 1.7                       | 1.3                                   | 11.9  | 13.4                                         | 215.1                                               |
| December     | 4.6                           | 4.9  | 1.6                       | 1.7                                   | 12.8  | 14.4                                         | 216.6                                               |
| 1969 January | 4.0                           | 5.0  | 1.4                       | 1.1                                   | 11.5  | 14.6                                         | 216.6                                               |
| February     | 3.5                           | 4.4  | 1.7                       | 1.1                                   | 10.8  | 13.8                                         | 216.5                                               |
| March        | 4.0                           | 4.9  | 1.2                       | 1.1                                   | 11.2  | 13.8                                         | 216.7                                               |
| April        | 3.9                           | 4.3  | 1.3                       | 1.0                                   | 10.5  | 13.0                                         | 217.0                                               |
| May          | 4.6                           | 4.9  | 1.6                       | 1.1                                   | 12.3  | 13.6                                         | 218.6                                               |
| June         | 4.7                           | 4.7  | 2.0                       | 1.1                                   | 12.5  | 13.5                                         | 221.0                                               |
| July         | 5.0                           | 5.4  | 2.6                       | 1.2                                   | 14.2  | 15.2                                         | 223.9                                               |
| August       | 4.4                           | 5.1  | 1.4                       | 1.1                                   | 11.9  | 13.6                                         | 225.6                                               |
| September    | 5.3                           | 4.4  | 1.5                       | 1.2                                   | 12.5  | 14.8                                         | 226.5                                               |
| October      | 4.6                           | 5.3  | 1.8                       | 1.2                                   | 12.9  | 15.4                                         | 227.6                                               |
| November     | 3.9                           | 4.7  | 1.5                       | 1.3                                   | 11.5  | 13.4                                         | 229.1                                               |
| December     | 4.7                           | 5.5  | 1.4                       | 1.7                                   | 13.3  | 15.2                                         | 231.1                                               |
| 1970 January | 3.8                           | 5.3  | 1.5                       | 1.0                                   | 11.6  | 14.3                                         | 230.8                                               |
| February     | 3.6                           | 5.3  | 1.5                       | 1.1                                   | 11.6  | 14.0                                         | 231.8                                               |
| March        | 4.2                           | 5.6  | 1.4                       | 1.1                                   | 12.4  | 14.7                                         | 233.1                                               |

## SOUTH AUSTRALIA AND NORTHERN TERRITORY

|              |      |      |     |      |      |      |       |
|--------------|------|------|-----|------|------|------|-------|
| Year 1966-67 | 22.4 | 24.0 | 4.3 | 10.8 | 61.5 | 80.2 | 104.9 |
| 1967-68      | 27.9 | 27.3 | 4.7 | 8.6  | 68.6 | 79.7 | 112.1 |
| 1968-69      | 35.7 | 36.3 | 6.9 | 7.6  | 86.5 | 91.0 | 128.7 |
| Month        |      |      |     |      |      |      |       |
| 1968 October | 3.2  | 2.9  | 1.1 | 0.7  | 7.8  | 7.5  | 118.5 |
| November     | 2.9  | 2.9  | 1.0 | 0.6  | 7.4  | 7.0  | 120.7 |
| December     | 3.0  | 3.2  | 0.6 | 0.7  | 7.5  | 7.1  | 122.9 |
| 1969 January | 2.7  | 3.4  | 0.4 | 0.7  | 7.2  | 7.6  | 124.4 |
| February     | 2.7  | 2.9  | 0.4 | 0.6  | 6.7  | 7.9  | 124.8 |
| March        | 3.2  | 3.2  | 0.6 | 0.6  | 7.5  | 9.3  | 125.2 |
| April        | 3.1  | 3.1  | 0.5 | 0.5  | 7.2  | 8.1  | 126.1 |
| May          | 3.6  | 3.5  | 0.5 | 0.6  | 8.2  | 8.3  | 128.0 |
| June         | 3.0  | 3.1  | 0.4 | 0.6  | 7.0  | 7.5  | 128.7 |
| July         | 3.7  | 3.8  | 0.5 | 0.6  | 8.5  | 8.5  | 130.9 |
| August       | 3.6  | 3.6  | 0.3 | 0.6  | 8.0  | 7.9  | 133.4 |
| September    | 3.7  | 3.4  | 0.3 | 0.6  | 8.0  | 8.3  | 135.2 |
| October      | 3.6  | 3.8  | 0.4 | 0.6  | 8.4  | 8.6  | 137.0 |
| November     | 3.3  | 3.3  | 0.5 | 0.6  | 7.7  | 8.1  | 138.5 |
| December     | 3.6  | 3.9  | 0.6 | 0.7  | 8.8  | 9.3  | 140.3 |
| 1970 January | 3.2  | 4.6  | 0.3 | 0.6  | 8.7  | 9.3  | 142.0 |
| February     | 3.4  | 4.4  | 0.3 | 0.8  | 8.9  | 9.3  | 144.1 |
| March        | 3.5  | 4.3  | 0.6 | 0.6  | 8.9  | 10.3 | 144.1 |

TABLE 3. - NON-RETAIL FINANCE BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS, CASH COLLECTIONS  
AND BALANCES OUTSTANDING : STATES - continued  
(\$ million)

| Period            | Amount financed during period |      |                           |                                       |       | Cash<br>collection-<br>ions during<br>period | Balances<br>out-<br>standing<br>at end<br>of period |
|-------------------|-------------------------------|------|---------------------------|---------------------------------------|-------|----------------------------------------------|-----------------------------------------------------|
|                   | Motor vehicles<br>etc.        |      | Plant<br>and<br>machinery | Household<br>and<br>personal<br>goods | Total |                                              |                                                     |
|                   | New                           | Used |                           |                                       |       |                                              |                                                     |
| WESTERN AUSTRALIA |                               |      |                           |                                       |       |                                              |                                                     |
| Year 1966-67      | 28.8                          | 26.5 | 12.4                      | 6.1                                   | 73.7  | 77.4                                         | 101.3                                               |
| 1967-68           | 37.3                          | 32.2 | 16.0                      | 7.1                                   | 92.5  | 89.6                                         | 125.8                                               |
| 1968-69           | 38.6                          | 37.1 | 15.3                      | 6.7                                   | 97.7  | 102.6                                        | 143.2                                               |
| Month             |                               |      |                           |                                       |       |                                              |                                                     |
| 1968 October      | 3.4                           | 3.3  | 1.9                       | 0.6                                   | 9.4   | 7.9                                          | 134.4                                               |
| November          | 3.6                           | 3.2  | 1.8                       | 0.6                                   | 9.2   | 7.3                                          | 138.3                                               |
| December          | 3.2                           | 3.0  | 1.5                       | 0.6                                   | 8.2   | 7.8                                          | 140.5                                               |
| 1969 January      | 3.4                           | 3.0  | 0.9                       | 0.5                                   | 7.9   | 9.8                                          | 140.4                                               |
| February          | 3.0                           | 3.1  | 1.1                       | 0.5                                   | 7.7   | 13.7                                         | 136.5                                               |
| March             | 3.1                           | 2.9  | 1.4                       | 0.4                                   | 7.8   | 10.0                                         | 136.4                                               |
| April             | 3.2                           | 3.1  | 1.3                       | 0.5                                   | 8.0   | 8.3                                          | 138.0                                               |
| May               | 3.9                           | 3.6  | 1.6                       | 0.5                                   | 9.6   | 8.6                                          | 141.0                                               |
| June              | 3.5                           | 3.3  | 1.0                       | 0.5                                   | 8.2   | 7.6                                          | 143.2                                               |
| July              | 3.6                           | 3.8  | 1.5                       | 0.5                                   | 9.4   | 9.2                                          | 145.6                                               |
| August            | 3.1                           | 3.3  | 1.0                       | 0.5                                   | 8.0   | 8.3                                          | 147.5                                               |
| September         | 3.6                           | 3.7  | 0.8                       | 0.5                                   | 8.6   | 8.3                                          | 149.6                                               |
| October           | 3.8                           | 4.0  | 1.4                       | 0.6                                   | 9.7   | 9.2                                          | 152.2                                               |
| November          | 3.3                           | 3.6  | 1.6                       | 0.5                                   | 9.1   | 8.5                                          | 154.9                                               |
| December          | 3.8                           | 4.0  | 1.7                       | 0.8                                   | 10.4  | 9.8                                          | 157.6                                               |
| 1970 January      | 3.2                           | 3.8  | 1.0                       | 0.6                                   | 8.6   | 10.2                                         | 157.9                                               |
| February          | 3.3                           | 3.7  | 0.9                       | 0.6                                   | 8.6   | 12.5                                         | 156.8                                               |
| March             | 3.0                           | 4.0  | 2.1                       | 0.5                                   | 9.6   | 11.2                                         | 157.0                                               |

## TASMANIA

|              |      |      |     |     |      |      |      |
|--------------|------|------|-----|-----|------|------|------|
| Year 1966-67 | 8.4  | 10.6 | 2.6 | 3.8 | 25.4 | 31.3 | 38.8 |
| 1967-68      | 10.3 | 11.6 | 3.1 | 4.1 | 29.1 | 32.6 | 43.1 |
| 1968-69      | 9.9  | 12.0 | 3.9 | 4.4 | 30.2 | 36.2 | 45.3 |
| Month        |      |      |     |     |      |      |      |
| 1968 October | 0.8  | 1.1  | 0.3 | 0.4 | 2.6  | 3.1  | 44.0 |
| November     | 0.9  | 1.0  | 0.3 | 0.4 | 2.7  | 2.9  | 44.5 |
| December     | 0.9  | 1.0  | 0.3 | 0.4 | 2.6  | 3.0  | 44.9 |
| 1969 January | 0.8  | 1.1  | 0.3 | 0.3 | 2.6  | 3.0  | 45.1 |
| February     | 0.6  | 0.9  | 0.4 | 0.4 | 2.3  | 2.8  | 45.2 |
| March        | 0.8  | 1.0  | 0.4 | 0.3 | 2.4  | 3.3  | 45.1 |
| April        | 0.9  | 0.9  | 0.3 | 0.3 | 2.5  | 3.1  | 45.0 |
| May          | 0.9  | 1.2  | 0.3 | 0.3 | 2.8  | 3.2  | 45.3 |
| June         | 0.7  | 0.9  | 0.3 | 0.4 | 2.3  | 2.9  | 45.3 |
| July         | 0.9  | 1.0  | 0.3 | 0.4 | 2.7  | 3.0  | 45.5 |
| August       | 0.7  | 1.1  | 0.3 | 0.3 | 2.4  | 3.0  | 45.7 |
| September    | 0.9  | 1.1  | 0.4 | 0.4 | 2.7  | 3.1  | 46.0 |
| October      | 0.9  | 1.1  | 0.5 | 0.4 | 2.9  | 3.2  | 46.7 |
| November     | 0.8  | 1.1  | 0.3 | 0.4 | 2.6  | 2.9  | 47.0 |
| December     | 0.8  | 1.1  | 0.4 | 0.4 | 2.8  | 3.2  | 47.4 |
| 1970 January | 0.9  | 1.0  | 0.3 | 0.4 | 2.6  | 2.8  | 47.8 |
| February     | 0.7  | 1.0  | 0.2 | 0.3 | 2.2  | 2.9  | 47.8 |
| March        | 0.7  | 1.0  | 0.3 | 0.3 | 2.3  | 3.1  | 47.6 |

TABLE 4. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

## AMOUNT FINANCED BY COMMODITY GROUPS : STATES

(\$ million)

| Period               | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A. | Tas. | Australia |
|----------------------|-------------------------|-------|-------|---------------------|------|------|-----------|
| MOTOR VEHICLES, ETC. |                         |       |       |                     |      |      |           |
| Year 1966-67         | 208.9                   | 136.3 | 89.0  | 48.1                | 60.2 | 19.4 | 561.9     |
| 1967-68              | 244.6                   | 163.6 | 106.7 | 57.2                | 74.1 | 22.3 | 669.0     |
| 1968-69              | 279.3                   | 188.4 | 108.3 | 74.2                | 81.9 | 22.8 | 754.9     |
| Quarter 1968 March   | 50.5                    | 38.7  | 25.5  | 14.5                | 19.0 | 5.6  | 163.7     |
| June                 | 63.5                    | 42.3  | 25.8  | 15.3                | 19.7 | 5.6  | 172.2     |
| September            | 64.6                    | 42.4  | 26.2  | 16.9                | 18.4 | 5.7  | 174.1     |
| December             | 73.0                    | 50.3  | 28.6  | 18.7                | 21.3 | 6.0  | 198.0     |
| 1969 March           | 67.8                    | 45.6  | 26.1  | 18.6                | 20.2 | 5.3  | 183.6     |
| June                 | 73.9                    | 50.1  | 27.5  | 19.9                | 22.0 | 5.8  | 199.2     |
| September            | 76.9                    | 53.1  | 29.8  | 22.2                | 22.5 | 6.0  | 210.4     |
| December             | 80.7                    | 59.3  | 29.0  | 22.1                | 24.0 | 6.1  | 221.2     |
| 1970 March           | 77.8                    | 54.3  | 28.1  | 23.8                | 22.2 | 5.5  | 211.7     |
| PLANT AND MACHINERY  |                         |       |       |                     |      |      |           |
| Year 1966-67         | 33.9                    | 18.0  | 13.8  | 4.7                 | 14.2 | 2.7  | 87.3      |
| 1967-68              | 34.4                    | 18.0  | 18.4  | 5.1                 | 17.9 | 3.3  | 97.0      |
| 1968-69              | 45.4                    | 23.3  | 20.6  | 7.4                 | 17.3 | 4.0  | 118.1     |
| Quarter 1968 March   | 8.3                     | 3.8   | 3.8   | 1.2                 | 4.8  | 0.6  | 22.5      |
| June                 | 9.4                     | 4.3   | 6.2   | 1.4                 | 4.9  | 1.2  | 27.4      |
| September            | 8.5                     | 4.9   | 5.6   | 1.6                 | 3.2  | 1.0  | 24.8      |
| December             | 15.2                    | 6.9   | 5.7   | 2.8                 | 5.7  | 1.0  | 37.3      |
| 1969 March           | 11.0                    | 5.7   | 4.4   | 1.5                 | 4.0  | 1.1  | 27.8      |
| June                 | 10.6                    | 5.8   | 4.9   | 1.5                 | 4.4  | 1.0  | 28.2      |
| September            | 9.3                     | 6.1   | 5.6   | 1.2                 | 3.5  | 1.1  | 26.8      |
| December             | 12.0                    | 7.7   | 4.8   | 1.6                 | 5.0  | 1.2  | 32.4      |
| 1970 March           | 9.9                     | 5.1   | 4.5   | 1.2                 | 4.3  | 0.9  | 25.9      |

## HOUSEHOLD AND PERSONAL GOODS

|                    |       |      |      |      |      |     |       |
|--------------------|-------|------|------|------|------|-----|-------|
| Year 1966-67       | 143.2 | 83.8 | 50.4 | 29.6 | 22.9 | 8.5 | 338.4 |
| 1967-68            | 151.2 | 88.5 | 51.8 | 27.7 | 25.1 | 8.8 | 353.2 |
| 1968-69            | 153.8 | 94.5 | 49.2 | 28.2 | 25.4 | 9.8 | 360.9 |
| Quarter 1968 March | 31.1  | 19.1 | 12.0 | 6.7  | 5.8  | 1.9 | 76.6  |
| June               | 38.2  | 23.2 | 12.3 | 7.1  | 6.2  | 2.2 | 89.2  |
| September          | 36.7  | 22.6 | 12.1 | 7.0  | 6.6  | 2.3 | 87.3  |
| December           | 48.0  | 27.4 | 14.9 | 8.7  | 7.3  | 2.9 | 109.2 |
| 1969 March         | 30.9  | 20.0 | 10.7 | 6.2  | 5.4  | 2.2 | 75.5  |
| June               | 38.2  | 24.5 | 11.5 | 6.3  | 6.2  | 2.3 | 89.0  |
| September          | 38.3  | 22.8 | 12.0 | 6.6  | 6.2  | 2.3 | 88.2  |
| December           | 50.2  | 29.7 | 15.3 | 8.9  | 7.7  | 2.9 | 114.7 |
| 1970 March         | 32.1  | 20.7 | 11.2 | 7.0  | 5.7  | 2.0 | 78.8  |

## TOTAL

|                    |       |       |       |       |       |      |         |
|--------------------|-------|-------|-------|-------|-------|------|---------|
| Year 1966-67       | 386.0 | 238.1 | 153.2 | 82.4  | 97.3  | 30.6 | 987.5   |
| 1967-68            | 430.1 | 270.1 | 176.9 | 90.0  | 117.6 | 34.4 | 1,119.2 |
| 1968-69            | 478.5 | 306.3 | 178.1 | 109.8 | 124.6 | 36.5 | 1,233.9 |
| Quarter 1968 March | 99.8  | 61.6  | 41.3  | 22.4  | 29.6  | 8.1  | 262.8   |
| June               | 111.2 | 69.7  | 44.2  | 23.8  | 30.8  | 9.0  | 288.8   |
| September          | 109.7 | 69.9  | 43.9  | 25.5  | 28.1  | 9.0  | 286.1   |
| December           | 136.3 | 84.6  | 49.1  | 30.2  | 34.3  | 9.9  | 344.4   |
| 1969 March         | 109.7 | 71.3  | 41.2  | 26.4  | 29.6  | 8.6  | 286.8   |
| June               | 122.7 | 80.5  | 43.9  | 27.7  | 32.5  | 9.1  | 316.4   |
| September          | 124.5 | 82.0  | 47.4  | 30.0  | 32.2  | 9.3  | 325.4   |
| December           | 142.8 | 96.7  | 49.2  | 32.6  | 36.7  | 10.2 | 368.3   |
| 1970 March         | 119.8 | 80.1  | 43.8  | 32.1  | 32.2  | 8.5  | 316.4   |

TABLE 5. - NON-RETAIL FINANCE BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS : STATES  
(\$ million)

| Period               | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A. | Tas. | Australia |
|----------------------|-------------------------|-------|-------|---------------------|------|------|-----------|
| MOTOR VEHICLES, ETC. |                         |       |       |                     |      |      |           |
| Year 1966-67         | 203.0                   | 131.2 | 87.3  | 46.4                | 55.2 | 19.0 | 542.1     |
| 1967-68              | 237.7                   | 158.3 | 105.5 | 55.3                | 69.4 | 21.9 | 648.0     |
| 1968-69              | 271.2                   | 182.0 | 107.2 | 72.0                | 75.7 | 21.9 | 730.0     |
| Quarter 1968 March   | 58.9                    | 37.4  | 25.3  | 14.0                | 17.7 | 5.5  | 158.8     |
| June                 | 61.7                    | 40.6  | 25.3  | 14.8                | 18.5 | 5.5  | 166.4     |
| September            | 62.7                    | 40.8  | 26.0  | 16.3                | 17.0 | 5.5  | 168.3     |
| December             | 70.6                    | 48.6  | 28.3  | 18.1                | 19.8 | 5.7  | 191.0     |
| 1969 March           | 66.0                    | 44.2  | 25.8  | 18.1                | 18.4 | 5.1  | 177.7     |
| June                 | 71.9                    | 48.4  | 27.2  | 19.4                | 20.4 | 5.6  | 193.0     |
| September            | 75.1                    | 51.8  | 29.6  | 21.8                | 21.2 | 5.8  | 205.2     |
| December             | 78.8                    | 57.8  | 28.7  | 21.4                | 22.6 | 5.9  | 215.3     |
| 1970 March           | 76.0                    | 52.8  | 27.8  | 23.3                | 21.0 | 5.3  | 206.2     |
| PLANT AND MACHINERY  |                         |       |       |                     |      |      |           |
| Year 1966-67         | 33.5                    | 17.1  | 13.6  | 4.3                 | 12.4 | 2.6  | 83.5      |
| 1967-68              | 34.1                    | 17.5  | 18.2  | 4.7                 | 16.0 | 3.1  | 93.6      |
| 1968-69              | 45.2                    | 22.5  | 20.4  | 6.9                 | 15.3 | 3.9  | 114.2     |
| Quarter 1968 March   | 8.2                     | 3.7   | 3.7   | 1.1                 | 4.3  | 0.6  | 21.6      |
| June                 | 9.4                     | 4.2   | 6.1   | 1.3                 | 4.2  | 1.1  | 26.3      |
| September            | 8.4                     | 4.7   | 5.5   | 1.5                 | 2.6  | 1.0  | 23.6      |
| December             | 15.2                    | 6.8   | 5.6   | 2.7                 | 5.2  | 0.9  | 36.4      |
| 1969 March           | 11.0                    | 5.5   | 4.3   | 1.4                 | 3.6  | 1.1  | 26.9      |
| June                 | 10.6                    | 5.7   | 4.9   | 1.3                 | 3.9  | 1.0  | 27.3      |
| September            | 9.2                     | 6.0   | 5.5   | 1.1                 | 3.2  | 1.0  | 26.0      |
| December             | 11.9                    | 7.7   | 4.8   | 1.5                 | 4.7  | 1.2  | 31.7      |
| 1970 March           | 9.9                     | 5.1   | 4.4   | 1.2                 | 4.0  | 0.9  | 25.5      |

## HOUSEHOLD AND PERSONAL GOODS

|                    |      |      |      |      |     |     |      |
|--------------------|------|------|------|------|-----|-----|------|
| Year 1966-67       | 32.4 | 14.5 | 16.8 | 10.8 | 6.1 | 3.8 | 84.4 |
| 1967-68            | 35.2 | 17.2 | 15.6 | 8.6  | 7.1 | 4.1 | 87.8 |
| 1968-69            | 36.4 | 18.6 | 14.4 | 7.6  | 6.7 | 4.4 | 88.1 |
| Quarter 1968 March | 8.5  | 4.3  | 3.8  | 2.3  | 1.7 | 0.9 | 21.5 |
| June               | 8.8  | 4.7  | 3.6  | 2.1  | 1.9 | 1.1 | 22.0 |
| September          | 9.1  | 4.7  | 3.6  | 2.1  | 2.0 | 1.1 | 22.5 |
| December           | 9.9  | 4.8  | 4.3  | 2.0  | 1.7 | 1.2 | 23.9 |
| 1969 March         | 8.6  | 4.6  | 3.3  | 1.9  | 1.5 | 1.0 | 20.9 |
| June               | 8.8  | 4.6  | 3.2  | 1.7  | 1.5 | 1.0 | 20.8 |
| September          | 9.2  | 4.5  | 3.5  | 1.7  | 1.6 | 1.1 | 21.5 |
| December           | 9.8  | 5.0  | 4.3  | 2.0  | 1.9 | 1.2 | 24.0 |
| 1970 March         | 8.7  | 4.1  | 3.3  | 2.0  | 1.8 | 0.9 | 20.8 |

## TOTAL

|                    |       |       |       |      |      |      |       |
|--------------------|-------|-------|-------|------|------|------|-------|
| Year 1966-67       | 268.9 | 162.8 | 117.6 | 61.5 | 73.7 | 25.4 | 710.0 |
| 1967-68            | 307.0 | 193.0 | 139.2 | 68.6 | 92.5 | 29.1 | 829.4 |
| 1968-69            | 352.8 | 223.2 | 142.0 | 86.5 | 97.7 | 30.2 | 932.3 |
| Quarter 1968 March | 75.6  | 45.5  | 32.8  | 17.4 | 23.7 | 7.0  | 201.9 |
| June               | 79.9  | 49.4  | 35.0  | 18.2 | 24.5 | 7.7  | 214.7 |
| September          | 80.2  | 50.1  | 35.1  | 19.9 | 21.6 | 7.5  | 214.4 |
| December           | 95.7  | 60.1  | 38.2  | 22.7 | 26.8 | 7.9  | 251.3 |
| 1969 March         | 85.6  | 54.3  | 33.5  | 21.4 | 23.5 | 7.3  | 225.5 |
| June               | 91.3  | 58.6  | 35.3  | 22.4 | 25.8 | 7.6  | 241.1 |
| September          | 93.5  | 62.2  | 38.6  | 24.6 | 26.0 | 7.8  | 252.7 |
| December           | 100.4 | 70.4  | 37.7  | 24.9 | 29.2 | 8.3  | 270.9 |
| 1970 March         | 94.6  | 61.9  | 35.5  | 26.5 | 26.8 | 7.1  | 252.4 |

TABLE 6. - RETAIL BUSINESSES  
AMOUNT FINANCED BY COMMODITY GROUPS : STATES  
(\$ million)

| Period               | N.S.W.<br>and<br>A.C.T. | Vic. | Qld | S.A.<br>and<br>N.T. | W.A. | Tas. | Australia |
|----------------------|-------------------------|------|-----|---------------------|------|------|-----------|
| MOTOR VEHICLES, ETC. |                         |      |     |                     |      |      |           |
| Year 1966-67         | 5.9                     | 5.0  | 1.7 | 1.8                 | 5.0  | 0.4  | 19.8      |
| 1967-68              | 6.8                     | 5.3  | 1.2 | 2.0                 | 5.2  | 0.4  | 21.0      |
| 1968-69              | 8.2                     | 6.4  | 1.1 | 2.2                 | 6.2  | 0.8  | 24.9      |
| Quarter 1968 March   | 1.6                     | 1.2  | 0.2 | 0.5                 | 1.3  | 0.1  | 4.9       |
| June                 | 1.8                     | 1.7  | 0.5 | 0.5                 | 1.3  | 0.1  | 5.8       |
| September            | 1.9                     | 1.6  | 0.3 | 0.6                 | 1.3  | 0.2  | 5.9       |
| December             | 2.4                     | 1.8  | 0.3 | 0.6                 | 1.5  | 0.3  | 6.9       |
| 1969 March           | 1.8                     | 1.4  | 0.3 | 0.5                 | 1.8  | 0.2  | 5.8       |
| June                 | 2.0                     | 1.7  | 0.3 | 0.5                 | 1.5  | 0.2  | 6.2       |
| September            | 1.8                     | 1.3  | 0.3 | 0.4                 | 1.2  | 0.2  | 5.2       |
| December             | 1.9                     | 1.5  | 0.3 | 0.6                 | 1.4  | 0.2  | 6.0       |
| 1970 March           | 1.8                     | 1.5  | 0.3 | 0.5                 | 1.2  | 0.2  | 5.5       |
| PLANT AND MACHINERY  |                         |      |     |                     |      |      |           |
| Year 1966-67         | 0.4                     | 0.9  | 0.2 | 0.3                 | 1.8  | 0.1  | 3.7       |
| 1967-68              | 0.3                     | 0.5  | 0.2 | 0.3                 | 1.9  | 0.2  | 3.4       |
| 1968-69              | 0.2                     | 0.8  | 0.2 | 0.5                 | 2.0  | 0.1  | 3.8       |
| Quarter 1968 March   | 0.1                     | 0.1  | *   | 0.1                 | 0.5  | *    | 0.8       |
| June                 | 0.1                     | 0.2  | *   | 0.1                 | 0.7  | *    | 1.1       |
| September            | 0.1                     | 0.3  | 0.1 | 0.1                 | 0.6  | *    | 1.1       |
| December             | *                       | 0.1  | 0.1 | 0.2                 | 0.5  | *    | 0.9       |
| 1969 March           | 0.1                     | 0.2  | 0.1 | 0.1                 | 0.5  | *    | 0.9       |
| June                 | *                       | 0.2  | 0.1 | 0.1                 | 0.5  | *    | 0.9       |
| September            | 0.1                     | 0.2  | 0.1 | 0.1                 | 0.3  | 0.1  | 0.8       |
| December             | 0.1                     | 0.1  | 0.1 | 0.1                 | 0.3  | *    | 0.7       |
| 1970 March           | *                       | 0.1  | *   | 0.1                 | 0.3  | *    | 0.5       |

## HOUSEHOLD AND PERSONAL GOODS

|                    |       |      |      |      |      |     |       |
|--------------------|-------|------|------|------|------|-----|-------|
| Year 1966-67       | 110.8 | 69.3 | 33.7 | 18.8 | 16.8 | 4.7 | 254.0 |
| 1967-68            | 116.0 | 71.3 | 36.3 | 19.2 | 17.9 | 4.7 | 265.4 |
| 1968-69            | 117.4 | 75.9 | 34.8 | 20.6 | 18.7 | 5.4 | 272.8 |
| Quarter 1968 March | 22.6  | 14.8 | 8.2  | 4.4  | 4.1  | 1.0 | 55.1  |
| June               | 29.4  | 18.5 | 8.7  | 5.1  | 4.3  | 1.2 | 67.2  |
| September          | 27.6  | 17.9 | 8.5  | 4.9  | 4.6  | 1.2 | 64.7  |
| December           | 38.2  | 22.6 | 10.6 | 6.7  | 5.5  | 1.7 | 85.3  |
| 1969 March         | 22.3  | 15.4 | 7.4  | 4.4  | 4.0  | 1.1 | 54.6  |
| June               | 29.4  | 20.0 | 8.3  | 4.6  | 4.7  | 1.3 | 68.3  |
| September          | 29.1  | 18.3 | 8.5  | 4.8  | 4.7  | 1.3 | 66.7  |
| December           | 40.4  | 24.7 | 11.1 | 7.0  | 5.8  | 1.7 | 90.7  |
| 1970 March         | 23.4  | 16.6 | 8.0  | 5.1  | 3.9  | 1.1 | 58.0  |

## TOTAL

|                    |       |      |      |      |      |     |       |
|--------------------|-------|------|------|------|------|-----|-------|
| Year 1966-67       | 117.1 | 75.2 | 35.6 | 20.9 | 23.6 | 5.2 | 277.6 |
| 1967-68            | 123.1 | 77.1 | 37.6 | 21.5 | 25.1 | 5.3 | 289.8 |
| 1968-69            | 125.7 | 83.1 | 36.2 | 23.3 | 26.9 | 6.3 | 301.5 |
| Quarter 1968 March | 24.3  | 15.2 | 8.5  | 5.0  | 5.9  | 1.1 | 60.9  |
| June               | 31.3  | 20.3 | 9.2  | 5.6  | 6.3  | 1.3 | 74.1  |
| September          | 29.5  | 19.7 | 8.9  | 5.6  | 6.5  | 1.5 | 71.7  |
| December           | 40.6  | 24.5 | 10.9 | 7.5  | 7.5  | 2.0 | 85.1  |
| 1969 March         | 24.1  | 17.0 | 7.7  | 5.0  | 6.2  | 1.3 | 61.3  |
| June               | 31.4  | 21.8 | 8.6  | 5.3  | 6.7  | 1.5 | 75.4  |
| September          | 30.9  | 19.8 | 8.8  | 5.4  | 6.2  | 1.6 | 72.7  |
| December           | 42.4  | 26.4 | 11.4 | 7.7  | 7.5  | 1.9 | 97.3  |
| 1970 March         | 25.2  | 18.2 | 8.2  | 5.6  | 5.4  | 1.4 | 64.0  |

† Less than \$50,000.

TABLE 7. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES

## CASH COLLECTIONS : STATES

(\$ million)

| Period                        | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A.  | Tas. | Aust.   |
|-------------------------------|-------------------------|-------|-------|---------------------|-------|------|---------|
| NON-RETAIL FINANCE BUSINESSES |                         |       |       |                     |       |      |         |
| Year 1966-67                  | 322.1                   | 200.5 | 152.5 | 80.2                | 77.4  | 31.3 | 854.1   |
| 1967-68                       | 339.5                   | 207.9 | 157.2 | 79.7                | 89.6  | 32.6 | 906.5   |
| 1968-69                       | 382.9                   | 236.2 | 164.9 | 91.0                | 102.6 | 36.2 | 1,013.9 |
| Quarter 1968 March            | 89.1                    | 51.9  | 40.7  | 21.1                | 30.0  | 8.0  | 240.9   |
| June                          | 87.3                    | 53.1  | 38.8  | 20.0                | 21.3  | 8.5  | 228.9   |
| September                     | 90.9                    | 54.7  | 40.5  | 20.8                | 21.6  | 8.8  | 237.4   |
| December                      | 92.0                    | 58.7  | 42.1  | 21.7                | 22.9  | 9.1  | 246.5   |
| 1969 March                    | 101.7                   | 61.1  | 42.2  | 24.8                | 33.5  | 9.1  | 272.3   |
| June                          | 98.2                    | 61.6  | 40.1  | 23.9                | 24.5  | 9.3  | 257.7   |
| September                     | 100.9                   | 63.2  | 43.6  | 24.6                | 25.8  | 9.1  | 267.1   |
| December                      | 102.9                   | 67.9  | 43.9  | 26.1                | 27.5  | 9.4  | 277.6   |
| 1970 March                    | 108.4                   | 66.5  | 43.0  | 28.3                | 33.9  | 8.8  | 289.6   |

## RETAIL BUSINESSES

| Period             | N.S.W.<br>and<br>A.C.T. | Vic. | Qld  | S.A.<br>and<br>N.T. | W.A. | Tas. | Aust. |
|--------------------|-------------------------|------|------|---------------------|------|------|-------|
| Year 1966-67       | 144.1                   | 89.1 | 43.9 | 27.8                | 27.0 | 6.7  | 338.5 |
| 1967-68            | 143.7                   | 89.5 | 42.8 | 26.2                | 27.2 | 6.5  | 335.9 |
| 1968-69            | 149.5                   | 92.6 | 42.8 | 27.4                | 29.3 | 6.8  | 348.3 |
| Quarter 1968 March | 33.9                    | 20.9 | 10.3 | 6.4                 | 7.0  | 1.6  | 80.1  |
| June               | 36.7                    | 22.0 | 10.9 | 6.6                 | 7.0  | 1.6  | 84.8  |
| September          | 38.6                    | 23.2 | 11.5 | 6.9                 | 7.2  | 1.7  | 89.2  |
| December           | 38.2                    | 24.0 | 10.8 | 6.8                 | 7.4  | 1.7  | 88.9  |
| 1969 March         | 35.5                    | 22.3 | 10.3 | 6.7                 | 7.3  | 1.7  | 83.8  |
| June               | 37.3                    | 23.0 | 10.2 | 6.9                 | 7.3  | 1.7  | 86.4  |
| September          | 38.9                    | 24.7 | 10.6 | 6.7                 | 8.1  | 1.8  | 90.7  |
| December           | 39.7                    | 24.6 | 10.6 | 6.9                 | 7.6  | 1.8  | 91.2  |
| 1970 March         | 36.9                    | 22.5 | 10.5 | 7.1                 | 7.3  | 1.7  | 85.8  |

## ALL BUSINESSES

| Period             | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A.  | Tas. | Aust.   |
|--------------------|-------------------------|-------|-------|---------------------|-------|------|---------|
| Year 1966-67       | 466.2                   | 289.6 | 186.4 | 107.9               | 104.4 | 38.1 | 1,192.6 |
| 1967-68            | 483.2                   | 297.4 | 200.0 | 105.9               | 116.8 | 39.0 | 1,242.4 |
| 1968-69            | 532.4                   | 328.8 | 207.7 | 118.4               | 131.8 | 43.0 | 1,362.1 |
| Quarter 1968 March | 123.1                   | 72.7  | 51.0  | 27.5                | 37.0  | 9.6  | 321.0   |
| June               | 123.9                   | 75.0  | 49.7  | 26.6                | 28.4  | 10.0 | 313.7   |
| September          | 129.5                   | 78.0  | 52.0  | 27.7                | 28.8  | 10.5 | 326.6   |
| December           | 130.2                   | 82.8  | 52.9  | 28.4                | 30.4  | 10.7 | 335.4   |
| 1969 March         | 137.2                   | 83.4  | 52.5  | 31.5                | 40.8  | 10.7 | 356.0   |
| June               | 135.5                   | 84.7  | 50.3  | 30.8                | 31.8  | 11.0 | 344.1   |
| September          | 139.7                   | 87.9  | 54.2  | 31.3                | 33.8  | 10.9 | 357.8   |
| December           | 142.6                   | 92.4  | 54.6  | 33.0                | 35.1  | 11.1 | 368.8   |
| 1970 March         | 145.3                   | 89.0  | 53.5  | 35.9                | 41.1  | 10.5 | 375.4   |

TABLE 8. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES

## BALANCES OUTSTANDING : STATES

(\$ million)

| At end of -                   | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A.  | Tas. | Australia |
|-------------------------------|-------------------------|-------|-------|---------------------|-------|------|-----------|
| NON-RETAIL FINANCE BUSINESSES |                         |       |       |                     |       |      |           |
| 1968 March                    | 446.7                   | 281.9 | 201.9 | 109.1               | 117.3 | 41.8 | 1,198.7   |
| June                          | 458.6                   | 291.3 | 207.2 | 112.1               | 125.8 | 43.1 | 1,238.0   |
| September                     | 469.3                   | 298.6 | 211.1 | 116.4               | 130.6 | 43.9 | 1,270.0   |
| December                      | 496.1                   | 315.6 | 216.6 | 122.9               | 140.5 | 44.9 | 1,336.6   |
| 1969 March                    | 501.9                   | 322.3 | 216.7 | 125.2               | 136.4 | 45.1 | 1,347.7   |
| June                          | 517.1                   | 334.4 | 221.0 | 128.7               | 143.2 | 45.3 | 1,389.0   |
| September                     | 534.3                   | 347.3 | 226.5 | 135.2               | 149.6 | 46.0 | 1,438.0   |
| December                      | 556.8                   | 365.9 | 231.1 | 140.3               | 157.6 | 47.4 | 1,499.2   |
| 1970 March                    | 564.0                   | 376.6 | 233.1 | 144.1               | 157.0 | 47.6 | 1,522.4   |

## RETAIL BUSINESSES

| Period     | N.S.W.<br>and<br>A.C.T. | Vic. | Qld  | S.A.<br>and<br>N.T. | W.A. | Tas. | Australia |
|------------|-------------------------|------|------|---------------------|------|------|-----------|
| 1968 March | 148.9                   | 82.7 | 45.8 | 26.3                | 26.4 | 6.5  | 336.6     |
| June       | 151.1                   | 82.5 | 45.6 | 25.9                | 26.8 | 6.5  | 338.4     |
| September  | 150.1                   | 82.7 | 44.3 | 25.3                | 26.3 | 6.6  | 335.2     |
| December   | 160.9                   | 85.2 | 46.1 | 27.0                | 27.4 | 7.1  | 353.7     |
| 1969 March | 154.5                   | 83.0 | 44.7 | 25.8                | 27.3 | 6.9  | 342.2     |
| June       | 156.0                   | 84.9 | 44.5 | 24.9                | 27.8 | 6.8  | 345.0     |
| September  | 154.2                   | 83.0 | 44.3 | 24.3                | 25.9 | 6.9  | 338.6     |
| December   | 166.6                   | 88.7 | 47.0 | 26.8                | 27.0 | 7.3  | 363.5     |
| 1970 March | 160.9                   | 87.4 | 45.9 | 26.3                | 25.6 | 7.2  | 353.3     |

## ALL BUSINESSES

| Period     | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A.  | Tas. | Australia |
|------------|-------------------------|-------|-------|---------------------|-------|------|-----------|
| 1968 March | 595.6                   | 364.7 | 247.7 | 135.4               | 143.7 | 48.3 | 1,535.3   |
| June       | 609.7                   | 373.7 | 252.8 | 138.1               | 152.6 | 49.5 | 1,576.4   |
| September  | 619.3                   | 381.3 | 255.5 | 141.7               | 156.9 | 50.4 | 1,605.2   |
| December   | 657.1                   | 400.8 | 262.7 | 149.9               | 167.8 | 52.0 | 1,690.3   |
| 1969 March | 656.4                   | 405.3 | 261.4 | 151.0               | 163.7 | 52.0 | 1,689.8   |
| June       | 673.1                   | 419.3 | 265.5 | 153.6               | 171.0 | 52.2 | 1,734.7   |
| September  | 688.4                   | 430.3 | 270.8 | 159.5               | 175.5 | 52.8 | 1,777.3   |
| December   | 723.5                   | 454.6 | 278.1 | 167.1               | 184.6 | 54.7 | 1,862.7   |
| 1970 March | 724.9                   | 464.0 | 279.0 | 170.4               | 182.5 | 54.8 | 1,875.6   |

TABLE 9. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

BALANCES OUTSTANDING (a) PER HEAD OF POPULATION : STATES

(\$)

| Quarter    | N.S.W.<br>and<br>A.C.T. | Vic. | Qld | S.A.<br>and<br>N.T. | W.A. | Tas. | Australia |
|------------|-------------------------|------|-----|---------------------|------|------|-----------|
| 1967 March | 128                     | 103  | 137 | 114                 | 139  | 121  | 122       |
| June       | 128                     | 104  | 138 | 113                 | 145  | 122  | 122       |
| September  | 128                     | 106  | 139 | 113                 | 151  | 123  | 123       |
| December   | 133                     | 109  | 144 | 115                 | 162  | 126  | 128       |
| 1968 March | 133                     | 110  | 144 | 114                 | 159  | 127  | 128       |
| June       | 136                     | 112  | 146 | 116                 | 168  | 130  | 131       |
| September  | 137                     | 114  | 147 | 119                 | 171  | 131  | 133       |
| December   | 145                     | 119  | 150 | 125                 | 180  | 135  | 139       |
| 1969 March | 143                     | 120  | 148 | 125                 | 174  | 134  | 138       |
| June       | 146                     | 124  | 150 | 127                 | 181  | 134  | 141       |
| September  | 149                     | 126  | 152 | 131                 | 184  | 136  | 144       |
| December   | 156                     | 134  | 156 | 138                 | 191  | 141  | 150       |
| 1970 March | 155                     | 135  | 155 | 138                 | 187  | 140  | 150       |

(a) Includes hiring charges, interest, insurance, etc.

TABLE 10. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

AMOUNT FINANCED BY COMMODITY GROUPS, AND BALANCES OUTSTANDING

BY TYPE OF CREDIT : AUSTRALIA

(\$ million)

| Period                   | Amount financed during period |                           |                                       |         | Balances out-<br>standing at end<br>of period |
|--------------------------|-------------------------------|---------------------------|---------------------------------------|---------|-----------------------------------------------|
|                          | Motor<br>vehicles,<br>etc.    | Plant<br>and<br>machinery | Household<br>and<br>personal<br>goods | Total   |                                               |
| HIRE PURCHASE            |                               |                           |                                       |         |                                               |
| Year 1966-67             | 405.9                         | 80.1                      | 128.8                                 | 614.8   | 994.3                                         |
| 1967-68                  | 431.2                         | 84.3                      | 133.3                                 | 648.7   | 1,027.0                                       |
| 1968-69                  | 463.6                         | 97.0                      | 133.9                                 | 694.6   | 1,080.8                                       |
| Quarter 1968 March       | 105.0                         | 19.9                      | 32.8                                  | 157.8   | 1,015.1                                       |
| June                     | 108.4                         | 23.4                      | 32.6                                  | 164.3   | 1,027.0                                       |
| September                | 108.3                         | 20.3                      | 33.6                                  | 162.2   | 1,033.8                                       |
| December                 | 123.2                         | 31.1                      | 36.7                                  | 191.1   | 1,072.5                                       |
| 1969 March               | 113.1                         | 22.8                      | 32.2                                  | 168.0   | 1,065.8                                       |
| June                     | 118.9                         | 22.9                      | 31.4                                  | 173.2   | 1,080.8                                       |
| September                | 124.0                         | 22.0                      | 33.9                                  | 179.9   | 1,096.9                                       |
| December                 | 130.1                         | 26.4                      | 37.3                                  | 193.8   | 1,131.2                                       |
| 1970 March               | 131.2                         | 21.0                      | 31.7                                  | 183.9   | 1,136.4                                       |
| OTHER INSTALLMENT CREDIT |                               |                           |                                       |         |                                               |
| Year 1966-67             | 156.0                         | 7.2                       | 209.6                                 | 372.8   | 448.8                                         |
| 1967-68                  | 237.8                         | 12.7                      | 219.9                                 | 470.5   | 549.4                                         |
| 1968-69                  | 291.3                         | 21.1                      | 227.0                                 | 539.3   | 654.0                                         |
| Quarter 1968 March       | 58.7                          | 2.6                       | 43.8                                  | 105.1   | 520.3                                         |
| June                     | 63.8                          | 4.0                       | 56.6                                  | 124.5   | 549.4                                         |
| September                | 65.8                          | 4.5                       | 53.6                                  | 123.9   | 571.4                                         |
| December                 | 74.7                          | 6.2                       | 72.4                                  | 153.4   | 617.8                                         |
| 1969 March               | 70.5                          | 5.0                       | 43.3                                  | 118.8   | 624.0                                         |
| June                     | 80.3                          | 5.3                       | 57.6                                  | 143.2   | 654.0                                         |
| September                | 86.4                          | 4.8                       | 54.3                                  | 145.5   | 680.4                                         |
| December                 | 91.1                          | 6.0                       | 77.4                                  | 174.4   | 730.9                                         |
| 1970 March               | 80.5                          | 4.9                       | 47.1                                  | 132.5   | 739.2                                         |
| TOTAL INSTALLMENT CREDIT |                               |                           |                                       |         |                                               |
| Year 1966-67             | 561.9                         | 87.3                      | 338.4                                 | 987.5   | 1,443.2                                       |
| 1967-68                  | 669.0                         | 97.0                      | 353.2                                 | 1,119.2 | 1,576.4                                       |
| 1968-69                  | 754.9                         | 118.1                     | 360.9                                 | 1,233.9 | 1,734.7                                       |
| Quarter 1968 March       | 163.7                         | 22.5                      | 76.6                                  | 262.8   | 1,535.3                                       |
| June                     | 172.2                         | 27.4                      | 89.2                                  | 288.8   | 1,576.4                                       |
| September                | 174.1                         | 24.8                      | 87.3                                  | 286.1   | 1,605.2                                       |
| December                 | 198.0                         | 37.3                      | 109.2                                 | 344.4   | 1,690.3                                       |
| 1969 March               | 183.6                         | 27.8                      | 75.5                                  | 286.8   | 1,689.6                                       |
| June                     | 199.2                         | 28.2                      | 89.0                                  | 316.4   | 1,734.7                                       |
| September                | 210.4                         | 26.8                      | 88.2                                  | 325.4   | 1,777.3                                       |
| December                 | 221.2                         | 32.4                      | 114.7                                 | 368.3   | 1,862.7                                       |
| 1970 March               | 211.7                         | 25.9                      | 78.8                                  | 316.4   | 1,875.6                                       |

NOTE. For definitions see Explanatory Notes, pages 4 to 6.

TABLE 11. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

## AMOUNT FINANCED BY TYPE OF CREDIT : STATES

(\$ million)

| Period                  | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A.  | Tas. | Australia |
|-------------------------|-------------------------|-------|-------|---------------------|-------|------|-----------|
| HIRE PURCHASE           |                         |       |       |                     |       |      |           |
| Year 1966-67            | 273.3                   | 108.2 | 94.5  | 41.6                | 71.5  | 25.7 | 614.8     |
| 1967-68                 | 305.9                   | 112.3 | 85.9  | 33.6                | 82.7  | 28.4 | 648.7     |
| 1968-69                 | 346.7                   | 121.9 | 77.9  | 32.1                | 86.8  | 29.2 | 694.6     |
| Quarter 1968 March      | 75.6                    | 25.7  | 20.2  | 8.3                 | 21.1  | 6.8  | 157.8     |
| June                    | 78.9                    | 28.0  | 20.4  | 8.2                 | 21.4  | 7.4  | 164.3     |
| September               | 79.1                    | 27.7  | 20.6  | 8.6                 | 18.9  | 7.3  | 162.2     |
| December                | 94.0                    | 33.6  | 22.3  | 9.3                 | 24.0  | 7.8  | 191.1     |
| 1969 March              | 84.1                    | 30.1  | 18.2  | 7.2                 | 21.4  | 7.0  | 168.0     |
| June                    | 89.5                    | 30.6  | 16.7  | 7.0                 | 22.4  | 7.1  | 173.2     |
| September               | 91.7                    | 31.4  | 19.3  | 6.8                 | 23.2  | 7.5  | 179.9     |
| December                | 97.8                    | 35.2  | 18.9  | 7.4                 | 26.5  | 8.1  | 193.8     |
| 1970 March              | 91.4                    | 33.5  | 18.1  | 10.0                | 24.1  | 6.9  | 181.9     |
| OTHER INSTALMENT CREDIT |                         |       |       |                     |       |      |           |
| Year 1966-67            | 112.7                   | 129.8 | 58.7  | 40.8                | 25.8  | 4.9  | 372.8     |
| 1967-68                 | 124.3                   | 157.9 | 90.9  | 56.5                | 34.9  | 6.0  | 470.5     |
| 1968-69                 | 131.3                   | 184.3 | 100.3 | 77.7                | 37.8  | 7.4  | 539.3     |
| Quarter 1968 March      | 24.2                    | 35.9  | 21.1  | 14.1                | 8.5   | 1.2  | 105.1     |
| June                    | 32.3                    | 41.8  | 23.8  | 15.6                | 9.4   | 1.6  | 124.5     |
| September               | 30.7                    | 42.2  | 23.4  | 16.8                | 9.2   | 1.6  | 123.9     |
| December                | 42.2                    | 51.1  | 26.8  | 20.9                | 10.2  | 2.1  | 153.4     |
| 1969 March              | 25.6                    | 41.2  | 23.0  | 19.2                | 8.2   | 1.6  | 118.8     |
| June                    | 33.3                    | 49.9  | 27.2  | 20.8                | 10.2  | 2.0  | 143.2     |
| September               | 32.8                    | 50.7  | 28.1  | 23.1                | 9.0   | 1.8  | 145.5     |
| December                | 45.0                    | 61.6  | 30.3  | 25.3                | 10.2  | 2.1  | 174.4     |
| 1970 March              | 28.4                    | 46.6  | 25.7  | 22.1                | 8.0   | 1.6  | 132.5     |
| TOTAL INSTALMENT CREDIT |                         |       |       |                     |       |      |           |
| Year 1966-67            | 386.0                   | 238.1 | 153.2 | 82.4                | 97.3  | 30.6 | 987.5     |
| 1967-68                 | 430.1                   | 270.1 | 176.9 | 90.9                | 117.6 | 34.4 | 1,119.2   |
| 1968-69                 | 478.5                   | 306.3 | 178.1 | 109.8               | 124.6 | 36.5 | 1,233.9   |
| Quarter 1968 March      | 99.8                    | 61.6  | 41.3  | 22.4                | 29.6  | 8.1  | 262.8     |
| June                    | 111.2                   | 69.7  | 44.2  | 23.8                | 30.8  | 9.0  | 288.6     |
| September               | 109.7                   | 69.9  | 43.9  | 25.5                | 28.1  | 9.0  | 286.1     |
| December                | 136.3                   | 84.6  | 49.1  | 30.2                | 34.3  | 9.9  | 344.4     |
| 1969 March              | 109.7                   | 71.3  | 41.2  | 26.4                | 29.6  | 8.6  | 286.8     |
| June                    | 122.7                   | 80.5  | 43.9  | 27.7                | 32.5  | 9.1  | 316.4     |
| September               | 124.5                   | 82.0  | 47.4  | 30.0                | 32.2  | 9.3  | 325.4     |
| December                | 142.8                   | 96.7  | 49.2  | 32.6                | 36.7  | 10.2 | 368.3     |
| 1970 March              | 119.8                   | 80.1  | 43.8  | 32.1                | 32.2  | 8.5  | 316.4     |

TABLE 12. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

## BALANCES OUTSTANDING BY TYPE OF CREDIT : STATES

(\$ million)

| At end of -             | N.S.W.<br>and<br>A.C.T. | Vic.  | Qld   | S.A.<br>and<br>N.T. | W.A.  | Tas. | Australia |
|-------------------------|-------------------------|-------|-------|---------------------|-------|------|-----------|
| HIRE PURCHASE           |                         |       |       |                     |       |      |           |
| 1968 March              | 468.0                   | 174.9 | 149.1 | 67.6                | 114.2 | 41.3 | 1,015.1   |
| June                    | 478.4                   | 173.0 | 147.8 | 65.6                | 119.8 | 42.3 | 1,027.0   |
| September               | 485.2                   | 172.3 | 146.6 | 64.4                | 122.3 | 42.9 | 1,033.8   |
| December                | 508.7                   | 179.0 | 145.8 | 64.3                | 130.8 | 43.9 | 1,072.5   |
| 1969 March              | 511.7                   | 179.5 | 140.8 | 60.7                | 129.1 | 43.9 | 1,065.8   |
| June                    | 526.4                   | 181.9 | 137.4 | 58.2                | 133.1 | 43.7 | 1,080.8   |
| September               | 541.3                   | 182.6 | 135.7 | 56.8                | 136.4 | 44.2 | 1,096.9   |
| December                | 562.3                   | 189.2 | 134.7 | 56.1                | 143.8 | 45.7 | 1,131.8   |
| 1970 March              | 569.2                   | 191.1 | 133.0 | 54.4                | 142.7 | 45.9 | 1,136.4   |
| OTHER INSTALMENT CREDIT |                         |       |       |                     |       |      |           |
| 1968 March              | 127.6                   | 189.8 | 98.6  | 67.8                | 29.5  | 7.0  | 520.3     |
| June                    | 131.2                   | 200.7 | 105.0 | 72.4                | 32.7  | 7.2  | 549.4     |
| September               | 134.2                   | 209.0 | 108.9 | 77.3                | 34.6  | 7.5  | 571.4     |
| December                | 148.4                   | 221.8 | 116.9 | 85.6                | 37.0  | 8.1  | 617.8     |
| 1969 March              | 144.7                   | 225.9 | 120.5 | 90.3                | 34.6  | 8.1  | 624.0     |
| June                    | 146.8                   | 237.4 | 128.0 | 95.4                | 38.0  | 8.4  | 654.0     |
| September               | 147.2                   | 247.7 | 135.1 | 102.8               | 39.1  | 8.6  | 680.4     |
| December                | 161.2                   | 265.4 | 143.4 | 111.0               | 40.8  | 9.0  | 730.9     |
| 1970 March              | 155.7                   | 272.8 | 146.0 | 115.9               | 39.8  | 8.9  | 739.2     |
| TOTAL INSTALMENT CREDIT |                         |       |       |                     |       |      |           |
| 1968 March              | 595.6                   | 364.7 | 247.7 | 135.4               | 143.7 | 48.3 | 1,535.3   |
| June                    | 609.7                   | 373.7 | 252.8 | 138.1               | 152.6 | 49.5 | 1,576.4   |
| September               | 619.3                   | 381.3 | 255.5 | 141.7               | 156.9 | 50.4 | 1,605.2   |
| December                | 657.1                   | 400.8 | 262.7 | 149.9               | 167.8 | 52.0 | 1,690.3   |
| 1969 March              | 656.4                   | 405.3 | 261.4 | 151.0               | 163.7 | 52.0 | 1,689.8   |
| June                    | 673.1                   | 419.3 | 265.5 | 153.6               | 171.0 | 52.0 | 1,734.7   |
| September               | 688.4                   | 430.3 | 270.8 | 159.5               | 175.5 | 52.8 | 1,777.3   |
| December                | 723.5                   | 454.6 | 278.1 | 167.1               | 184.6 | 54.7 | 1,862.7   |
| 1970 March              | 724.9                   | 464.0 | 279.0 | 170.4               | 182.5 | 54.8 | 1,875.6   |

TABLE 13. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

## NEW HIRE PURCHASE AGREEMENTS

NUMBER OF AGREEMENTS, VALUE OF GOODS AND AMOUNT FINANCED BY COMMODITY GROUPS : AUSTRALIA

| Period during which new agreements were made | Motor vehicles, etc.  |                    |                 | Plant and machinery   |                    |                 | Household and personal goods |                    |                 | Total                 |                    |                 |
|----------------------------------------------|-----------------------|--------------------|-----------------|-----------------------|--------------------|-----------------|------------------------------|--------------------|-----------------|-----------------------|--------------------|-----------------|
|                                              | Number of agree-ments | Value of goods (a) | Amount financed | Number of agree-ments | Value of goods (a) | Amount financed | Number of agree-ments        | Value of goods (a) | Amount financed | Number of agree-ments | Value of goods (a) | Amount financed |
|                                              | '000                  | \$ mil.            | \$ mil.         | '000                  | \$ mil.            | \$ mil.         | '000                         | \$ mil.            | \$ mil.         | '000                  | \$ mil.            | \$ mil.         |
| Year 1966-67                                 | 370.9                 | 614.5              | 405.9           | 44.4                  | 119.4              | 80.1            | 866.2                        | 157.7              | 128.8           | 1,281.5               | 891.6              | 614.8           |
| 1967-68                                      | 367.9                 | 651.7              | 431.2           | 41.0                  | 122.9              | 84.3            | 849.5                        | 164.0              | 133.3           | 1,258.3               | 938.7              | 648.7           |
| 1968-69                                      | 369.6                 | 679.3              | 463.6           | 43.4                  | 142.8              | 97.0            | 815.3                        | 164.7              | 133.9           | 1,228.3               | 986.8              | 694.6           |
| Quarter                                      |                       |                    |                 |                       |                    |                 |                              |                    |                 |                       |                    |                 |
| 1967 March                                   | 86.9                  | 143.7              | 94.8            | 10.4                  | 27.8               | 18.5            | 207.1                        | 37.6               | 30.5            | 304.3                 | 209.1              | 143.8           |
| June                                         | 90.7                  | 156.2              | 103.3           | 11.0                  | 30.1               | 20.4            | 209.3                        | 38.1               | 31.2            | 311.1                 | 224.3              | 155.0           |
| September                                    | 92.3                  | 161.5              | 105.0           | 9.2                   | 25.0               | 17.3            | 210.6                        | 38.9               | 31.9            | 312.2                 | 225.4              | 154.2           |
| December                                     | 95.7                  | 170.0              | 112.8           | 11.5                  | 35.1               | 23.7            | 227.6                        | 44.1               | 35.9            | 334.8                 | 249.2              | 172.4           |
| 1968 March                                   | 89.0                  | 158.0              | 105.0           | 9.7                   | 29.2               | 19.9            | 206.4                        | 40.9               | 32.8            | 305.0                 | 228.1              | 157.8           |
| June                                         | 90.8                  | 162.2              | 108.4           | 10.7                  | 33.6               | 23.4            | 204.8                        | 40.1               | 32.6            | 306.3                 | 235.9              | 164.3           |
| September                                    | 92.0                  | 159.3              | 108.3           | 9.8                   | 29.7               | 20.3            | 208.3                        | 41.3               | 33.6            | 310.0                 | 230.3              | 162.2           |
| December                                     | 98.7                  | 179.5              | 123.2           | 13.2                  | 46.1               | 31.1            | 222.9                        | 45.3               | 36.7            | 334.7                 | 270.9              | 191.1           |
| 1969 March                                   | 88.8                  | 165.2              | 113.1           | 10.3                  | 33.5               | 22.8            | 197.5                        | 39.7               | 32.2            | 296.6                 | 238.4              | 168.0           |
| June                                         | 90.1                  | 175.3              | 118.9           | 10.1                  | 33.5               | 22.9            | 186.6                        | 38.4               | 31.4            | 286.9                 | 247.2              | 173.2           |
| September                                    | 93.5                  | 179.4              | 124.0           | 8.8                   | 31.9               | 22.0            | 200.9                        | 41.8               | 33.9            | 303.2                 | 253.0              | 179.9           |
| December                                     | 95.4                  | 190.2              | 130.1           | 10.9                  | 38.2               | 26.4            | 216.9                        | 45.8               | 37.3            | 323.2                 | 274.2              | 193.8           |
| 1970 March                                   | 95.1                  | 187.3              | 131.2           | 8.4                   | 30.4               | 21.0            | 182.2                        | 39.1               | 31.7            | 285.8                 | 256.8              | 183.9           |

(a) Value at cash or list price (excluding hiring charges, insurance, etc.).

NUMBER OF AGREEMENTS, VALUE OF GOODS AND AMOUNT FINANCED, BY COMMODITY GROUPS : STATES

| Period during which new agreements were made     | Motor vehicles, etc.        |                        |                         | Plant and machinery         |                        |                         | Household and personal goods |                        |                         | Total                       |                        |                         |
|--------------------------------------------------|-----------------------------|------------------------|-------------------------|-----------------------------|------------------------|-------------------------|------------------------------|------------------------|-------------------------|-----------------------------|------------------------|-------------------------|
|                                                  | Number of agreements ('000) | Value of goods \$ mil. | Amount financed \$ mil. | Number of agreements ('000) | Value of goods \$ mil. | Amount financed \$ mil. | Number of agreements ('000)  | Value of goods \$ mil. | Amount financed \$ mil. | Number of agreements ('000) | Value of goods \$ mil. | Amount financed \$ mil. |
| NEW SOUTH WALES AND AUSTRALIAN CAPITAL TERRITORY |                             |                        |                         |                             |                        |                         |                              |                        |                         |                             |                        |                         |
| Year 1966-67                                     | 174.7                       | 307.0                  | 202.3                   | 17.9                        | 50.1                   | 33.2                    | 241.9                        | 46.3                   | 37.8                    | 434.5                       | 403.4                  | 273.3                   |
| 1967-68                                          | 192.1                       | 356.4                  | 233.9                   | 16.1                        | 49.4                   | 33.5                    | 224.1                        | 46.9                   | 38.4                    | 432.4                       | 452.7                  | 305.9                   |
| 1968-69                                          | 205.3                       | 393.2                  | 266.2                   | 19.1                        | 66.0                   | 43.7                    | 206.5                        | 45.5                   | 36.8                    | 430.9                       | 504.7                  | 346.7                   |
| Quarter                                          |                             |                        |                         |                             |                        |                         |                              |                        |                         |                             |                        |                         |
| 1968 March                                       | 47.2                        | 88.8                   | 58.1                    | 3.8                         | 12.1                   | 8.1                     | 54.0                         | 11.6                   | 9.4                     | 105.0                       | 112.5                  | 75.6                    |
| June                                             | 48.3                        | 92.0                   | 60.3                    | 4.1                         | 13.1                   | 9.1                     | 55.7                         | 11.6                   | 9.5                     | 108.1                       | 116.6                  | 78.9                    |
| September                                        | 49.7                        | 90.7                   | 61.4                    | 4.0                         | 12.4                   | 8.2                     | 55.8                         | 11.6                   | 9.4                     | 109.5                       | 114.6                  | 79.1                    |
| December                                         | 53.5                        | 101.2                  | 69.2                    | 5.9                         | 22.6                   | 15.0                    | 55.5                         | 12.2                   | 9.9                     | 114.9                       | 136.1                  | 94.0                    |
| 1969 March                                       | 49.5                        | 95.6                   | 64.8                    | 4.8                         | 15.3                   | 10.4                    | 48.8                         | 11.1                   | 8.9                     | 103.1                       | 122.5                  | 84.1                    |
| June                                             | 52.6                        | 105.7                  | 70.8                    | 4.4                         | 15.2                   | 10.1                    | 46.4                         | 10.6                   | 8.6                     | 103.4                       | 131.5                  | 89.5                    |
| September                                        | 54.8                        | 106.6                  | 73.5                    | 3.8                         | 13.1                   | 8.8                     | 51.1                         | 11.5                   | 9.4                     | 109.7                       | 131.2                  | 91.7                    |
| December                                         | 55.8                        | 113.2                  | 76.7                    | 4.7                         | 16.6                   | 11.3                    | 53.8                         | 12.2                   | 9.8                     | 114.3                       | 142.0                  | 97.8                    |
| 1970 March                                       | 52.9                        | 106.2                  | 73.2                    | 3.9                         | 14.3                   | 9.7                     | 44.2                         | 10.6                   | 8.5                     | 101.0                       | 131.0                  | 91.4                    |

TABLE 14. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

## NEW HIRE PURCHASE AGREEMENTS

NUMBER OF AGREEMENTS, VALUE OF GOODS AND AMOUNT FINANCED, BY COMMODITY GROUPS : STATES - continued

| Period during<br>which new<br>agreements<br>were made | Motor vehicles, etc.                       |                                 |                               | Plant and Machinery                        |                                 |                               | Household and personal<br>goods            |                                 |                               | Total                                      |                                 |                               |
|-------------------------------------------------------|--------------------------------------------|---------------------------------|-------------------------------|--------------------------------------------|---------------------------------|-------------------------------|--------------------------------------------|---------------------------------|-------------------------------|--------------------------------------------|---------------------------------|-------------------------------|
|                                                       | Number<br>of<br>agree-<br>ments<br>( '000) | Value<br>of<br>goods<br>\$ mil. | Amount<br>financed<br>\$ mil. | Number<br>of<br>agree-<br>ments<br>( '000) | Value<br>of<br>goods<br>\$ mil. | Amount<br>financed<br>\$ mil. | Number<br>of<br>agree-<br>ments<br>( '000) | Value<br>of<br>goods<br>\$ mil. | Amount<br>financed<br>\$ mil. | Number<br>of<br>agree-<br>ments<br>( '000) | Value<br>of<br>goods<br>\$ mil. | Amount<br>financed<br>\$ mil. |
| VICTORIA                                              |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |
| Year 1966-67                                          | 51.7                                       | 78.7                            | 53.8                          | 9.3                                        | 23.5                            | 16.5                          | 283.3                                      | 45.8                            | 38.0                          | 344.2                                      | 148.1                           | 108.2                         |
| 1967-68                                               | 48.9                                       | 83.0                            | 56.8                          | 8.6                                        | 23.4                            | 16.4                          | 273.3                                      | 47.7                            | 39.1                          | 330.7                                      | 154.1                           | 112.3                         |
| 1968-69                                               | 47.6                                       | 82.9                            | 59.0                          | 8.6                                        | 28.0                            | 20.0                          | 275.6                                      | 52.3                            | 42.9                          | 331.9                                      | 163.3                           | 121.9                         |
| Quarter                                               |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |
| 1968 March                                            | 11.2                                       | 18.7                            | 12.9                          | 1.8                                        | 5.0                             | 3.5                           | 64.9                                       | 11.6                            | 9.3                           | 78.0                                       | 35.3                            | 25.7                          |
| June                                                  | 11.5                                       | 19.9                            | 13.9                          | 2.0                                        | 5.6                             | 4.0                           | 66.6                                       | 12.4                            | 10.1                          | 80.1                                       | 37.9                            | 28.0                          |
| September                                             | 12.2                                       | 18.9                            | 13.3                          | 2.1                                        | 6.0                             | 4.1                           | 65.5                                       | 12.6                            | 10.3                          | 79.7                                       | 37.5                            | 27.7                          |
| December                                              | 13.3                                       | 23.0                            | 16.3                          | 2.7                                        | 8.3                             | 5.9                           | 73.1                                       | 14.0                            | 11.4                          | 89.2                                       | 45.3                            | 33.6                          |
| 1969 March                                            | 11.1                                       | 20.3                            | 14.7                          | 1.9                                        | 6.8                             | 4.9                           | 70.3                                       | 12.9                            | 10.6                          | 83.3                                       | 39.9                            | 30.1                          |
| June                                                  | 11.1                                       | 20.7                            | 14.8                          | 1.9                                        | 7.0                             | 5.1                           | 66.7                                       | 12.9                            | 10.7                          | 79.7                                       | 40.5                            | 30.6                          |
| September                                             | 10.5                                       | 20.3                            | 14.8                          | 1.8                                        | 7.1                             | 5.2                           | 72.5                                       | 13.8                            | 11.3                          | 84.8                                       | 41.3                            | 31.4                          |
| December                                              | 10.6                                       | 22.3                            | 16.1                          | 2.4                                        | 9.5                             | 6.8                           | 75.9                                       | 15.0                            | 12.3                          | 88.8                                       | 46.7                            | 35.2                          |
| 1970 March                                            | 11.6                                       | 25.2                            | 18.9                          | 1.6                                        | 6.1                             | 4.3                           | 62.1                                       | 12.4                            | 10.3                          | 75.4                                       | 43.7                            | 33.5                          |
| QUEENSLAND                                            |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |
| Year 1966-67                                          | 52.6                                       | 86.7                            | 55.4                          | 7.6                                        | 18.3                            | 12.1                          | 163.5                                      | 33.0                            | 27.0                          | 223.7                                      | 138.1                           | 94.5                          |
| 1967-68                                               | 42.9                                       | 73.3                            | 45.6                          | 6.6                                        | 19.7                            | 13.2                          | 166.0                                      | 34.0                            | 27.2                          | 215.5                                      | 127.0                           | 85.9                          |
| 1968-69                                               | 35.5                                       | 60.6                            | 40.4                          | 5.5                                        | 18.1                            | 12.1                          | 156.6                                      | 31.8                            | 25.4                          | 197.7                                      | 110.4                           | 77.9                          |
| Quarter                                               |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |                                            |                                 |                               |
| 1968 March                                            | 10.0                                       | 16.3                            | 10.5                          | 1.4                                        | 4.3                             | 2.9                           | 41.0                                       | 8.6                             | 6.8                           | 52.5                                       | 29.1                            | 20.2                          |
| June                                                  | 10.0                                       | 15.2                            | 10.1                          | 1.6                                        | 6.1                             | 4.1                           | 38.7                                       | 7.8                             | 6.2                           | 50.4                                       | 29.1                            | 20.4                          |
| September                                             | 9.8                                        | 15.8                            | 10.4                          | 1.6                                        | 5.4                             | 3.7                           | 40.4                                       | 8.1                             | 6.5                           | 51.7                                       | 29.4                            | 20.6                          |
| December                                              | 10.3                                       | 17.5                            | 11.7                          | 1.6                                        | 5.0                             | 3.3                           | 44.0                                       | 9.2                             | 7.4                           | 55.9                                       | 31.7                            | 22.3                          |
| 1969 March                                            | 8.6                                        | 14.7                            | 9.9                           | 1.2                                        | 3.7                             | 2.4                           | 37.0                                       | 7.4                             | 5.9                           | 46.8                                       | 25.7                            | 18.2                          |

|            |     |      |     |     |     |     |      |     |     |      |      |      |
|------------|-----|------|-----|-----|-----|-----|------|-----|-----|------|------|------|
| 1969 June  | 6.8 | 12.6 | 8.4 | 1.2 | 4.0 | 2.7 | 35.2 | 7.1 | 3.7 | 43.2 | 23.7 | 16.7 |
| September  | 7.3 | 13.9 | 9.4 | 1.3 | 5.1 | 3.4 | 38.5 | 8.2 | 6.5 | 47.1 | 27.2 | 19.3 |
| December   | 7.0 | 13.3 | 8.9 | 1.3 | 3.9 | 2.6 | 43.4 | 9.2 | 7.4 | 51.7 | 26.4 | 18.9 |
| 1970 March | 7.5 | 13.8 | 9.7 | 1.0 | 3.6 | 2.4 | 36.1 | 7.5 | 5.9 | 44.6 | 24.8 | 18.1 |

# SOUTH AUSTRALIA AND NORTHERN TERRITORY

|              |      |      |      |     |     |     |      |      |      |      |      |      |
|--------------|------|------|------|-----|-----|-----|------|------|------|------|------|------|
| Year 1966-67 | 29.6 | 40.5 | 27.3 | 2.8 | 6.5 | 4.3 | 66.6 | 12.6 | 10.0 | 98.9 | 59.6 | 41.6 |
| 1967-68      | 18.9 | 27.5 | 19.0 | 2.3 | 6.2 | 4.1 | 67.8 | 13.2 | 10.4 | 89.1 | 46.8 | 33.6 |
| 1968-69      | 14.3 | 26.2 | 17.7 | 2.8 | 7.1 | 4.8 | 58.3 | 12.0 | 9.6  | 75.4 | 45.3 | 32.1 |
| Quarter      |      |      |      |     |     |     |      |      |      |      |      |      |
| 1968 March   | 4.5  | 6.5  | 4.6  | 0.5 | 1.5 | 1.0 | 17.6 | 3.4  | 2.7  | 22.6 | 11.5 | 8.3  |
| June         | 4.3  | 6.7  | 4.6  | 0.7 | 1.7 | 1.1 | 16.0 | 3.1  | 2.4  | 21.0 | 11.4 | 8.2  |
| September    | 4.3  | 7.4  | 5.0  | 0.7 | 1.5 | 1.0 | 16.7 | 3.2  | 2.6  | 21.7 | 12.1 | 8.6  |
| December     | 3.8  | 6.8  | 4.7  | 0.9 | 2.7 | 1.8 | 17.8 | 3.6  | 2.9  | 22.5 | 13.1 | 9.3  |
| 1969 March   | 3.3  | 5.8  | 3.9  | 0.5 | 1.6 | 1.0 | 13.4 | 2.9  | 2.3  | 17.2 | 10.2 | 7.2  |
| June         | 2.9  | 6.2  | 4.1  | 0.6 | 1.3 | 0.9 | 10.4 | 2.4  | 1.9  | 13.9 | 9.9  | 7.0  |
| September    | 2.8  | 6.1  | 4.1  | 0.4 | 1.1 | 0.8 | 10.7 | 2.5  | 2.0  | 13.9 | 9.7  | 6.8  |
| December     | 3.1  | 6.0  | 4.1  | 0.7 | 1.6 | 1.1 | 11.6 | 2.8  | 2.3  | 15.4 | 10.4 | 7.4  |
| 1970 March   | 5.6  | 9.9  | 7.1  | 0.5 | 1.2 | 0.9 | 10.4 | 2.6  | 2.1  | 16.4 | 13.7 | 10.0 |

# WESTERN AUSTRALIA

|              |      |      |      |     |      |      |      |      |      |       |       |      |
|--------------|------|------|------|-----|------|------|------|------|------|-------|-------|------|
| Year 1966-67 | 43.2 | 73.1 | 48.7 | 5.5 | 17.1 | 11.4 | 79.2 | 13.9 | 11.4 | 127.8 | 104.2 | 71.5 |
| 1967-68      | 45.2 | 80.4 | 55.6 | 5.8 | 19.7 | 13.8 | 88.0 | 16.0 | 13.3 | 139.1 | 116.1 | 82.7 |
| 1968-69      | 47.5 | 86.0 | 60.2 | 5.6 | 17.9 | 12.6 | 87.7 | 16.4 | 14.0 | 140.8 | 120.3 | 86.8 |
| Quarter      |      |      |      |     |      |      |      |      |      |       |       |      |
| 1968 March   | 11.3 | 20.0 | 13.9 | 1.7 | 5.4  | 3.8  | 22.2 | 4.2  | 3.4  | 35.3  | 29.7  | 21.1 |
| June         | 11.6 | 20.6 | 14.3 | 1.8 | 5.5  | 3.9  | 20.6 | 3.8  | 3.2  | 33.9  | 29.9  | 21.4 |
| September    | 10.7 | 18.6 | 13.1 | 1.0 | 3.1  | 2.3  | 22.1 | 4.2  | 3.6  | 33.9  | 25.9  | 18.9 |
| December     | 12.5 | 22.9 | 16.1 | 1.6 | 6.1  | 4.2  | 23.8 | 4.4  | 3.8  | 37.9  | 33.4  | 24.0 |
| 1969 March   | 11.9 | 21.8 | 15.2 | 1.4 | 4.2  | 2.9  | 21.0 | 3.9  | 3.3  | 34.3  | 29.8  | 21.4 |
| June         | 12.3 | 22.7 | 15.9 | 1.6 | 4.6  | 3.2  | 20.8 | 4.0  | 3.3  | 34.7  | 31.3  | 22.4 |
| September    | 13.4 | 24.5 | 16.9 | 1.1 | 4.0  | 2.8  | 20.9 | 4.2  | 3.5  | 35.4  | 32.7  | 23.2 |
| December     | 14.1 | 27.2 | 19.0 | 1.4 | 5.0  | 3.4  | 24.3 | 4.9  | 4.1  | 39.9  | 37.0  | 26.5 |
| 1970 March   | 13.2 | 25.2 | 17.5 | 1.1 | 4.0  | 2.9  | 22.9 | 4.5  | 3.8  | 37.2  | 33.7  | 24.1 |

TABLE 14. - NON-RETAIL FINANCE BUSINESS AND RETAIL BUSINESSES COMBINED

## NEW HIRE PURCHASE AGREEMENTS

NUMBER OF AGREEMENTS, VALUE OF GOODS AND AMOUNT FINANCED, BY COMMODITY GROUPS : STATES - continued

| Period during which new agreements were made | Motor vehicles, etc.        |                        |                         | Plant and machinery         |                        |                         | Household and personal goods |                        |                         | Total                       |                        |                         |
|----------------------------------------------|-----------------------------|------------------------|-------------------------|-----------------------------|------------------------|-------------------------|------------------------------|------------------------|-------------------------|-----------------------------|------------------------|-------------------------|
|                                              | Number of agreements ('000) | Value of goods \$ mil. | Amount financed \$ mil. | Number of agreements ('000) | Value of goods \$ mil. | Amount financed \$ mil. | Number of agreements ('000)  | Value of goods \$ mil. | Amount financed \$ mil. | Number of agreements ('000) | Value of goods \$ mil. | Amount financed \$ mil. |
| TASMANIA                                     |                             |                        |                         |                             |                        |                         |                              |                        |                         |                             |                        |                         |
| Year 1966-67                                 | 19.3                        | 26.4                   | 16.4                    | 1.4                         | 3.8                    | 2.6                     | 31.6                         | 6.0                    | 4.7                     | 52.3                        | 36.2                   | 25.7                    |
| 1967-68                                      | 19.9                        | 31.1                   | 20.3                    | 1.6                         | 4.6                    | 3.2                     | 30.1                         | 6.3                    | 4.9                     | 51.6                        | 42.0                   | 28.4                    |
| 1968-69                                      | 19.3                        | 30.4                   | 20.1                    | 1.8                         | 5.6                    | 3.9                     | 30.5                         | 6.7                    | 5.2                     | 51.6                        | 42.8                   | 29.2                    |
| Quarter                                      |                             |                        |                         |                             |                        |                         |                              |                        |                         |                             |                        |                         |
| 1966 March                                   | 4.7                         | 7.7                    | 5.1                     | 0.4                         | 0.9                    | 0.6                     | 6.6                          | 1.5                    | 1.1                     | 11.7                        | 10.1                   | 6.8                     |
| June                                         | 5.1                         | 7.8                    | 5.1                     | 0.3                         | 1.6                    | 1.2                     | 7.3                          | 1.5                    | 1.2                     | 12.7                        | 11.0                   | 7.4                     |
| September                                    | 5.3                         | 7.8                    | 5.1                     | 0.5                         | 1.4                    | 0.9                     | 7.8                          | 1.7                    | 1.3                     | 13.5                        | 10.8                   | 7.3                     |
| December                                     | 5.3                         | 8.0                    | 5.3                     | 0.5                         | 1.4                    | 0.9                     | 8.6                          | 1.9                    | 1.5                     | 14.3                        | 11.4                   | 7.8                     |
| 1969 March                                   | 4.5                         | 7.1                    | 4.7                     | 0.4                         | 1.5                    | 1.1                     | 7.0                          | 1.6                    | 1.2                     | 11.9                        | 10.3                   | 7.0                     |
| June                                         | 4.3                         | 7.5                    | 5.0                     | 0.4                         | 1.3                    | 0.9                     | 7.2                          | 1.5                    | 1.2                     | 11.9                        | 10.3                   | 7.1                     |
| September                                    | 4.7                         | 8.0                    | 5.3                     | 0.4                         | 1.4                    | 1.0                     | 7.1                          | 1.6                    | 1.2                     | 12.2                        | 10.9                   | 7.5                     |
| December                                     | 4.8                         | 8.2                    | 5.5                     | 0.4                         | 1.7                    | 1.2                     | 7.9                          | 1.8                    | 1.4                     | 13.1                        | 11.7                   | 8.1                     |
| 1970 March                                   | 4.2                         | 7.2                    | 4.8                     | 0.4                         | 1.2                    | 0.9                     | 6.6                          | 1.5                    | 1.2                     | 11.2                        | 9.9                    | 6.9                     |

TABLE 15. - NON-RETAIL FINANCE BUSINESSES AND RETAIL BUSINESSES COMBINED

## NEW HIRE PURCHASE AGREEMENTS

AVERAGE VALUE PER AGREEMENT, AVERAGE AMOUNT FINANCED AND AVERAGE PROPORTION FINANCED, BY COMMODITY GROUPS : AUSTRALIA

| Period during which new agreements were made | Motor vehicles, etc.        |                         |                             | Plant and machinery         |                         |                             | Household and personal goods |                         |                             | Total                       |                         |                             |
|----------------------------------------------|-----------------------------|-------------------------|-----------------------------|-----------------------------|-------------------------|-----------------------------|------------------------------|-------------------------|-----------------------------|-----------------------------|-------------------------|-----------------------------|
|                                              | Average value per agreement | Average amount financed | Average proportion financed | Average value per agreement | Average amount financed | Average proportion financed | Average value per agreement  | Average amount financed | Average proportion financed | Average value per agreement | Average amount financed | Average proportion financed |
|                                              | £                           | £                       | %                           | £                           | £                       | %                           | £                            | £                       | %                           | £                           | £                       | %                           |
| Year 1966-67                                 | 1,657                       | 1,094                   | 66                          | 2,689                       | 1,804                   | 67                          | 182                          | 149                     | 82                          | 596                         | 480                     | 69                          |
| 1967-68                                      | 1,771                       | 1,172                   | 66                          | 2,998                       | 2,056                   | 69                          | 193                          | 157                     | 81                          | 746                         | 516                     | 69                          |
| 1968-69                                      | 1,838                       | 1,254                   | 68                          | 3,290                       | 2,235                   | 68                          | 202                          | 164                     | 81                          | 803                         | 565                     | 70                          |
| Quarter                                      |                             |                         |                             |                             |                         |                             |                              |                         |                             |                             |                         |                             |
| 1967 March                                   | 1,654                       | 1,091                   | 66                          | 2,673                       | 1,779                   | 67                          | 182                          | 147                     | 81                          | 587                         | 473                     | 69                          |
| June                                         | 1,722                       | 1,139                   | 66                          | 2,736                       | 1,855                   | 68                          | 182                          | 149                     | 82                          | 721                         | 498                     | 69                          |
| September                                    | 1,750                       | 1,138                   | 65                          | 2,717                       | 1,880                   | 69                          | 185                          | 151                     | 82                          | 722                         | 494                     | 68                          |
| December                                     | 1,776                       | 1,179                   | 66                          | 3,052                       | 2,061                   | 68                          | 194                          | 158                     | 81                          | 744                         | 515                     | 69                          |
| 1968 March                                   | 1,775                       | 1,180                   | 66                          | 3,010                       | 2,052                   | 68                          | 198                          | 159                     | 80                          | 748                         | 517                     | 69                          |
| June                                         | 1,786                       | 1,194                   | 67                          | 3,140                       | 2,187                   | 70                          | 196                          | 159                     | 81                          | 770                         | 536                     | 70                          |
| September                                    | 1,732                       | 1,177                   | 68                          | 3,031                       | 2,071                   | 68                          | 198                          | 161                     | 81                          | 743                         | 523                     | 70                          |
| December                                     | 1,819                       | 1,248                   | 69                          | 3,492                       | 2,356                   | 67                          | 203                          | 165                     | 81                          | 809                         | 571                     | 71                          |
| 1969 March                                   | 1,860                       | 1,274                   | 68                          | 3,252                       | 2,214                   | 68                          | 201                          | 163                     | 81                          | 804                         | 566                     | 70                          |
| June                                         | 1,948                       | 1,320                   | 68                          | 3,317                       | 2,267                   | 68                          | 206                          | 168                     | 82                          | 862                         | 604                     | 70                          |
| September                                    | 1,917                       | 1,325                   | 69                          | 3,615                       | 2,501                   | 69                          | 208                          | 169                     | 81                          | 849                         | 593                     | 71                          |
| December                                     | 1,993                       | 1,363                   | 68                          | 3,506                       | 2,420                   | 69                          | 211                          | 172                     | 82                          | 834                         | 600                     | 71                          |
| 1970 March                                   | 1,970                       | 1,380                   | 70                          | 3,601                       | 2,490                   | 69                          | 215                          | 174                     | 81                          | 899                         | 644                     | 72                          |

COMMONWEALTH BUREAU OF CENSUS AND STATISTICS

CANBERRA, A.C.T. 2600

3 JULY 1970

J. F. O'NEILL

ACTING COMMONWEALTH STATISTICIAN

NOTE. Inquiries concerning these statistics may be made in Canberra by telephoning 49 0211 extension 415 or, in each State capital, by telephoning the office of the Bureau of Census and Statistics.