

COMMONWEALTH BUREAU OF CENSUS AND STATISTICS, CANBERRA, AUSTRALIA

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RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES : AUSTRALIA
JANUARY, 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 January, 1961, are shown in Tables 1, 2 and 3 below with figures for previous periods. Figures for January, 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	9,228	296,675
31st December	130,813	96,302	47,472	31,780	21,201	10,784	338,352
1959 - 31st March	134,777	98,035	48,488	31,978	20,526	10,747	344,551
30th June	141,028	100,193	49,451	32,802	20,779	10,696	354,949
30th September	147,077	103,540	51,905	34,954	21,407	10,988	369,871
31st December	157,293	112,211	56,806	38,680	23,533	11,733	400,356
1960 - 31st January	156,807	112,759	56,803	39,252	23,716	11,676	403,013
29th February	158,994	113,772	57,013	39,676	22,865	11,651	403,971
31st March	160,185	116,009	57,614	40,434	23,679	11,560	409,081
30th April	161,510	115,948	58,139	41,160	23,871	11,628	412,072
31st May	162,447	116,849	59,116	42,069	24,430	11,701	416,612
30th June	163,808	118,493	59,721	42,922	25,169	11,835	421,948
31st July	164,195	119,003	60,288	43,358	25,852	12,141	424,837
31st August	165,267	118,894	61,011	44,184	26,397	12,323	428,076
30th September	167,809	119,827	62,151	45,110	26,602	12,566	434,065
31st October	169,462	120,766	62,719	45,764	27,316	12,588	438,615
30th November	173,210	122,056	63,900	46,867	28,438	12,897	447,368
31st December	174,229	121,361	64,668	47,156	29,161	13,100	449,675
1961 - 31st January (c)	173,012	119,588	63,515	46,740	29,094	13,079	445,028

(a) Includes Australian Capital Territory.
(c) Preliminary estimates, subject to revision.

(b) Includes Northern Territory.

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)		
	Number of Agreements	(a)		Number of Agreements	(b)		Number of Agreements	(c)		Number of Agreements	(d)	
		Value of Goods (d)	Amount Financed (e)		Value of Goods (d)	Amount Financed (e)		Value of Goods (d)	Amount Financed (e)		Value of Goods (d)	Amount Financed (e)
		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)
Year ended -												
30th June, 1954	(f) 236,302	758,088	688,490	(f)	(f)	(f)	555,734	41,257	32,444	792,036	199,345	120,934
" " 1955	278,186	191,263	110,870	14,571	8,778	5,394	642,416	49,090	39,777	935,173	249,131	156,041
" " 1956	305,808	212,402	125,951	19,005	11,904	7,390	675,499	51,839	42,106	1,000,312	276,145	175,447
" " 1957	317,085	224,613	136,880	21,622	14,485	9,164	677,677	53,244	42,773	1,016,384	292,342	188,817
" " 1958	358,176	257,610	157,327	22,463	15,860	10,212	815,391	83,576	67,774	1,196,030	357,046	235,313
" " 1959	395,325	285,164	176,990	31,149	21,984	14,092	836,263	83,411	68,571	1,262,737	390,559	259,653
" " 1960	446,650	331,566	212,191	34,286	26,502	17,395	851,075	87,133	71,780	1,332,011	445,201	301,366
7 months ended -												
January, 1960	265,996	195,619	124,278	20,225	15,163	9,879	517,343	51,157	42,172	803,564	261,939	176,329
January, 1961 (g)	236,427	189,309	121,531	22,410	20,231	13,266	417,499	44,685	36,826	676,336	254,225	171,623
3 months ended -												
January, 1960	116,229	86,870	55,544	9,347	7,534	4,901	246,835	24,033	19,825	372,411	118,437	80,270
January, 1961 (g)	89,032	74,102	47,018	9,959	9,443	6,110	176,147	18,484	15,184	275,138	102,029	68,312
1959 - December	42,448	32,588	20,800	3,469	2,738	1,810	92,195	8,807	7,289	138,112	44,133	29,899
1960 - January	34,328	23,903	15,442	2,342	1,810	1,190	77,751	7,601	6,252	114,421	33,314	22,884
February	34,940	25,498	16,310	2,691	1,974	1,304	66,450	6,910	5,603	104,081	34,382	23,217
March	39,855	29,363	18,857	3,360	2,743	1,815	72,251	8,133	6,675	115,466	40,239	27,347
April	32,924	25,143	16,312	2,513	2,069	1,371	59,785	6,207	5,149	95,222	33,419	22,832
May	36,296	27,786	18,074	2,767	2,193	1,437	67,643	7,291	6,031	106,706	37,270	25,542
June	36,638	28,157	18,360	2,730	2,360	1,589	67,499	7,426	6,142	106,867	37,943	26,091
July	35,518	27,323	17,724	2,834	2,300	1,545	65,132	6,656	5,488	103,484	36,279	24,757
August	38,195	29,557	19,104	2,811	2,249	1,494	58,840	6,685	5,540	99,846	38,491	26,138
September	36,886	29,047	18,787	3,003	2,498	1,640	58,743	6,456	5,335	98,632	38,001	25,762
October	36,796	29,280	18,898	3,803	3,741	2,477	58,637	6,404	5,279	99,236	39,425	26,654
November	38,530	32,200	20,791	4,525	4,371	2,796	62,295	6,599	5,422	105,350	43,170	29,009
December	28,046	23,484	14,733	3,226	3,069	2,039	60,130	6,168	5,070	91,402	32,721	21,842
1961 - January (g)	22,456	18,418	11,424	2,208	2,003	1,275	53,722	5,717	4,692	78,386	26,138	17,461

(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. (a)			Plant and Machinery (b)			Household and Personal Goods (c)			Total (All Goods)		
	Average Value per Agreement (d)	Average Amount Financed (e)	Average Proportion Financed (f)	Average Value per Agreement (d)	Average Amount Financed (e)	Average Proportion Financed (f)	Average Value per Agreement (d)	Average Amount Financed (e)	Average Proportion Financed (f)	Average Value per Agreement (d)	Average Amount Financed (e)	Average Proportion Financed (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
1 months ended -												
January, 1960	735	467	64	750	488	65	99	82	82	326	219	67
January, 1961 (h)	801	514	64	903	592	66	107	88	82	376	254	68
3 months ended -												
January, 1960	747	478	64	806	524	65	97	80	82	318	216	68
January, 1961 (h)	832	528	63	948	614	65	105	86	82	371	248	67
1959 - December	768	490	64	789	522	66	96	79	83	320	216	68
1960. - January	696	450	65	773	508	66	98	80	82	291	200	69
February	730	467	64	734	485	66	104	84	81	330	223	68
March	737	473	64	816	540	66	113	92	82	348	237	68
April	763	495	65	823	546	66	104	86	83	351	240	68
May	764	495	65	793	519	66	108	89	83	349	239	69
June	766	498	65	864	582	67	110	91	83	355	244	69
July	769	501	65	812	545	67	102	84	82	351	239	68
August	774	500	65	800	541	66	114	94	83	386	262	68
September	787	509	65	832	546	66	110	91	83	365	261	68
October	796	514	65	984	651	66	109	90	82	397	269	68
November	836	540	65	966	618	64	106	87	82	410	275	67
December	837	525	63	951	632	65	103	84	82	358	239	67
1961 - January (h)	820	512	62	907	577	64	106	87	82	333	223	67

(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 (including hiring charges and insurance). (e) Excludes hiring charges and insurance. (f) Average proportion of hire purchase sale financed. (g) 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.			Plant and Machinery			Household and Personal Goods			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
		(e)	(f)		(e)	(f)		(e)	(f)		(e)	(f)
	(£'000)	(£'000)	(g)	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)
Year ended -												
30th June, 1954	(g)85,804	(g)57,739	(g)32,082									
" " 1955	96,803	67,208	39,026									
" " 1956	105,025	74,247	43,907	5,697	3,429	2,104	209,384	16,343	12,937	295,188	74,082	45,019
" " 1957	107,419	77,614	46,729	7,925	5,606	3,507	247,650	20,067	16,385	350,150	90,704	57,515
" " 1958	124,956	91,895	55,634	7,880	5,668	3,623	254,244	19,983	16,335	367,194	99,836	63,749
" " 1959	142,602	105,674	65,836	8,252	6,031	3,901	242,860	19,070	15,306	358,159	102,352	65,658
" " 1960	158,914	120,230	76,765	11,193	8,409	5,447	300,328	34,979	28,342	433,536	132,905	87,877
6 months ended -												
December, 1959												
December, 1960(h)	83,231	63,389	40,091	12,966	10,678	6,957	345,172	34,151	28,334	517,052	165,059	112,056
3 months ended -												
December, 1959												
December, 1960(h)	80,696	65,997	42,668	6,553	5,059	3,279	171,922	17,244	14,340	261,706	85,692	57,710
1959 - December	42,857	33,576	21,181	6,993	6,693	4,348	137,878	13,546	11,277	225,567	86,236	58,293
1960 - January	39,682	33,164	21,351	3,621	2,998	1,937	94,466	9,152	7,612	140,944	45,726	30,730
February	15,000	11,645	7,389	3,932	3,892	2,512	66,944	6,619	5,506	110,558	43,675	29,369
March	12,268	8,859	5,772	1,278	1,011	661	35,296	3,385	2,817	51,574	16,041	10,867
April	12,540	9,318	5,944	903	792	522	32,886	3,053	2,537	46,057	12,704	8,831
May	13,883	10,292	6,550	1,130	815	541	27,643	2,656	2,146	41,313	12,789	8,631
June	11,294	8,594	5,543	1,355	1,214	793	29,405	3,307	2,716	44,643	14,813	10,059
July	12,683	9,743	6,334	941	908	597	26,468	2,503	2,099	38,703	12,005	8,239
August	13,015	10,035	6,531	1,039	992	563	27,643	2,601	2,162	41,365	13,236	9,059
September	12,969	10,208	6,707	1,045	998	662	29,205	2,787	2,334	43,265	13,820	9,527
October	13,905	11,016	7,107	964	896	588	28,364	2,563	2,114	42,297	13,667	9,409
November	14,140	11,609	7,503	1,027	949	620	21,136	2,162	1,814	36,068	14,127	9,541
December(h)	13,689	11,150	7,239	1,070	956	628	21,434	2,202	1,843	36,644	14,767	9,974
	15,034	12,758	8,284	1,366	1,376	885	21,620	2,270	1,888	36,675	14,796	10,012
	10,959	9,256	5,828	1,482	1,455	937	23,834	2,334	1,956	40,350	16,547	11,177
				1,084	1,061	690	21,490	2,015	1,662	33,533	12,332	8,180

(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 January, 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 (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	(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	39,781
" " 1956	79,851	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	15,046	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	18,477	296,578	106,781	71,752
" " 1960	123,268	96,313	63,546	9,061	6,793	4,565	179,766	20,085	16,476	312,095	123,191	84,587
6 months ended -												
December, 1959	63,835	50,148	32,812	4,859	3,258	2,166	93,521	10,307	8,397	162,215	63,713	43,375
December, 1960 (g)	53,807	44,651	29,432	5,568	4,864	3,255	80,448	9,321	7,657	139,823	58,836	40,344
3 months ended -												
December, 1959	35,559	28,693	18,893	2,805	1,893	1,272	51,527	5,405	4,418	89,891	35,991	24,583
December, 1960 (g)	25,625	22,275	14,621	3,145	2,949	1,959	40,719	4,641	3,802	69,489	29,865	20,382
1959 - December	12,106	10,008	6,642	1,009	797	548	19,031	1,981	1,610	32,146	12,786	8,800
1960 - January	9,642	6,947	4,597	657	501	339	16,286	1,667	1,382	26,585	9,115	6,318
February	9,906	7,579	4,994	686	512	338	14,276	1,567	1,290	24,868	9,658	6,622
March	11,151	8,737	5,744	847	776	535	14,739	1,681	1,401	26,737	11,194	7,680
April	9,064	7,284	4,913	627	551	372	12,317	1,388	1,147	22,008	9,223	6,432
May	9,795	7,779	5,208	698	522	354	14,965	1,761	1,454	25,458	10,062	7,016
June	9,875	7,839	5,278	687	673	461	13,662	1,714	1,405	24,224	10,226	7,144
July	9,088	7,195	4,776	810	628	434	12,651	1,461	1,217	22,549	9,284	6,427
August	10,125	8,002	5,300	817	629	425	13,870	1,668	1,369	24,812	10,299	7,094
September	8,969	7,179	4,735	796	658	437	13,208	1,551	1,269	22,973	9,388	6,441
October	9,366	7,757	5,098	878	812	540	13,749	1,600	1,324	23,993	10,169	6,962
November	9,370	8,250	5,452	1,244	1,048	675	14,482	1,652	1,338	25,096	10,950	7,465
December (g)	6,889	6,268	4,071	1,023	1,089	744	12,488	1,389	1,140	20,400	8,746	5,955

(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 January, 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.			Plant and Machinery			Household and Personal Goods			Total (All Goods)		
	(a)			(b)			(c)					
	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) 39,991	(f) 26,095	(f) 14,824									
" " 1955	45,939	30,369	17,142	2,685	1,355	837	118,254	7,613	5,942	150,080	33,142	20,157
" " 1956	49,668	32,604	18,660	3,404	1,720	1,071	127,099	7,757	6,040	166,878	39,337	23,921
" " 1957	53,854	37,986	22,776	3,988	2,152	1,346	134,801	8,123	6,334	180,171	42,081	25,771
" " 1958	57,337	41,594	24,647	4,340	2,756	1,749	147,798	9,289	7,335	192,643	48,261	30,456
" " 1959	64,315	44,318	26,826	5,053	3,956	2,482	164,423	10,258	8,334	209,475	53,639	33,731
" " 1960	68,496	47,698	29,464	5,916	4,372	2,863	160,402	14,937	12,154	233,791	58,532	37,642
6 months ended -												
December, 1959	36,765	24,877	15,149	3,103	2,438	1,578	88,077	7,567	6,189	127,945	34,882	22,916
December, 1960(g)	33,079	24,590	15,330	3,327	2,711	1,773	70,374	7,457	6,109	127,945	34,758	23,212
3 months ended -												
December, 1959	18,873	12,941	7,813	1,759	1,514	982	50,134	4,414	3,628	70,766	18,869	12,423
December, 1960(g)	15,660	11,934	7,423	1,799	1,560	1,021	35,506	3,738	3,056	52,965	17,232	11,500
1959 - December	6,458	4,605	2,779	576	400	259	20,001	1,646	1,368	27,035	6,651	4,406
1960 - January	4,864	3,242	2,010	400	274	174	14,491	1,304	1,049	19,755	4,820	3,233
February	4,910	3,373	2,067	436	295	192	12,659	1,239	1,002	18,005	4,907	3,261
March	6,055	4,157	2,654	556	327	215	13,870	1,389	1,132	20,481	5,873	4,001
April	4,994	3,746	2,330	460	294	200	9,906	973	776	15,360	5,013	3,306
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	2,639	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	17,881	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(g)	4,262	3,247	1,960	512	361	249	12,962	1,344	1,094	17,736	4,952	3,303

(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 January, 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) (£'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	(g)28,270	(g)17,695	(g)9,654	(g)	(g)	(g)						
" " 1955	33,399	21,984	12,728	1,081	719	438	57,635	4,286	3,570	85,905	21,981	13,224
" " 1956	35,939	23,551	13,769	1,414	727	459	54,265	4,398	3,672	88,745	27,101	16,838
" " 1957	38,667	26,370	15,996	2,248	1,633	1,023	56,879	4,722	3,985	94,232	29,000	18,213
" " 1958	40,251	26,518	16,132	1,948	1,319	844	61,397	5,049	4,226	102,312	33,052	21,245
" " 1959	42,058	28,118	17,245	2,917	1,828	1,166	86,923	6,696	5,637	129,122	34,533	22,613
" " 1960	49,162	34,201	21,762	2,535	1,631	1,072	97,016	7,612	6,453	141,991	37,558	24,864
6 months ended -												
December, 1959	24,187	16,719	10,491	1,430	824	538	101,794	11,154	9,351	153,491	46,986	32,185
December, 1960 (h)	23,685	18,450	11,788	1,738	1,572	1,054	54,651	5,556	4,700	80,268	23,099	15,729
3 months ended -												
December, 1959	12,599	8,897	5,638	800	516	337	43,014	4,642	3,824	68,437	24,664	16,666
December, 1960 (h)	11,403	8,945	5,622	1,134	1,134	756	29,963	3,200	2,707	43,362	12,613	8,682
1959 - December	4,390	3,094	1,969	283	227	152	21,925	2,212	1,813	34,362	12,613	8,682
1960 - January	3,754	2,457	1,570	161	85	56	2,212	1,813	1,513	12,291	8,191	5,191
February	3,863	2,640	1,693	201	164	110	11,059	1,150	981	15,732	4,471	3,102
March	4,633	3,195	2,056	223	141	90	8,736	961	795	12,651	3,503	2,421
April	3,947	2,857	1,842	122	98	65	7,089	870	706	11,153	3,674	2,509
May	4,419	3,149	2,048	194	156	108	8,834	1,073	885	13,690	4,409	3,031
June	4,359	3,184	2,062	204	163	105	6,936	866	729	11,005	3,821	2,636
July	3,982	3,060	1,966	168	122	85	7,834	943	799	12,447	4,248	2,955
August	4,290	3,328	2,173	205	134	98	7,114	885	737	12,277	4,232	2,904
September	4,010	3,117	2,027	231	182	115	6,917	778	650	11,067	3,960	2,701
October	4,070	3,140	2,032	382	399	264	6,945	854	704	11,440	4,316	2,975
November	4,304	3,368	2,117	499	545	371	7,227	798	657	11,468	4,097	2,799
December (h)	3,029	2,437	1,473	253	190	121	6,957	718	591	11,409	4,257	2,887
							7,547	763	621	12,350	4,676	3,109
							7,421	731	601	10,703	3,358	2,195

(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 January, 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)					
	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)	(£'000)	(£'000)
30th June, 1954	(£)17,490	(£)12,409	(£)6,835	(£)	(£)	(£)	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	1,792	1,167	51,842	4,175	3,347	80,965	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
6 months ended -												
December, 1959	15,137	10,773	6,725	1,465	1,439	909	23,067	2,185	1,753	39,669	14,397	9,387
December, 1960 (g)	14,807	11,434	7,220	1,822	1,747	1,133	23,248	2,936	2,436	39,877	16,117	10,789
3 months ended -												
December, 1959	8,196	5,974	3,745	1,020	1,110	696	12,243	1,244	1,000	21,459	8,328	5,441 ⁰⁰
December, 1960 (g)	7,181	5,764	3,627	1,167	1,256	806	11,533	1,464	1,206	19,881	8,484	5,639
1959 - December	2,889	2,165	1,360	221	224	138	4,709	461	368	7,819	2,850	1,866
1960 - January	2,556	1,602	1,011	152	109	67	3,831	486	385	6,539	2,197	1,463
February	2,539	1,756	1,102	181	126	82	3,410	456	363	6,130	2,338	1,547
March	2,784	2,013	1,248	263	155	98	4,234	582	462	7,281	2,750	1,808
April	2,533	1,899	1,210	293	156	96	3,245	397	334	6,071	2,452	1,640
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	178	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	1,855
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 (g)	1,766	1,403	867	215	191	117	4,094	509	428	6,075	2,103	1,412

(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 January, 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	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 -												
30th June, 1954	(f)10,331	(r)6,796	(r)3,641	(f)	(f)	(f)						
" " 1955	12,451	8,386	4,597	399	392	248	14,095	1,132	880	24,426	7,928	4,521
" " 1956	13,515	9,030	5,198	439	292	176	18,984	1,462	1,158	31,834	10,240	6,003
" " 1957	14,284	9,905	5,913	627	458	278	21,555	1,874	1,483	35,509	11,196	6,857
" " 1958	14,885	10,307	6,224	620	386	238	19,673	1,616	1,273	34,584	11,979	7,464
" " 1959	15,301	10,480	6,342	769	488	302	18,593	1,460	1,142	34,098	12,153	7,604
" " 1960	15,912	11,001	6,763	997	757	503	17,530	1,366	1,055	33,600	12,334	7,699
6 months ended -												
December, 1959	8,513	5,810	3,568	473	335	219	16,000	1,478	1,156	32,909	13,236	8,422
December, 1960(g)	7,897	5,769	3,599	754	641	428	8,332	696	540	17,318	6,841	4,327
3 months ended -												
December, 1959	4,478	3,122	1,930	231	174	112	8,815	1,066	831	17,466	7,476	4,858
December, 1960(g)	3,821	2,862	1,778	377	390	258	4,583	398	310	9,292	3,694	2,352
1959 - December	1,605	1,071	661	102	79	52	4,435	497	388	8,633	3,769	2,424
1960 - January	1,244	795	482	69	49	32						
February	1,182	832	510	57	62	41	2,099	184	145	3,806	1,334	858
March	1,349	969	605	116	130	84	1,521	130	104	2,834	975	618
April	1,092	763	474	70	62	41	1,373	122	96	2,612	1,016	647
May	1,181	856	520	103	65	47	1,169	101	79	2,634	1,200	768
June	1,351	975	604	109	54	39	913	80	64	2,075	905	579
July	1,271	943	602	123	91	62	1,281	150	116	2,565	1,071	683
August	1,466	1,008	635	123	57	36	1,411	199	157	2,871	1,228	800
September	1,339	936	584	131	103	72	1,511	200	156	2,905	1,234	820
October	1,264	939	577	132	110	76	1,407	184	142	2,996	1,249	813
November	1,416	1,070	667	106	103	64	1,462	185	145	2,932	1,224	801
December(g)	1,141	873	534	139	177	118	1,364	158	118	2,760	1,207	771
							1,396	159	125	2,918	1,332	856
							1,675	180	145	2,955	1,230	797

(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 January, 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 31.12.59	38,171	27,325	10,873	7,769	5,480	2,667	92,285
Year ended 31.12.60	42,615	31,395	13,013	9,530	6,775	3,105	106,433
6 months ended 31.12.59	21,510	15,835	6,019	4,317	3,078	1,509	52,268
6 months ended 31.12.60	23,897	16,309	7,094	5,365	3,622	1,734	58,021
3 months ended 31.12.59	11,917	9,181	3,151	2,465	1,788	850	29,352
3 months ended 31.12.60	12,459	8,366	3,540	2,691	1,925	907	29,888
1959 - December	4,310	3,343	1,188	840	661	272	10,614
1960 - January	2,807	2,053	634	494	376	174	6,538
February	3,050	2,406	811	636	468	214	7,585
March	3,351	2,779	1,138	743	553	267	8,831
April	3,015	2,447	991	704	561	187	7,905
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	1,261	1,050	760	353	11,623
December (e)	3,376	2,344	982	717	469	261	8,149
USED							
Year ended 31.12.59	34,134	29,331	16,971	11,249	6,788	3,861	102,334
Year ended 31.12.60	36,735	29,771	16,632	13,529	7,611	3,689	106,967
6 months ended 31.12.59	18,581	16,977	9,130	6,174	3,647	2,059	56,568
6 months ended 31.12.60	18,771	13,123	8,236	6,423	3,598	1,865	52,016
3 months ended 31.12.59	9,264	9,712	4,662	3,173	1,957	1,080	29,848
3 months ended 31.12.60	8,892	6,255	3,883	2,931	1,702	871	24,534
1959 - December	3,079	3,299	1,591	1,129	699	389	10,186
1960 - January	2,965	2,544	1,376	1,076	635	308	8,904
February	2,894	2,588	1,256	1,057	634	296	8,725
March	3,199	2,965	1,516	1,313	695	338	10,026
April	2,530	2,466	1,339	1,138	649	287	8,409
May	3,134	2,509	1,454	1,271	667	260	9,295
June	3,242	2,576	1,455	1,251	733	335	9,592
July	3,378	2,189	1,431	1,168	594	327	9,087
August	3,276	2,480	1,486	1,252	678	357	9,529
September	3,225	2,199	1,436	1,072	624	310	8,866
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 (e)	2,452	1,727	978	756	398	273	6,584
TOTAL NEW AND USED							
Year ended 31.12.59	72,305	56,656	27,844	19,018	12,265	6,528	194,619
Year ended 31.12.60	79,350	60,166	29,645	23,059	14,386	6,794	213,400
6 months ended 31.12.59	40,091	32,812	15,149	10,491	6,725	3,568	108,836
6 months ended 31.12.60	42,668	29,432	15,330	11,788	7,220	3,599	110,037
3 months ended 31.12.59	21,181	18,893	7,813	5,638	3,745	1,930	59,200
3 months ended 31.12.60	21,351	14,621	7,423	5,622	3,627	1,779	54,422
1959 - December	7,389	6,642	2,779	1,969	1,360	661	20,800
1960 - January	5,772	4,597	2,010	1,570	1,011	482	15,442
February	5,944	4,994	2,067	1,693	1,102	510	16,310
March	6,550	5,744	2,654	2,056	1,248	605	18,857
April	5,545	4,913	2,330	1,842	1,210	474	16,314
May	6,337	5,208	2,726	2,048	1,238	520	18,077
June	6,534	5,278	2,528	2,062	1,357	604	18,363
July	6,707	4,776	2,549	1,966	1,124	602	17,724
August	7,107	5,300	2,689	2,173	1,200	635	19,104
September	7,503	4,735	2,669	2,027	1,269	584	18,787
October	7,239	5,098	2,611	2,032	1,341	577	18,898
November	8,284	5,452	2,852	2,117	1,419	667	20,791
December (e)	5,828	4,071	1,960	1,473	867	534	14,733

(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 January, 1961, not yet available.