

COMMONWEALTH BUREAU OF CENSUS AND STATISTICS, CANBERRA, AUSTRALIA

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RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES, AUSTRALIA
APRIL, 1958 (PRELIMINARY ESTIMATES)

1. 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, banks and other finance businesses. Businesses which finance hire purchase exclusively for their own employees are not included. 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.

2. These statistics have been compiled from returns collected quarterly since March, 1953, from all businesses and also, since January, 1956, from returns collected monthly from a stratified sample of these businesses. The proportion of total transactions which is accounted for by businesses included in this sample (which is the basis of the monthly totals shown below for all businesses) ranges from approximately 85% of the total shown for the item "household and personal goods - number of agreements" to 95% of the total shown for the item "motor vehicles - amount financed".

3. Monthly figures are first published as preliminary estimates. At the end of each quarter when returns are received from all finance businesses, monthly statistics for each State are prepared and the preliminary estimates may be slightly revised. Other revisions may be made as continued growth in numbers of finance businesses and changes in organization of established businesses periodically give rise to problems affecting classification and comparability. Preliminary figures for April, 1958, are shown below with figures for previous periods.

4. Comparisons as to trend should be made only for complete years or corresponding quarters or months of incomplete years. Quarterly and monthly totals are influenced by seasonal and other factors affecting retail trade and particularly by those factors affecting sales of motor vehicles which constitute a large part of the hire purchase field. 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)	N.A.	Tas.	Aust.
AMOUNT (£'000)							
1953 - 30th June	35,246	20,052	15,087	8,532	6,765	3,108	88,790
1954 - 30th June	50,883	30,806	22,385	13,318	10,154	4,772	132,318
1955 - 30th June	69,240	44,590	29,067	18,416	14,151	7,012	182,476
30th September	75,422	48,283	31,050	19,812	15,078	7,460	197,105
31st December	79,899	53,180	32,519	21,415	16,080	7,951	211,044
1956 - 31st March	78,987	55,030	32,123	21,328	15,844	8,033	211,345
30th June	79,176	56,025	32,046	21,412	15,388	8,163	212,210
30th September	80,978	57,748	33,659	22,564	15,276	8,477	218,702
31st December	84,011	61,023	35,768	24,500	15,877	9,004	230,183
1957 - 31st March	83,903	61,866	36,258	24,940	15,331	9,011	231,309
1957 - 30th April	84,248	62,231	36,435	24,860	15,448	8,972	232,194
31st May	84,601	63,011	36,538	24,972	15,519	9,024	233,665
30th June	85,412	64,045	36,551	25,038	15,488	9,010	235,544
31st July	86,121	65,030	36,664	25,068	15,558	8,996	237,437
31st August	86,889	66,385	37,061	25,255	15,760	8,985	240,335
30th September	88,557	67,434	37,460	25,501	15,982	8,971	243,905
31st October	90,535	69,189	37,792	25,826	16,399	9,036	248,777
30th November	93,044	71,439	38,639	26,285	16,902	9,225	255,534
31st December	96,191	74,138	39,748	26,938	17,470	9,469	263,954
1958 - 31st January	98,004	75,795	40,098	27,236	17,826	9,611	268,572
28th February	100,075	77,622	40,374	27,351	17,821	9,663	272,906
31st March	102,721	79,144	40,659	27,331	18,060	9,806	277,721
30th April (c)	105,064	81,397	40,949	27,727	18,437	9,912	283,486

(a) Includes Australian Capital Territory.

(b) Includes Northern Territory.

(c) Preliminary estimates, subject to revision.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE COMPANIES
TABLE 2 : NEW AGREEMENTS MADE, AUSTRALIA

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 (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)
		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)
Year ended -												
30th June, 1954	(f)236,272	(£)158,422	(£)88,492									
" " 1955	277,693	191,445	110,688	14,571	8,813	5,394	647,149	41,366	32,528	796,610	199,788	121,020
" " 1956	304,858	212,511	125,564	18,998	11,892	7,383	686,744	49,239	39,892	939,413	249,497	155,974
" " 1957	316,458	224,568	136,644	23,034	14,739	9,223	689,405	51,954	42,181	1,010,600	276,357	175,128
10 months ended -												
April, 1957	264,708	187,628	114,156	19,560	12,123	7,561	572,057	53,329	42,782	1,028,897	292,636	188,649
" 1958 (g)	294,021	211,395	129,118	19,099	13,292	8,495	678,400	43,174	34,597	856,325	242,925	156,314
3 months ended -												
April, 1957	73,766	52,257	31,806	6,268	3,547	2,192	170,019	68,432	55,305	991,520	293,119	192,918
" 1958 (g)	89,221	66,248	40,265	6,228	3,967	2,591	207,684	22,298	17,988	250,053	69,330	44,880
Month -												
1957 - March	25,502	18,191	11,037	2,285	1,260	766	60,084	4,690	3,768	87,871	24,141	15,571
April	24,681	17,407	10,619	1,876	1,090	682	53,645	4,391	3,531	80,202	22,888	14,832
May	27,227	19,737	12,010	1,913	1,203	747	63,752	5,396	4,371	92,892	26,336	17,128
June	24,523	17,203	10,478	1,561	1,413	915	53,596	4,759	3,814	79,680	23,375	15,207
July	27,561	19,468	11,931	1,450	903	588	60,836	5,627	4,504	89,847	25,998	17,023
August	27,440	19,141	11,731	1,595	1,158	728	59,825	5,712	4,626	88,860	26,011	17,085
September	27,698	19,338	11,763	1,650	1,229	783	59,254	5,764	4,694	88,602	26,331	17,240
October	30,886	21,801	13,311	1,979	1,572	973	64,636	6,680	5,400	97,501	30,053	19,684
November	30,594	22,017	13,455	2,472	1,764	1,089	71,932	5,868	4,694	104,998	31,024	20,412
December	31,793	23,099	14,174	2,062	1,500	960	82,432	7,243	5,811	116,287	32,383	21,445
1958 - January	28,828	20,283	12,488	1,663	1,199	783	71,801	7,324	5,914	102,292	28,806	19,185
February	27,850	20,505	12,447	2,062	1,338	879	68,279	7,212	5,802	98,191	29,055	19,128
March	30,285	22,594	13,743	2,111	1,302	844	73,452	8,143	6,557	105,848	32,039	21,144
April (g)	31,086	23,149	14,075	2,055	1,327	868	65,953	6,943	5,629	99,094	31,419	20,572

(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) Values 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, 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. (a)			Plant and Machinery (b)			Household and Personal Goods (c)			Total (All Goods)		
	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) 671	(g) 375	(g) 56	(g) 605	(g) 370	(g) 61	74	58	79	251	152	61
" " 1955	689	399	58	605	370	61	76	62	81	266	166	63
" " 1956	697	412	59	626	389	62	76	61	81	273	173	63
" " 1957	710	432	61	640	400	63	77	62	80	284	183	64
10 months ended -												
April, 1957	709	431	61	620	387	62	75	60	80	284	183	64
" " 1958 (h)	719	439	61	696	445	64	101	82	81	296	195	66
3 months ended -												
April, 1957	708	431	61	566	350	62	80	64	80	277	179	65
" " 1958 (h)	743	451	61	637	416	65	107	87	81	305	201	66
Month -												
1957 -												
March	713	433	61	551	335	61	78	63	80	275	177	65
April	705	430	61	581	364	63	82	66	80	285	185	65
May	725	441	61	629	390	62	85	69	81	284	184	65
June	702	427	61	905	586	65	89	71	80	293	191	65
July	706	433	61	623	406	65	92	74	80	289	189	65
August	698	428	61	726	456	63	95	77	81	293	192	66
September	698	425	61	745	475	64	97	79	81	297	195	65
October	706	431	61	794	492	62	103	84	81	308	202	65
November	720	440	61	714	441	62	101	82	81	295	194	66
December	727	446	61	727	466	64	94	77	81	278	184	66
1958 -												
January	704	433	61	721	471	65	102	82	81	282	188	67
February	736	447	62	649	426	66	106	85	80	296	195	66
March	746	454	61	617	400	65	111	89	81	303	200	66
April (h)	745	453	61	646	422	65	105	85	81	317	208	65

(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 machinery 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) 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) 85,951	(g) 58,166	(g) 32,358									
" " 1955	96,954	67,647	39,311	5,679	3,394	2,083	252,546	16,464	13,031	300,059	74,630	45,389
" " 1956	105,134	74,594	44,143	7,875	5,480	3,430	265,864	20,100	16,435	355,179	91,272	57,906
" " 1957	107,306	77,818	46,946	7,829	5,535	3,538	256,487	20,100	16,435	378,873	100,174	64,008
9 months ended -												
March, 1957	80,760	58,515	35,251	6,032	4,270	2,739	193,663	19,193	15,412	280,455	76,624	49,108
" 1958	90,200	66,350	40,316	5,997	4,510	2,916	226,777	13,839	11,118	280,455	76,624	49,108
3 months ended -												
March, 1957	25,360	18,214	10,920	1,950	1,360	876	65,644	25,210	20,382	322,974	96,070	63,614
" 1958	30,435	22,691	13,734	2,095	1,449	968	83,979	5,092	4,105	92,954	24,666	15,901
Month -												
1957 - February	7,930	5,765	3,465	666	472	306	20,514	9,692	7,811	116,509	33,832	22,513
March	8,589	6,260	3,766	671	461	294	22,049	1,545	1,248	29,110	7,782	5,019
April	8,417	6,072	3,722	633	428	272	20,687	1,686	1,358	31,309	8,407	5,418
May	9,320	6,929	4,160	595	416	263	23,369	1,670	1,328	29,737	8,170	5,322
June	8,809	6,302	3,813	569	421	264	18,768	1,999	1,620	33,284	9,344	6,043
July	9,187	6,709	4,100	506	380	244	21,639	1,685	1,346	28,146	8,408	5,423
August	9,221	6,579	4,051	620	463	290	20,898	2,072	1,661	31,332	9,161	6,005
September	10,027	7,085	4,298	624	527	343	20,679	2,256	1,817	30,739	9,298	6,158
October	10,344	7,658	4,680	704	588	367	22,242	2,317	1,894	31,330	9,929	6,535
November	10,144	7,455	4,507	795	621	393	26,415	2,594	2,100	33,290	10,840	7,147
December	10,842	8,173	4,946	653	482	311	30,925	3,041	2,473	37,354	11,117	7,373
1958 - January	9,567	7,001	4,304	564	442	292	26,724	3,238	2,626	42,420	11,893	7,883
February	9,947	7,257	4,396	782	552	367	26,437	2,985	2,404	36,855	10,428	7,000
March (h)	10,921	8,433	5,034	749	455	309	30,818	3,039	2,454	37,166	10,848	7,217
								3,668	2,953	42,458	12,556	8,296

(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 (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 April 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 (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)
		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)
Year ended -												
30th June, 1954	(f) 54,416	(f) 37,354	(f) 21,454									
" " 1955	67,422	48,435	28,690	3,982	2,314	1,401	127,179	9,464	7,398	181,595	46,818	28,852
" " 1956	78,922	57,876	34,937	5,045	3,142	1,913	153,269	11,700	9,517	224,673	62,449	39,608
" " 1957	81,782	59,155	37,085	5,529	3,739	2,371	157,755	12,987	10,564	241,722	74,005	47,414
9 months ended -												
March, 1957							158,529	15,049	12,111	245,840	77,943	51,567
" 1958	61,978	44,840	28,111	4,301	2,607	1,622	116,111	10,181	8,165	182,390	57,628	37,898
3 months ended -												
March, 1957							146,796	19,064	15,464	220,638	72,644	49,186
" 1958	19,937	13,836	8,733	1,292	863	525	41,375	3,938	3,162	62,604	18,637	12,420
Month -												
1957 - February	22,499	16,959	10,657	1,268	881	562	50,407	7,065	5,735	74,174	24,905	16,954
March	6,307	4,431	2,798	398	306	191	12,596	1,213	984	19,301	5,950	3,973
April	6,874	4,840	3,030	448	286	167	14,336	1,373	1,112	21,658	6,499	4,309
May	6,482	4,668	2,917	383	227	144	13,353	1,343	1,096	20,218	6,238	4,157
June	7,048	5,270	3,308	456	299	183	15,444	1,778	1,441	22,948	7,347	4,932
July	6,274	4,377	2,749	389	606	422	13,621	1,747	1,409	20,284	6,730	4,580
August	7,189	5,102	3,193	373	203	125	15,303	1,985	1,590	22,865	7,290	4,908
September	7,287	5,018	3,176	348	330	207	14,923	1,866	1,529	22,558	7,214	4,912
October	7,001	4,881	3,050	358	240	151	14,185	1,767	1,440	21,544	6,888	4,641
November	8,698	6,049	3,801	473	326	200	16,508	2,129	1,729	25,679	8,504	5,730
December	8,528	6,111	3,866	641	395	237	17,170	2,103	1,698	26,339	8,609	5,801
1958 - January	8,586	6,551	4,163	593	534	334	18,300	2,149	1,743	27,479	9,234	6,240
February	7,564	5,335	3,365	369	254	160	17,550	2,254	1,832	27,483	7,843	5,357
March (g)	7,202	5,660	3,539	420	312	200	16,618	2,279	1,838	24,240	8,251	5,577
	7,733	5,964	3,753	479	315	202	16,239	2,532	2,065	24,451	8,811	6,020

(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, 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 April 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 (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)
	(f)	(£'000)	(£'000)	(f)	(£'000)	(£'000)	(f)	(£'000)	(£'000)	(f)	(£'000)	(£'000)
Year ended -												
30th June, 1954	(f) 39,844	(f) 25,670	(f) 14,550									
" " 1955	45,788	29,930	16,857	2,685	1,355	837	110,089	7,047	5,333	149,933	32,717	19,883
" " 1956	49,550	32,199	18,386	3,404	1,720	1,071	118,254	7,613	5,942	166,727	38,898	23,636
" " 1957	53,684	37,402	22,395	3,445	2,231	1,412	127,099	7,757	6,040	180,053	41,676	25,497
9 months ended -												
March, 1957	41,481	28,669	17,192	4,200	1,634	1,034	133,344	8,044	6,769	192,473	47,677	30,076
" 1958	42,629	30,573	18,009	3,835	2,095	1,337	103,132	6,272	4,870	148,813	36,575	23,096
3 months ended -												
March, 1957	12,225	8,554	5,087	2,208	537	341	110,377	7,082	5,591	156,841	39,750	24,937
" 1958	13,586	9,817	5,777	1,416	719	465	36,875	2,334	1,802	51,308	11,425	7,230
1957 - February	3,827	2,665	1,585	695	176	111	37,983	2,461	1,932	52,985	12,997	8,174
March	4,074	2,922	1,727	746	172	111	12,379	782	611	16,901	3,623	2,307
April	4,087	2,913	1,725	458	191	121	12,259	718	555	17,079	3,812	2,393
May	4,335	3,104	1,863	457	207	132	9,829	613	481	14,374	3,717	2,327
June	3,781	2,716	1,615	330	199	125	11,086	636	502	15,878	3,947	2,497
July	4,672	3,291	1,967	338	151	95	9,297	523	416	13,408	3,438	2,156
August	4,655	3,440	2,035	362	190	117	10,678	639	499	15,688	4,081	2,561
September	4,573	3,213	1,882	371	239	155	10,469	649	512	15,486	4,279	2,664
October	4,880	3,424	1,999	424	290	184	11,138	702	560	16,082	4,154	2,597
November	5,021	3,704	2,184	497	301	186	11,953	823	653	17,257	4,537	2,836
December	5,242	3,684	2,165	427	205	135	12,821	850	675	18,339	4,855	3,045
1958 - January	4,654	3,360	1,998	410	267	189	15,335	958	760	21,004	4,847	3,060
February	4,272	3,079	1,760	511	230	146	12,862	830	651	17,926	4,477	2,838
March (g)	4,660	3,378	2,019	495	202	130	12,076	803	630	16,859	4,112	2,536
							13,045	828	651	18,200	4,408	2,800

(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) Values 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 April 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) (£'000)	Amount Financed (f) (£'000)	Number of Agreements	Value of Goods (e) (£'000)	Amount Financed (f) (£'000)	Number of Agreements	Value of Goods (e) (£'000)	Amount Financed (f) (£'000)	Number of Agreements	Value of Goods (e) (£'000)	Amount Financed (f) (£'000)
Year ended -												
30th June, 1954	(£)28,270	(£)18,027	(£)9,654	(£)	(£)	(£)	57,635	4,286	3,570	85,905	22,313	13,224
" " 1955	33,399	22,402	12,728	1,081	754	438	54,265	4,398	3,672	88,745	27,554	16,838
" " 1956	35,927	24,168	13,767	1,414	727	459	56,879	4,752	3,985	94,220	29,647	18,211
" " 1957	38,636	26,780	15,990	2,219	1,813	1,020	61,147	5,114	4,214	102,002	33,707	21,224
9 months ended -												
March, 1957	29,403	20,588	12,284	1,664	1,403	790	45,609	3,927	3,236	76,676	25,918	16,310
" " 1958	29,742	19,711	11,939	1,384	1,037	598	64,593	5,189	4,278	95,719	25,937	16,815
3 months ended -												
March, 1957	9,369	6,577	3,961	563	475	254	14,522	1,269	1,042	24,454	8,321	5,257
" " 1958	10,181	6,578	3,985	427	303	182	21,441	1,823	1,485	32,049	8,704	5,652
Month -												
1957 - February	2,881	2,111	1,268	160	134	70	4,583	416	340	7,624	2,661	1,678
March	3,144	2,257	1,356	215	173	90	4,875	396	327	8,234	2,826	1,773
April	2,910	1,982	1,177	183	109	61	4,012	333	281	7,105	2,424	1,519
May	3,418	2,259	1,354	221	159	93	5,969	455	376	9,608	2,873	1,823
June	2,905	1,951	1,175	151	142	76	5,557	399	321	8,613	2,492	1,572
July	3,253	2,153	1,335	125	61	40	6,113	449	371	9,491	2,703	1,746
August	3,172	2,075	1,247	118	77	42	6,476	462	384	9,766	2,614	1,673
September	3,027	2,123	1,289	146	122	68	6,378	480	396	9,551	2,725	1,753
October	3,435	2,294	1,377	154	171	88	7,216	569	466	10,805	3,034	1,931
November	3,425	2,301	1,398	232	190	108	7,949	659	547	11,606	3,150	2,053
December	3,249	2,147	1,308	182	113	70	9,020	747	629	12,451	3,007	2,007
1958 - January	3,549	2,181	1,320	150	91	57	7,304	648	538	11,003	2,920	1,915
February	3,257	2,123	1,268	140	84	58	6,995	576	470	10,392	2,783	1,816
March (h)	3,375	2,274	1,377	137	128	67	7,142	599	477	10,654	3,001	1,921

(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 April not yet available.

RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES
TABLE 5 - NEW AGREEMENTS MADE, WESTERN AUSTRALIA

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
		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)
Year ended -		(f)	(f)		(f)	(f)		(£'000)	(£'000)		(£'000)	(£'000)
30th June, 1954	(f) 17,460	(f) 12,409	(f) 6,835									
" " 1955	21,679	14,645	8,505	745	604	387	37,232	2,973	2,316	54,692	15,382	9,151
" " 1956	21,810	14,644	9,133	821	531	334	49,831	3,835	3,091	72,255	19,084	11,983
" " 1957	20,790	13,523	8,326	1,385	963	604	57,592	4,484	3,674	80,223	19,659	13,141
9 months ended -							60,417	4,338	3,522	82,592	18,824	12,452
March, 1957	15,511	10,043	6,193	1,000	739	463	44,700	3,312	2,691	61,211	14,094	9,347
" " 1958	19,464	13,315	8,264	1,331	1,134	786	49,864	3,799	3,061	70,659	18,248	12,111
3 months ended -												
March, 1957	4,933	3,183	1,952	370	282	174	15,305	1,164	944	20,608	4,629	3,070
" " 1958	6,656	4,784	2,972	494	408	278	14,599	1,224	981	21,749	6,416	4,231
Month -												
1957 - February	1,640	1,041	646	136	81	50	5,000	381	309	6,776	1,503	1,005
March	1,686	1,088	664	151	116	71	5,032	376	303	6,869	1,580	1,038
April	1,731	1,099	672	173	110	68	4,433	319	258	6,337	1,528	998
May	1,870	1,276	784	133	87	56	6,187	394	324	8,190	1,757	1,164
June	1,678	1,105	677	79	27	17	5,097	313	249	6,854	1,445	943
July	1,997	1,300	812	71	88	72	5,847	370	296	7,915	1,758	1,180
August	1,944	1,293	791	108	65	50	5,808	385	310	7,860	1,743	1,151
September	1,963	1,310	810	103	70	47	5,628	400	328	7,694	1,780	1,185
October	2,282	1,527	946	167	170	118	5,441	437	353	7,890	2,134	1,417
November	2,194	1,546	950	249	212	136	5,648	444	358	8,091	2,202	1,446
December	2,428	1,555	983	139	121	83	6,893	539	435	9,460	2,215	1,501
1958 - January	2,280	1,598	996	124	91	62	5,437	453	366	7,841	2,142	1,424
February	2,099	1,615	1,005	164	136	93	4,661	389	310	6,924	2,140	1,408
March (g)	2,277	1,571	971	206	181	123	4,501	382	305	6,984	2,134	1,399

(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 April 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. (a)			Plant and Machinery (b)			Household and Personal Goods (c)			Total (All Goods)		
	Number of Agreements	Value of Goods (d) (£'000)	Amount Financed (e) (£'000)	Number of Agreements	Value of Goods (d) (£'000)	Amount Financed (e) (£'000)	Number of Agreements	Value of Goods (d) (£'000)	Amount Financed (e) (£'000)	Number of Agreements	Value of Goods (d) (£'000)	Amount Financed (e) (£'000)
Year ended -												
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	14,260	9,890	5,902	627	458	278	19,481	1,591	1,254	34,368	11,939	7,434
9 months ended -												
March, 1957	10,894	7,566	4,506	487	380	231	15,197	1,252	986	26,578	9,198	5,723
" 1958	11,112	7,626	4,609	443	280	174	14,040	1,145	900	25,595	9,051	5,683
3 months ended -												
March, 1957	3,128	2,168	1,296	164	149	90	4,282	382	305	7,574	2,699	1,691
" 1958	3,606	2,553	1,553	136	79	51	5,123	414	329	8,865	3,046	1,933
Month -												
1957 - February	998	646	388	52	28	16	1,218	108	88	2,268	782	492
March	1,135	824	494	54	52	33	1,533	141	110	2,722	1,017	637
April	1,054	673	406	46	25	16	1,331	113	87	2,431	811	509
May	1,236	899	541	51	35	20	1,697	134	108	2,984	1,068	669
June	1,076	752	449	43	18	11	1,256	92	73	2,375	862	533
July	1,263	873	524	37	20	12	1,256	112	87	2,556	1,005	623
August	1,161	736	431	39	33	22	1,251	94	74	2,451	863	527
September	1,107	726	434	48	31	19	1,246	98	76	2,401	855	529
October	1,247	849	508	57	27	16	1,276	128	99	2,580	1,004	623
November	1,282	900	550	58	45	27	1,929	146	117	3,269	1,091	694
December	1,446	989	609	68	45	27	1,959	153	118	3,473	1,187	754
1958 - January	1,214	808	505	46	34	23	1,924	154	123	3,184	996	651
February	1,073	771	459	45	24	15	1,492	126	100	2,610	921	574
March (g)	1,319	974	589	45	21	13	1,707	134	106	3,071	1,129	708

(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) Values 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, etc. (g) Estimates for April not yet available.