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RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES : AUSTRALIA

JULY, 1961 (PRELIMINARY ESTIMATES)

- The statistics shown in the following tables relate to businesses which finance the sale of goods by retail, but do not retail goods themselves. These comprise public and private companies, partnerships and other types of finance businesses. The figures shown relate to all hire purchase agreements made by these businesses in respect of goods sold by retail. All types of goods sold to final purchasers are included, whether producer goods (such as plant and machinery) or consumer goods. Time payment and other instalment credit transactions (not hire purchase) are excluded, as are transactions by businesses which finance hire purchase exclusively for their own employees.
- These statistics are based on returns collected quarterly from all finance businesses. However, to obtain current monthly figures between these quarterly collections, returns are collected monthly from a stratified sample of finance businesses and an estimate of the total transactions of all finance businesses is derived from this sample.
- The estimated monthly totals derived from the sample are first published as preliminary estimates. At the end of each quarter these are revised to accord with the results of the full (quarterly) collection. Other revisions may be made as growth in the number of businesses and changes in the organization of established businesses give rise periodically to problems affecting classification and comparability. Preliminary figures for July, 1961, are shown in Tables 1, 2 and 3 below with figures for previous periods. Figures for July, 1961, are not yet available in respect of Tables 4 - 10.
- Comparisons as to trend are generally best made by relating complete years or corresponding periods of years. The figures are influenced by seasonal and other factors affecting retail trade, particularly those factors affecting sales of motor vehicles, which constitute a large part of the total value of transactions. In addition, details of agreements are shown in the period in which the agreement was accepted by the finance business and this may be a subsequent period to that in which the actual sale of goods by the retailer took place.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 1.- BALANCES OUTSTANDING (including hiring charges and insurance), AUSTRALIA

As at	N.S.W. (a)	VIC.	Q'LD.	S.A. (b)	W.A.	TAS.	AUST.
AMOUNT (£'000)							
1953 - 30th June	35,202	20,052	15,131	8,532	6,765	3,108	88,790
1954 - 30th June	50,779	30,806	22,489	13,380	10,154	4,772	132,380
1955 - 30th June	68,952	44,830	29,240	18,633	14,151	7,012	182,818
1956 - 30th June	79,100	56,369	32,266	21,618	15,388	8,163	212,904
1957 - 30th June	85,480	64,255	36,934	25,342	15,488	9,023	236,522
1958 - 30th June	111,872	84,652	42,483	28,688	19,052	9,928	296,675
1959 - 31st March	134,777	98,035	48,488	31,820	20,526	10,747	344,393
30th June	141,028	100,193	49,451	32,621	20,779	10,696	354,768
30th September	147,077	103,540	51,940	34,744	21,407	10,988	369,696
31st December	157,293	112,211	56,806	38,903	23,633	11,733	400,579
1960 - 31st March	160,185	116,009	57,614	40,434	23,279	11,560	409,081
30th June	163,808	118,493	59,721	42,922	25,169	11,872	421,985
31st July	164,195	119,003	60,288	43,358	25,852	12,196	424,892
31st August	165,267	118,894	61,011	44,184	26,397	12,414	428,167
30th September	167,809	119,827	62,151	45,110	26,602	12,622	434,121
31st October	169,502	120,958	62,719	45,764	27,316	12,734	438,993
30th November	173,290	122,597	63,900	46,867	28,438	13,067	448,159
31st December	174,328	121,938	64,668	47,156	29,161	13,192	450,443
1961 - 31st January	174,926	120,530	63,635	47,055	29,388	13,428	448,962
28th February	171,175	117,992	61,586	45,934	27,688	13,152	437,527
31st March	167,313	114,556	60,490	44,812	27,526	12,933	427,630
30th April	167,408	112,850	59,341	43,636	27,066	12,938	423,239
31st May	165,324	110,530	58,049	43,000	27,052	12,677	417,632
30th June	161,575	106,911	57,431	42,362	27,060	12,310	407,649
31st July (c)	159,141	104,951	55,884	41,489	26,782	12,165	400,412

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

(c) Preliminary estimates, subject to revision.

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RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 2. - NEW AGREEMENTS MADE, AUSTRALIA

Period during which New Agreements were made	Motor Vehicles, Tractors, etc.			Plant and Machinery			Household and Personal Goods			Total (All Goods)		
	(a)		Amount Financed (e)	(b)		Amount Financed (e)	(c)		Amount Financed (e)	Total (All Goods)		
	Number of Agreements	Value of Goods (d)		Number of Agreements	Value of Goods (d)		Number of Agreements	Value of Goods (d)		Number of Agreements	Value of Goods (d)	Amount Financed (e)
Year ended -		£'000	£'000		£'000	£'000		£'000	£'000		£'000	£'000
30th June, 1954	(f) 236,302	(f) 158,088	(f) 88,490									
" " 1955	278,186	191,263	110,870	14,571	8,778	5,394	555,734	41,257	32,444	792,036	199,345	120,934
" " 1956	305,808	212,402	123,951	19,005	11,904	7,390	642,416	49,090	39,777	935,173	249,131	156,041
" " 1957	317,085	224,613	136,880	21,622	14,485	9,164	675,499	51,839	42,106	1,000,312	276,145	175,447
" " 1958	358,176	257,610	157,321	22,463	15,860	10,212	677,677	53,244	42,773	1,016,384	292,342	188,817
" " 1959	395,325	285,164	176,990	31,149	21,984	14,092	815,191	63,576	67,774	1,196,030	357,046	235,313
" " 1960	446,773	331,599	212,211	34,286	26,502	17,395	836,263	83,411	68,571	1,262,737	390,559	259,653
" " 1961	380,232	280,120	178,301	33,977	20,809	12,951	852,285	87,133	71,780	1,333,344	445,234	301,386
7 months ended -												
July, 1960	250,613	187,193	121,093	19,237	15,449	10,251	618,017	66,608	54,591	1,002,233	377,517	252,849
July, 1961 (g)	158,810	126,167	78,944	15,638	14,494	9,140	477,442	50,242	41,349	747,292	252,884	172,693
3 months ended -												
July, 1960	108,540	83,286	54,172	8,331	6,853	4,571	286,762	31,165	25,296	461,210	171,826	113,380
July, 1961 (g)	68,829	53,151	33,389	6,525	6,270	3,929						
1960 - June	36,668	28,157	18,360	2,730	2,360	1,583	200,647	21,388	17,667	317,518	111,527	75,410
July	35,548	27,343	17,738	2,834	2,300	1,545	107,697	11,773	9,512	183,051	71,194	46,830
August	38,195	29,557	19,119	2,811	2,249	1,494	67,604	7,429	6,144	107,002	37,946	26,093
September	36,886	29,047	18,802	3,003	2,498	1,640	65,202	6,664	5,488	103,534	36,307	24,771
October	36,796	29,280	18,898	3,803	3,741	2,477	58,840	6,685	5,540	99,846	38,491	26,153
November	38,530	32,200	20,791	4,525	4,371	2,796	58,743	6,456	5,335	98,632	38,001	25,777
December	28,046	23,484	14,733	3,265	3,073	2,042	62,295	6,404	5,279	99,236	39,425	26,654
1961 - January	22,902	18,580	11,593	2,354	2,038	1,302	60,321	6,599	5,422	105,350	43,170	29,009
February	19,605	15,939	9,963	1,988	1,795	1,124	60,321	6,194	5,083	91,632	32,751	21,858
March	24,854	20,418	12,661	2,648	2,307	1,461	55,036	5,850	4,814	80,292	26,468	17,709
April	22,620	18,079	11,338	2,123	2,084	1,324	44,961	4,823	3,929	66,554	22,557	15,016
May	24,468	19,341	12,108	2,425	2,236	1,411	44,083	4,868	3,922	71,585	27,593	18,044
June	21,725	16,808	10,557	2,178	2,081	1,307	34,985	3,851	3,119	59,728	24,014	15,781
July (g)	22,636	17,002	10,724	1,922	1,953	1,211	38,522	4,239	3,437	65,415	25,816	16,956
							35,923	3,923	3,198	59,826	22,812	15,062
							33,252	3,611	2,877	57,810	22,566	14,812

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (d) Value at net cash or list price (excludes hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (g) Preliminary estimates, subject to revision.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 3. - NEW AGREEMENTS MADE, AUSTRALIA

Period during which New Agreements were made	Motor Vehicles, Tractors, etc.			Plant and Machinery			Household and Personal Goods			Total (All Goods)		
	(a)			(b)			(c)					
	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
	(d)	(e)	(f)	(d)	(e)	(f)	(d)	(e)	(f)	(d)	(e)	(f)
	£	£	%	£	£	%	£	£	%	£	£	%
Year ended -												
30th June, 1954	(g)669	(g)374	(g) 56	(g)	(g)	(g)	74	58	79	252	153	61
" " 1955	688	399	58	602	370	61	76	62	81	266	167	63
" " 1956	695	412	59	626	389	62	77	62	81	276	175	64
" " 1957	708	432	61	670	424	63	79	63	80	288	186	65
" " 1958	719	439	61	706	455	64	102	83	81	299	197	66
" " 1959	721	448	62	706	452	64	100	82	82	309	206	66
" " 1960	742	475	64	773	507	66	102	84	82	334	226	68
" " 1961	800	509	64	907	587	65	108	88	82	377	252	67
7 months ended -												
July, 1960	747	483	65	803	533	66	105	87	82			
July, 1961 (g)	794	497	63	927	584	63	109	88	81	338	231	68
3 months ended -												
July, 1960	765	497	65	925	602	65	95	79	84	316	217	67
July, 1961 (g)	803	511	64	1,132	712	63	104	85	82	403	267	66
1960 - June	768	501	65	864	582	67	110	91	83	355	244	69
July	769	499	65	812	545	67	102	84	82	351	239	69
August	774	501	65	800	531	66	114	94	83	386	262	68
September	787	510	65	832	546	66	110	91	83	385	261	68
October	796	514	65	984	651	66	109	90	82	397	269	69
November	836	540	65	966	618	64	106	87	82	410	275	67
December	837	525	63	941	625	66	103	84	82	357	239	67
1961 - January	811	506	62	866	553	64	106	87	82	330	221	67
February	813	508	63	903	565	63	107	87	81	339	226	67
March	822	509	62	875	554	63	110	89	81	385	252	65
April	799	501	63	982	624	64	110	89	81	402	264	66
May	790	495	63	922	582	63	110	89	81	395	259	66
June	774	486	63	955	600	63	109	82	82	381	252	66
July (h)	751	474	63	1,016	630	62	109	87	80	390	256	66

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycle and other household and personal goods. (d) Value at net cash or list price (excluding hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Average proportion of hire purchase sale financed. Excludes hiring charges and insurance. (g) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (h) Preliminary estimates, subject to revision.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 4. - NEW AGREEMENTS MADE, NEW SOUTH WALES (a)

Period during which New Agreements were made	Motor Vehicles, Tractors, etc. (b)			Plant and Machinery (c)			Household and Personal Goods (d)			Total (All Goods)		
	Number of Agreements	Value of Goods (e)	Amount Financed (f)	Number of Agreements	Value of Goods (e)	Amount Financed (f)	Number of Agreements	Value of Goods (e)	Amount Financed (f)	Number of Agreements	Value of Goods (e)	Amount Financed (f)
		£'000	£'000		£'000	£'000		£'000	£'000		£'000	£'000
Year ended -												
30th June, 1954	(g)85,804	(g)57,739	(g)32,082	(g)	(g)	(g)	209,384	16,343	12,937	295,188	74,082	45,019
" " 1955	96,803	67,208	39,026	5,697	3,429	2,104	247,650	20,067	16,385	350,150	90,704	57,515
" " 1956	105,025	74,247	43,907	7,925	5,606	3,507	254,244	19,983	16,335	367,194	99,836	63,749
" " 1957	107,419	77,614	46,729	7,880	5,668	3,623	242,860	19,070	15,306	358,159	102,352	65,658
" " 1958	124,956	91,895	55,634	8,252	6,031	3,901	300,328	34,979	28,342	433,536	132,905	87,877
" " 1959	142,602	105,674	65,836	11,193	8,409	5,447	321,997	37,098	30,635	475,792	151,181	101,918
" " 1960	158,997	120,230	76,765	12,966	10,678	6,957	345,579	34,161	28,343	517,542	165,069	112,065
" " 1961	136,344	111,571	71,366	12,333	12,333	7,913	235,871	23,584	19,469	384,548	147,488	98,748
6 months ended -												
June, 1960	75,766	56,841	36,674	6,413	5,619	3,678	173,657	16,917	14,003	255,836	79,377	54,355
June, 1961 (h)	55,554	45,510	28,654	5,340	5,640	3,565	97,841	10,038	8,192	158,735	61,188	40,411
3 months ended -												
June, 1960	37,075	28,372	18,408	3,025	2,798	1,822	83,596	7,901	6,604	123,696	39,071	26,834
June, 1961 (h)	28,058	22,543	14,331	2,532	2,866	1,804	43,592	4,514	3,687	74,182	29,923	19,822
1960 - May	12,711	9,743	6,334	1,039	892	563	27,752	2,605	2,166	41,502	13,240	9,063
June	13,045	10,035	6,531	1,045	998	662	29,281	2,790	2,336	43,371	13,823	9,529
July	12,999	10,228	6,721	964	896	588	28,364	2,563	2,114	42,327	13,687	9,423
August	13,937	11,037	7,122	1,027	949	620	21,136	2,162	1,814	36,100	14,148	9,556
September	14,172	11,632	7,518	1,070	956	628	21,434	2,202	1,843	36,676	14,790	9,989
October	13,689	11,150	7,239	1,366	1,376	885	21,669	2,270	1,888	36,724	14,796	10,012
November	15,034	12,758	8,284	1,482	1,455	937	23,888	2,334	1,956	40,404	16,547	11,177
December	10,959	9,256	5,828	1,084	1,061	690	21,539	2,015	1,662	33,582	12,332	8,180
1961 - January	9,234	7,524	4,677	946	942	601	21,061	2,033	1,679	31,241	10,499	6,957
February	7,905	6,741	4,224	804	712	456	16,235	1,627	1,335	24,944	9,080	6,015
March	10,357	8,702	5,422	1,058	1,120	704	16,953	1,864	1,491	28,368	11,686	7,617
April	9,387	7,625	4,851	831	1,026	654	14,745	1,505	1,221	24,963	10,156	6,726
May	9,971	7,935	5,016	916	918	592	15,022	1,552	1,276	25,909	10,405	6,884
June (h)	8,700	6,983	4,464	785	922	558	13,825	1,457	1,190	23,310	9,362	6,212

(a) Includes Australian Capital Territory. (b) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (c) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (d) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (e) Value at net cash or list price (excludes hiring charges and insurance). (f) Excludes hiring charges and insurance. (g) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (h) Estimates for July, 1961, not yet available.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 5. - NEW AGREEMENTS MADE, VICTORIA

Period during which New Agreements were made	Motor Vehicles, Tractors, etc. (a)			Plant and Machinery (b)			Household and Personal Goods (c)			Total (All Goods)		
	Number of Agreements	Value of Goods	Amount Financed	Number of Agreements	Value of Goods	Amount Financed	Number of Agreements	Value of Goods	Amount Financed	Number of Agreements	Value of Goods	Amount Financed
		(d)	(e)		(d)	(e)		(d)	(e)		(d)	(e)
Year ended -		£'000	£'000		£'000	£'000		£'000	£'000		£'000	£'000
30th June, 1954	(f) 54,416	(f) 37,354	(f) 21,454	(f)	(f)	(f)	127,299	9,476	7,408	181,715	46,830	28,862
" " 1955	67,915	48,671	28,872	3,964	2,279	1,380	153,432	11,715	9,529	225,311	62,665	39,701
" " 1956	79,831	58,326	35,284	5,002	3,028	1,843	158,130	13,019	10,589	242,983	74,373	47,716
" " 1957	82,071	59,214	37,141	5,494	3,611	2,290	158,529	15,048	12,111	246,094	77,873	51,542
" " 1958	94,426	69,120	43,427	5,474	3,826	2,399	197,535	26,341	21,438	297,435	99,287	67,264
" " 1959	104,051	78,358	49,477	9,072	5,521	3,528	183,455	22,902	18,747	296,578	106,781	71,732
" " 1960	123,308	96,346	63,566	9,061	6,793	4,565	180,421	20,085	16,476	312,790	123,224	84,607
" " 1961	86,067	71,992	46,994	9,012	8,011	5,296	134,983	16,062	13,127	230,062	96,065	65,417
6 months ended -												
June, 1960	59,433	46,165	30,734	4,202	3,535	2,399	86,483	9,778	8,079	150,118	59,478	41,212
June, 1961 (g)	32,260	27,341	17,562	3,385	3,107	2,010	53,957	6,655	5,426	89,602	37,103	24,998
3 months ended -												
June, 1960	28,734	22,902	15,399	2,012	1,746	1,187	41,088	4,863	4,006	71,834	29,511	20,592
June, 1961 (g)	16,687	13,685	8,802	1,572	1,389	904	23,814	2,985	2,404	42,073	18,059	12,110
1960 - May	9,795	7,779	5,208	698	522	354	15,054	1,761	1,454	25,547	10,062	7,076
June	9,875	7,839	5,278	687	673	461	13,691	1,714	1,405	24,253	10,226	7,144
July	9,088	7,195	4,776	810	628	434	12,721	1,469	1,217	22,619	9,292	6,427
August	10,125	8,002	5,300	817	629	425	13,927	1,677	1,369	24,869	10,308	7,094
September	8,969	7,179	4,735	796	658	437	13,294	1,560	1,269	23,059	9,397	6,441
October	9,366	7,757	5,098	889	844	565	13,860	1,605	1,339	24,115	10,206	7,002
November	9,370	8,250	5,452	1,253	1,052	678	14,594	1,681	1,354	25,217	10,983	7,484
December	6,889	6,268	4,071	1,062	1,093	747	12,630	1,415	1,153	20,581	8,776	5,971
1961 - January	5,360	4,878	3,116	674	631	412	11,763	1,384	1,156	17,797	6,893	4,684
February	4,566	3,968	2,511	496	483	302	9,794	1,222	993	14,856	5,673	3,806
March	5,647	4,810	3,133	643	604	392	8,586	1,064	873	14,876	6,478	4,398
April	5,610	4,718	3,013	481	387	258	7,641	973	785	13,732	6,078	4,056
May	5,957	4,925	3,207	594	567	362	8,575	1,100	885	15,126	6,592	4,454
June (g)	5,120	4,042	2,582	497	435	284	7,598	912	734	13,215	5,359	3,600

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (d) Value at net cash or list price (excluding hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (g) Estimates for July, 1961, not yet available.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 6. - NEW AGREEMENTS MADE, QUEENSLAND

Period during which New Agreements were made	Motor Vehicles, Tractors, etc. (a)			Plant and Machinery (b)			Household and Personal Goods (c)			Total (All Goods)		
	Number of Agreements	Value of Goods	Amount Financed	Number of Agreements	Value of Goods	Amount Financed	Number of Agreements	Value of Goods	Amount Financed	Number of Agreements	Value of Goods	Amount Financed
		(d) £'000	(e) £'000		(d) £'000	(e) £'000		(d) £'000	(e) £'000		(d) £'000	(e) £'000
Year ended -												
30th June, 1954	(f)39,991	(f)26,095	(f)14,824		(f)	(f)	110,089	7,047	5,333	150,080	33,142	20,157
" " 1955	45,939	30,369	17,142	2,685	1,355	837	118,254	7,613	5,942	166,878	39,337	23,921
" " 1956	49,668	32,604	18,660	3,404	1,720	1,071	127,099	7,757	6,040	180,171	42,061	25,771
" " 1957	53,854	37,986	22,776	3,988	2,152	1,346	134,801	8,123	6,334	192,643	48,261	30,456
" " 1958	57,337	41,594	24,647	4,340	2,756	1,749	147,798	9,289	7,335	209,475	53,639	33,731
" " 1959	64,315	44,318	26,826	5,053	3,956	2,482	164,423	10,258	8,334	233,791	58,532	31,642
" " 1960	68,496	47,696	29,464	5,916	4,372	2,863	161,757	15,059	12,245	236,169	67,129	44,572
" " 1961	51,554	38,158	23,491	5,364	4,220	2,721	120,110	12,438	10,072	177,028	54,816	36,284
6 months ended -												
June, 1960	31,731	22,821	14,315	2,813	1,934	1,285	73,680	7,492	6,056	108,224	32,247	21,656
June, 1961 (g)	18,475	13,568	8,161	2,037	1,509	948	49,736	4,981	3,263	70,248	20,058	13,072
3 months ended -												
June, 1960	15,902	12,049	7,584	1,421	1,038	704	32,444	3,560	2,873	49,767	16,647	11,161 ^(f)
June, 1961 (g)	9,524	7,038	4,260	1,086	951	602	21,268	2,154	1,699	31,878	10,143	6,561
1960 - May	5,510	4,290	2,726	471	397	264	11,351	1,283	1,037	17,332	5,970	4,027
June	5,397	4,013	2,528	490	347	240	11,187	1,304	1,060	17,074	5,664	3,828
July	5,840	4,123	2,549	581	426	287	11,584	1,186	963	18,005	5,735	3,799
August	5,821	4,289	2,689	461	354	228	11,647	1,278	1,054	17,929	5,921	3,971
September	5,758	4,244	2,669	486	371	237	11,637	1,255	1,036	17,681	5,870	3,942
October	5,746	4,168	2,611	558	473	345	11,188	1,188	976	17,492	5,829	3,932
November	5,652	4,519	2,852	729	726	427	11,356	1,206	986	17,737	6,451	4,265
December	4,262	3,247	1,960	512	361	249	12,962	1,344	1,094	17,736	4,952	3,303
1961 - January	3,040	2,218	1,328	354	200	123	10,196	1,040	838	13,590	3,458	2,289
February	2,597	1,841	1,092	269	181	112	8,865	882	712	11,731	2,904	1,916
March	3,314	2,471	1,481	328	177	111	9,407	905	714	13,049	3,553	2,306
April	3,000	2,206	1,326	319	276	179	6,450	678	528	9,769	3,160	2,033
May	3,361	2,481	1,487	363	297	183	7,873	783	614	11,597	3,561	2,284
June (g)	3,163	2,351	1,447	404	378	240	6,945	693	557	10,512	3,222	2,244

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (d) Value at net cash or list price (excluding hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (g) Estimates for July, 1961, not yet available.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES

TABLE 7. - NEW AGREEMENTS MADE, SOUTH AUSTRALIA (a)

Period during which New Agreements were made	Motor Vehicles, Tractors, etc. (b)			Plant and Machinery (c)			Household and Personal Goods (d)			Total (All Goods)		
	Number of Agreements	Value of Goods (e)	Amount Financed (f)	Number of Agreements	Value of Goods (e)	Amount Financed (f)	Number of Agreements	Value of Goods (e)	Amount Financed (f)	Number of Agreements	Value of Goods (e)	Amount Financed (f)
Year ended -		£'000	£'000		£'000	£'000		£'000	£'000		£'000	£'000
30th June, 1954	(g)28,270	(g)17,695	(g) 9,654		(g)	(g)						
" " 1955	33,399	21,984	12,728	1,081	719	438	54,265	4,398	3,672	85,905	21,981	13,224
" " 1956	35,939	23,551	13,769	1,414	727	459	56,879	4,722	3,985	88,745	27,101	16,838
" " 1957	38,667	26,370	15,996	2,248	1,633	1,023	61,397	5,049	4,226	94,232	29,000	18,213
" " 1958	40,251	26,518	16,132	1,948	1,319	844	86,923	6,696	5,637	102,312	33,052	21,245
" " 1959	42,058	28,118	17,245	2,917	1,828	1,166	97,016	7,612	6,453	129,122	34,533	22,613
" " 1960	49,162	34,201	21,762	2,535	1,631	1,072	101,852	11,154	9,351	141,991	37,558	24,864
" " 1961	37,318	28,426	17,957	2,886	2,507	1,656	70,853	7,647	6,317	153,549	46,986	32,185
6 months ended -												
June, 1960	24,975	17,482	11,271	1,105	807	534	47,143	5,598	4,651	73,223	23,887	16,456
June, 1961	13,633	9,976	6,169	1,148	935	602	27,839	3,005	2,493	42,620	13,916	9,266
3 months ended -												
June, 1960	12,725	9,190	5,952	520	417	278	22,484	2,694	2,265	35,729	12,301	8,495
June, 1961	6,315	4,590	2,805	558	522	332	9,367	1,010	853	16,240	6,122	3,920
1960 - May	4,419	3,149	2,048	194	156	108	7,834	943	799	12,447	4,248	2,955
June	4,359	3,184	2,062	204	163	105	7,714	885	737	12,277	4,232	2,904
July	3,982	3,060	1,966	168	122	85	6,917	778	650	11,067	3,960	2,701
August	4,290	3,328	2,173	205	134	98	6,945	854	704	11,440	4,316	2,975
September	4,010	3,117	2,027	231	182	115	7,227	798	657	11,468	4,097	2,799
October	4,070	3,140	2,032	382	399	264	6,957	718	591	11,409	4,257	2,887
November	4,304	3,368	2,117	499	545	371	7,547	763	621	12,350	4,676	3,109
December	3,029	2,437	1,473	253	190	121	7,421	731	601	10,703	3,358	2,195
1961 - January	2,465	1,786	1,113	171	121	82	7,128	831	682	9,764	2,744	1,877
February	2,208	1,613	1,045	131	133	88	5,981	601	494	8,320	2,347	1,627
March	2,645	1,987	1,206	288	153	100	5,363	563	464	8,296	2,703	1,770
April	1,904	1,400	872	129	166	94	2,791	294	262	4,824	1,860	1,228
May	2,283	1,705	1,041	226	200	133	3,359	372	310	5,868	2,277	1,484
June (h)	2,128	1,485	892	203	156	105	3,217	344	281	5,548	1,985	1,278

(a) Includes Northern Territory. (b) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (c) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (d) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (e) Value at net cash or list price (excluding hiring charges and insurance). (f) Excludes hiring charges and insurance. (g) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (h) Estimates for July, 1961, not yet available.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES
TABLE 8. - NEW AGREEMENTS MADE, WESTERN AUSTRALIA

Period during which New Agreements were made	Motor Vehicles, Tractors, etc.			Plant and Machinery			Household and Personal Goods			Total (All Goods)		
	(a)			(b)			(c)			Total (All Goods)		
	Number of Agreements	Value of Goods (d)	Amount Financed (e)	Number of Agreements	Value of Goods (d)	Amount Financed (e)	Number of Agreements	Value of Goods (d)	Amount Financed (e)	Number of Agreements	Value of Goods (d)	Amount Financed (e)
Year ended -		£'000	£'000		£'000	£'000		£'000	£'000		£'000	£'000
30th June, 1954	(f)17,490	(f)12,409	(f)6,835	(f)	(f)	(f)	37,232	2,973	2,316	54,722	15,382	9,151
" " 1955	21,679	14,645	8,505	745	604	387	49,831	3,835	3,091	72,255	19,084	11,983
" " 1956	21,810	14,644	9,133	821	531	334	57,592	4,484	3,674	80,223	19,659	13,141
" " 1957	20,790	13,524	8,325	1,385	963	604	60,417	4,338	3,523	82,592	18,825	12,452
" " 1958	26,321	18,176	11,263	1,829	1,542	1,081	64,214	4,811	3,880	92,364	24,529	16,224
" " 1959	26,998	18,216	11,264	2,145	1,782	1,167	51,842	4,175	3,347	80,985	24,173	15,778
" " 1960	30,898	22,123	13,891	2,811	2,271	1,435	46,676	5,196	4,209	80,385	29,590	19,535
" " 1961	25,802	20,201	12,461	3,131	2,722	1,705	40,866	5,044	4,183	69,799	27,967	18,349
6 months ended -												
June, 1960	15,761	11,350	7,166	1,346	832	526	23,609	3,011	2,456	40,716	15,193	10,148
June, 1961	10,995	8,767	5,241	1,309	975	572	17,618	2,108	1,747	29,922	11,850	7,560
3 months ended -												
June, 1960	7,882	5,979	3,805	750	442	279	12,134	1,487	1,246	20,766	7,908	5,330
June, 1961	5,555	4,454	2,643	758	463	269	8,547	1,010	850	14,860	5,927	3,762
1960 - May	2,708	1,969	1,238	262	161	101	4,569	553	463	7,539	2,683	1,802
June	2,641	2,111	1,357	195	125	82	4,320	537	449	7,156	2,773	1,888
July	2,368	1,794	1,124	188	137	89	4,105	468	388	6,661	2,399	1,601
August	2,588	1,914	1,200	170	126	87	3,835	539	457	6,601	2,579	1,744
September	2,670	1,962	1,269	289	228	151	3,775	465	385	6,734	2,655	1,805
October	2,661	2,126	1,341	487	571	367	3,759	470	382	6,907	3,167	2,090
November	2,754	2,235	1,419	465	494	322	3,680	485	396	6,899	3,214	2,137
December	1,766	1,403	867	215	191	117	4,094	509	428	6,075	2,103	1,412
1961 - January	1,846	1,406	891	104	73	43	3,438	406	332	5,388	1,885	1,266
February	1,628	1,232	754	193	232	135	2,947	354	289	4,768	1,818	1,178
March	1,966	1,675	953	254	207	125	2,686	338	276	4,906	2,220	1,354
April	1,810	1,469	868	276	171	103	2,372	284	236	4,458	1,924	1,207
May	1,951	1,651	972	255	143	71	2,699	312	259	4,905	2,106	1,302
June (g)	1,794	1,334	803	227	149	95	3,476	414	355	5,497	1,897	1,253

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (d) Value at net cash or list price (excluding hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (g) Estimates for July, 1961, not yet available.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES
TABLE 9.- NEW AGREEMENTS MADE, TASMANIA

Period during which New Agreements were made	Motor Vehicles, Tractors, etc.			Plant and Machinery			Household and Personal Goods			Total (All Goods)		
	Number of Agreements	Value of Goods (d)	Amount Financed (e)	Number of Agreements	Value of Goods (d)	Amount Financed (e)	Number of Agreements	Value of Goods (d)	Amount Financed (e)	Number of Agreements	Value of Goods (d)	Amount Financed (e)
Year ended -		£'000	£'000		£'000	£'000		£'000	£'000		£'000	£'000
30th June, 1954	(f)10,331	(f)6,796	(f)3,641	(f)	(f)	(f)	14,095	1,132	880	24,426	7,928	4,521
" " 1955	12,451	8,386	4,597	399	392	248	18,984	1,462	1,158	31,834	10,240	6,003
" " 1956	13,515	9,030	5,198	439	292	176	21,555	1,874	1,483	35,509	11,196	6,857
" " 1957	14,284	9,905	5,913	627	458	278	19,673	1,616	1,273	34,584	11,979	7,464
" " 1958	14,885	10,307	6,224	620	386	238	18,593	1,460	1,142	34,098	12,153	7,604
" " 1959	15,301	10,480	6,342	769	488	302	17,530	1,366	1,055	33,600	12,334	7,699
" " 1960	15,912	11,001	6,763	997	757	503	16,000	1,478	1,156	32,909	13,236	8,422
" " 1961	13,154	9,772	6,032	1,251	1,016	660	15,334	1,833	1,429	29,739	12,621	8,121
6 months ended -												
June, 1960	7,399	5,191	3,195	524	422	284	7,668	782	616	15,591	6,395	4,095 ^g
June, 1961 (g)	5,257	4,003	2,433	497	375	232	6,519	767	598	12,273	5,145	3,263
3 months ended -												
June, 1960	3,624	2,594	1,598	282	181	127	3,605	429	337	7,511	3,204	2,062
June, 1961 (g)	2,674	1,918	1,162	220	210	131	2,842	340	261	5,736	2,468	1,554
1960 - May	1,181	856	520	103	65	47	1,281	150	116	2,565	1,071	683
June	1,351	975	604	109	54	39	1,411	199	157	2,871	1,228	800
July	1,271	943	602	123	91	62	1,511	200	156	2,905	1,234	820
August	1,466	1,008	635	123	57	36	1,407	184	142	2,996	1,249	813
September	1,339	936	584	131	103	72	1,462	185	145	2,932	1,224	801
October	1,264	939	577	132	110	76	1,364	158	118	2,760	1,207	771
November	1,416	1,070	667	106	103	64	1,396	159	125	2,918	1,332	856
December	1,141	873	534	139	177	118	1,675	180	145	2,955	1,230	797
1961 - January	957	768	468	105	65	41	1,450	156	127	2,512	989	636
February	701	544	337	95	54	31	1,139	137	106	1,935	735	474
March	925	773	466	77	46	29	1,088	134	104	2,090	953	599
April	909	661	408	87	58	36	986	117	87	1,982	836	531
May	945	644	385	71	111	70	994	120	93	2,010	875	548
June (g)	820	613	369	62	41	25	862	103	81	1,744	757	475

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Includes farm machinery and implements, earth-moving equipment, aircraft, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment), etc. (c) Includes furniture and furnishings, domestic refrigerators, electrical goods, television and accessories, radios, musical instruments, bicycles and other household and personal goods. (d) Value at net cash or list price (excludes hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc.". (g) Estimates for July, 1961, not yet available.

TABLE 10. - NEW AGREEMENTS MADE : MOTOR VEHICLES, TRACTORS, ETC. (a)
AMOUNT FINANCED (b) ACCORDING TO WHETHER ITEM WAS NEW OR USED, AUSTRALIA
(£'000)

Period	N.S.W. (c)	Vic.	Q'ld.	S.A. (d)	W.A.	Tas.	Australia
NEW							
Year ended 30.6.60	40,228	30,921	11,938	8,482	6,231	2,080	100,680
" " 30.6.61	40,310	25,812	10,815	8,207	6,257	2,905	94,306
6 months ended 30.6.60	18,718	15,086	5,919	4,165	3,153	1,371	48,412
6 " " 30.6.61	16,413	9,503	3,721	2,842	2,635	1,171	36,285
1960 - May	3,203	2,699	1,272	777	571	260	8,782
June	3,292	2,702	1,073	811	624	269	8,771
July	3,329	2,587	1,118	798	530	275	8,637
August	3,831	2,820	1,203	921	522	278	9,575
September	4,278	2,536	1,233	955	645	274	9,921
October	4,111	2,895	1,197	924	696	293	10,116
November	4,972	3,127	1,361	1,050	760	353	11,623
December	3,376	2,344	982	717	469	261	8,149
1961 - January	2,644	1,725	577	510	414	249	6,119
February	2,287	1,410	492	524	365	169	5,247
March	3,267	1,755	702	600	547	241	7,112
April	2,858	1,649	636	382	455	198	6,178
May	2,835	1,688	666	453	496	154	6,292
June (e)	2,522	1,276	648	373	358	160	5,337
USED							
Year ended 30.6.60	36,537	32,645	17,526	13,280	7,660	3,883	111,531
" " 30.6.61	31,056	21,182	12,676	9,750	6,204	3,127	83,995
6 months ended 30.6.60	17,956	15,648	8,396	7,106	4,013	1,824	54,943
6 " " 30.6.61	12,241	8,059	4,440	3,327	2,606	1,262	31,935
1960 - May	3,131	2,569	1,454	1,271	667	260	9,292
June	3,239	2,576	1,455	1,251	733	335	9,589
July	3,392	2,189	1,431	1,168	594	327	9,101
August	3,291	2,480	1,486	1,252	678	357	9,544
September	3,240	2,199	1,436	1,072	624	310	8,881
October	3,128	2,203	1,414	1,108	645	284	8,782
November	3,312	2,325	1,491	1,067	659	314	9,168
December	2,452	1,727	978	756	398	273	6,584
1961 - January	2,033	1,391	751	603	477	219	5,474
February	1,937	1,101	600	521	389	168	4,716
March	2,155	1,378	779	606	406	225	5,549
April	1,993	1,364	690	490	413	210	5,160
May	2,181	1,519	821	588	476	231	5,816
June (e)	1,942	1,306	799	519	445	209	5,220
TOTAL NEW AND USED							
Year ended 30.6.60	76,765	63,566	29,464	21,762	13,891	6,763	212,211
" " 30.6.61	71,366	46,994	23,491	17,957	12,461	6,032	178,301
6 months ended 30.6.60	36,674	30,734	14,315	11,271	7,166	3,195	103,355
6 " " 30.6.61	28,654	17,562	8,161	6,169	5,241	2,433	68,220
1960 - May	6,334	5,208	2,726	2,048	1,238	520	18,074
June	6,531	5,278	2,528	2,062	1,357	604	18,360
July	6,721	4,776	2,549	1,966	1,124	602	17,738
August	7,122	5,300	2,689	2,173	1,200	635	19,119
September	7,518	4,735	2,669	2,027	1,269	584	18,802
October	7,239	5,098	2,611	2,032	1,341	577	18,898
November	6,284	5,452	2,852	2,117	1,419	667	20,791
December	5,828	4,071	1,960	1,473	867	534	14,733
1961 - January	4,677	3,116	1,328	1,113	891	468	11,593
February	4,224	2,511	1,092	1,045	754	337	9,363
March	5,422	3,133	1,481	1,206	953	466	12,661
April	4,851	3,013	1,326	872	868	408	11,338
May	5,016	3,207	1,487	1,041	972	385	12,104
June (e)	4,464	2,582	1,447	892	803	369	10,557

(a) Includes new and used motor cars, motor cycles, commercial vehicles, tractors, caravans, motor parts and accessories. (b) Excludes hiring charges and insurance. (c) Includes Australian Capital Territory. (d) Includes Northern Territory. (e) Estimates for July, 1961, not yet available.