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INSTALMENT CREDIT FOR RETAIL SALES
FEBRUARY 1975



SUMMARY OF MOVEMENTS					
	February 1975	Change over previous month		Change over previous February	
	(\$m)	(\$m)	(%)	(\$m)	(%)
Amount Financed					
Total	105.2	+5.9	+5.9	+7.1	+7.2
Household and Personal	33.3	+3.2	+10.6	+3.2	+10.6
Motor Vehicles	71.9	+2.6	+3.8	+3.9	+5.7
Cars and Station Wagons Financed	Number	Number	%	Number	%
By Finance Companies					
New	12,320	+1,842	+17.6	+3,044	+32.8
Used	17,408	-1,300	-7.0	-4,122	-19.2

The statistics presented in this bulletin cover instalment credit schemes provided by businesses (other than banks, credit unions and insurance companies) to finance the retail sale of consumer commodities.

Scope

2. Instalment credit for retail sales schemes are those in which repayment is made by regular pre-determined instalments e.g. hire purchase, time payment, budget accounts and personal loans made primarily to finance the retail sale of consumer commodities.

3. Credit schemes which do not involve repayment by regular pre-determined instalments, lay-bys, and the financing of "producer" type goods (plant, machinery and commercial motor vehicles) are outside the scope of the statistics. Also excluded are credit transactions to finance the sale of land and property, property improvement, travel, services, and rental or leasing of consumer commodities.

Definitions and relationship with other statistics

4. Definitions of items and information on the relationship of this series with the instalment credit for retail sales series prior to July 1973 are contained in the July-September 1973 issue of this bulletin.

5. From July 1973 the statistics for finance companies in this bulletin are directly comparable with the instalment credit for retail sales transactions shown in the monthly bulletin *Finance Companies* (Reference No. 5.14). From the same month statistics of new motor cars and station wagons financed (Table 4) are comparable with the statistics of registrations of new motor cars and station wagons shown in the bulletin *Registrations of New Motor Vehicles: Australia (Preliminary)* (Reference No. 14.6).

Revisions

6. This bulletin incorporates revisions made to previous statistics in this series.

Symbols used in this bulletin

- .. nil, or less than half the final digit shown.
- break in continuity of series (where drawn across a column between two consecutive series).

NOTE. Any discrepancies between totals and sums of components in tables are due to rounding.

TABLE 1. - INSTALMENT CREDIT FOR RETAIL SALES - SUMMARY
(\$ million)

	Amount financed during period (a)			Collections and other liquidations of balances during period (b)			Balances outstanding at end of period (b)		
	Finance companies	Other businesses	All businesses	Finance companies	Other businesses	All businesses	Finance companies	Other businesses	All businesses
AUSTRALIA									
Year -									
1972-73	1,143.4	192.2	1,335.6	1,437.3	202.3	1,639.6	1,887.7	151.8	2,039.5
1973-74	1,146.2	226.5	1,372.6	1,352.4	233.9	1,586.3	1,762.4	174.1	1,936.5
1974									
January	90.3	15.2	105.5	115.9	18.1	134.1	1,719.8	169.7	1,889.5
February	82.7	15.4	98.1	110.5	18.9	129.4	1,716.4	167.3	1,883.8
March	91.5	18.1	109.7	114.7	20.1	134.8	1,720.7	166.7	1,887.3
April	92.1	18.0	110.0	113.6	19.5	133.1	1,726.3	166.4	1,892.7
May	108.7	20.6	129.3	116.9	20.1	137.0	1,753.0	167.4	1,920.4
June	83.9	19.8	103.7	98.8	20.5	119.3	1,762.4	174.1	1,936.5
July	97.1	20.6	117.8	122.4	22.7	145.1	1,779.0	173.3	1,952.3
August	97.7	19.9	117.6	110.3	21.7	132.0	1,800.0	173.0	1,973.0
September	99.1	19.2	118.2	120.4	21.4	141.8	1,820.2	172.5	1,992.7
October	113.9	20.7	134.6	121.1	21.8	142.9	1,854.4	172.4	2,026.8
November	99.8	22.4	122.1	110.7	21.3	131.9	1,872.0	175.5	2,047.5
December	86.2	26.3	112.5	111.3	22.0	133.2	1 174.2	182.2	2,056.3
1975									
January	83.1	16.2	99.3	119.8	20.3	140.1	1,867.9	178.8	2,046.7
February	87.3	18.0	105.2	118.9	21.5	140.3	1,866.2	176.5	2,042.7
STATES - JANUARY 1975									
N.S.W.	31.3	4.6	35.7	47.6	5.4	53.0	697.7	62.4	760.1
Vic.	18.3	4.9	23.2	25.2	6.7	32.0	419.2	52.2	471.4
Qld	13.4	2.0	15.4	18.4	2.7	21.1	299.2	15.1	314.3
S.A.	7.3	2.8	10.2	(c)10.7	(c)2.6	(c)13.4	(c)177.8	(c)26.6	(c)204.5
W.A.	7.2	1.4	8.7	11.4	2.1	13.5	165.1	15.5	180.6
Tas.	3.5	0.4	3.8	3.4	0.5	4.0	60.2	5.6	65.8
A.C.T.	1.9	0.1	2.1	3.1	0.1	3.2	48.7	1.4	50.1
N.T.	0.3	..	0.3	(d)	(d)	(d)	(d)	(d)	(d)
STATES - FEBRUARY 1975									
N.S.W.	33.9	6.0	39.9	47.6	6.1	53.7	699.4	62.1	761.5
Vic.	19.7	5.5	25.2	25.2	6.8	32.0	415.5	51.2	466.8
Qld	13.3	2.1	15.4	17.9	2.3	20.2	299.5	15.0	314.5
S.A.	8.0	2.3	10.3	(c)10.8	(c)3.0	(c)13.8	(c)178.7	(c)26.0	(c)204.7
W.A.	6.2	1.5	7.7	11.0	2.6	13.6	163.1	15.3	178.4
Tas.	3.1	0.4	3.5	3.3	0.5	3.8	60.5	5.5	66.0
A.C.T.	2.6	0.2	2.7	3.0	0.1	3.1	49.5	1.4	50.9
N.T.	0.5	..	0.5	(d)	(d)	(d)	(d)	(d)	(d)

(a) Excludes hiring charges, interest and insurance. (b) Includes hiring charges, interest and insurance. (c) Includes Northern Territory.
(d) Not available separately; included in South Australia.

TABLE 2. - AMOUNT FINANCED (a) - HOUSEHOLD AND PERSONAL GOODS
(\$ million)

	Finance companies			Other businesses			All businesses		
	Hire purchase	Other instalment credit	Total	Hire purchase	Other instalment credit	Total	Hire purchase	Other instalment credit	Total
AUSTRALIA									
Year -									
1972-73	74.0	135.6	209.6	71.0	112.5	183.5	145.0	248.1	393.1
1973-74	79.7	147.5	227.3	70.9	148.2	219.0	150.5	295.7	446.2
1974									
January	7.2	7.9	15.1	4.4	10.3	14.7	11.6	18.2	29.8
February	6.0	9.4	15.4	5.0	9.7	14.7	11.0	19.1	30.1
March	6.6	10.3	16.9	6.0	11.6	17.6	12.6	21.9	34.5
April	5.8	12.3	18.1	5.8	11.6	17.4	11.6	23.9	35.5
May	6.9	14.2	21.1	6.0	13.9	19.9	12.9	28.1	41.0
June	5.8	12.5	18.3	6.0	13.2	19.3	11.9	25.7	37.6
July	6.5	13.6	20.1	6.2	13.9	20.0	12.6	27.5	40.1
August	5.5	11.5	17.0	6.2	13.2	19.4	11.7	24.7	36.4
September	5.1	12.2	17.4	5.4	13.2	18.6	10.5	25.4	35.9
October	5.8	17.5	23.3	5.0	15.3	20.3	10.8	32.8	43.6
November	5.6	18.8	24.3	5.1	16.7	21.9	10.7	35.5	46.2
December	5.0	16.1	21.1	4.6	20.9	25.5	9.6	37.0	46.6
1975									
January	5.5	8.8	14.3	4.3	11.5	15.7	9.8	20.2	30.1
February	5.0	10.9	15.9	6.0	11.4	17.4	11.0	22.3	33.3
STATES - JANUARY 1975									
N.S.W.	1.1	6.0	7.1	1.0	3.5	4.5	2.1	9.5	11.6
Vic.	1.9	1.0	2.9	1.2	3.6	4.8	3.1	4.7	7.8
Qld	1.4	0.7	2.2	1.1	0.8	2.0	2.6	1.5	4.1
S.A.	..	0.8	0.8	..	2.8	2.8	..	3.6	3.6
W.A.	0.8	..	0.8	0.9	0.4	1.3	1.7	0.4	2.1
Tas.	0.3	..	0.3	..	0.3	0.3	0.3	0.3	0.6
A.C.T.	..	0.1	0.1	..	0.1	0.1	..	0.2	0.2
N.T.	..	..	..	..	..	..	..	..	..
STATES - FEBRUARY 1975									
N.S.W.	0.8	6.8	7.6	2.4	3.5	5.9	3.2	10.3	13.5
Vic.	1.9	1.8	3.7	1.4	4.0	5.4	3.3	5.7	9.0
Qld	1.4	1.2	2.6	1.2	0.8	2.0	2.6	2.0	4.6
S.A.	..	0.8	0.8	..	2.3	2.3	..	3.1	3.1
W.A.	0.6	..	0.6	1.0	0.3	1.4	1.7	0.3	2.0
Tas.	0.2	..	0.2	..	0.3	0.4	0.3	0.3	0.6
A.C.T.	..	0.3	0.3	..	0.2	0.2	..	0.5	0.5
N.T.	..	..	..	..	..	..	..	..	..

(a) Excludes hiring charges, interest and insurance.

TABLE 3. - AMOUNT FINANCED (a) - MOTOR VEHICLES, ETC.
(\$ million)

Year -	Hire purchase				Other instalment credit				Total hire purchase and other instalment credit		
	Cars and station wagons		Other (b)	Total	Cars and station wagons		Other (b)	Total	Finance companies	Other businesses	Total
	New	Used			New	Used					
AUSTRALIA											
1972-73	341.4	392.8	...	734.2	100.0	106.9	...	206.9	933.0	8.1	941.1
1973-74	273.6	354.0	64.5	692.4	99.0	115.2	19.9	234.0	919.0	7.3	926.3
1974											
January	20.9	30.6	5.8	57.4	6.9	9.9	1.6	18.4	75.3	0.5	75.7
February	17.2	27.6	5.6	50.5	6.3	9.3	2.0	17.5	67.3	0.7	68.0
March	19.7	29.4	5.6	54.8	8.0	10.7	1.8	20.4	74.6	0.6	75.2
April	20.0	28.5	5.4	54.0	8.2	10.6	1.8	20.6	74.0	0.6	74.5
May	27.3	30.8	6.5	64.6	10.2	11.7	1.8	23.7	87.6	0.6	88.2
June	20.9	23.2	4.2	48.2	7.6	9.2	1.1	17.9	65.6	0.5	66.2
July	23.8	26.8	4.6	55.2	9.7	11.0	1.8	22.5	77.1	0.6	77.7
August	26.3	26.1	5.3	57.6	10.4	11.8	1.4	23.6	80.7	0.5	81.2
September	27.7	25.5	5.1	58.3	10.7	11.7	1.6	24.0	81.7	0.6	82.3
October	33.1	26.3	6.2	65.6	12.0	11.6	1.8	25.4	90.6	0.4	91.0
November	27.2	22.2	4.7	54.1	10.4	9.7	1.7	21.8	75.4	0.5	75.9
December	23.4	19.3	4.8	47.5	8.6	8.0	1.9	18.4	65.1	0.8	65.9
1975											
January	22.3	21.7	4.7	48.4	8.5	10.8	1.6	20.8	68.8	0.5	69.3
February	24.9	20.0	4.8	49.7	10.0	10.5	1.8	22.3	71.4	0.5	71.9
STATES - JANUARY 1975											
N.S.W.	11.2	8.1	1.5	20.9	0.9	2.1	0.2	3.2	24.0	0.1	24.1
Vic.	3.5	3.5	1.2	8.2	3.1	3.5	0.6	7.2	15.3	0.1	15.4
Qld	3.5	4.0	1.0	8.6	1.0	1.5	0.2	2.7	11.2	0.1	11.3
S.A.	..	..	..	..	2.9	3.5	0.2	6.6	6.5	0.1	6.6
W.A.	2.3	3.4	0.5	6.2	0.2	0.1	0.1	0.3	6.5	0.1	6.6
Tas.	1.0	1.8	0.3	3.1	..	..	..	0.1	3.2	..	3.2
A.C.T.	0.6	0.7	0.1	1.4	0.2	..	0.2	0.4	1.8	..	1.8
N.T.	..	..	..	..	0.1	0.1	..	0.3	0.3	..	0.3
STATES - FEBRUARY 1975											
N.S.W.	12.9	7.8	1.5	22.2	16.	2.4	0.3	4.2	26.3	0.1	26.4
Vic.	4.5	3.9	1.4	9.8	2.8	3.0	0.6	6.4	16.0	0.1	16.2
Qld	3.2	3.6	1.0	7.8	1.2	1.5	0.2	3.0	10.7	0.1	10.8
S.A.	..	..	..	..	3.6	3.3	0.4	7.2	7.2	0.1	7.2
W.A.	2.3	2.4	0.5	5.2	0.3	0.1	0.1	0.5	5.6	0.1	5.7
Tas.	0.9	1.5	0.3	2.8	..	..	..	0.1	2.8	..	2.9
A.C.T.	1.0	0.7	0.1	1.8	0.4	0.1	..	0.5	2.2	..	2.2
N.T.	0.1	..	..	0.1	0.2	0.1	0.1	0.4	0.5	..	0.5

(a) Excludes hiring charges, interest and insurance. (b) New and used motor cycles, boats, caravans, trailers, motor parts and accessories. For periods prior to July 1973, details are not available separately.

TABLE 4. - NUMBER OF MOTOR CARS AND STATION WAGONS FINANCED - FINANCE COMPANIES

	New	Used	Total
AUSTRALIA			
Year -			
1973-74	146,708	277,419	424,127
1974			
January	11,088	24,329	35,417
February	9,276	21,530	30,806
March	10,679	21,940	32,619
April	10,931	21,662	32,593
May	14,223	24,432	38,655
June	10,622	17,866	28,488
July	12,429	21,824	34,253
August	13,326	22,773	36,099
September	14,113	22,298	36,411
October	16,384	22,703	39,087
November	13,287	19,231	32,518
December	10,925	15,958	26,883
1975			
January	10,478	18,708	29,186
February	12,320	17,408	29,728
STATES - JANUARY 1975			
N.S.W.	4,095	6,018	10,113
Vic.	2,161	3,494	5,655
Qld	1,565	3,253	4,818
S.A.	1,059	2,198	3,257
W.A.	860	2,121	2,981
Tas.	371	1,167	1,538
A.C.T.	314	398	712
N.T.	53	59	112
STATES - FEBRUARY 1975			
N.S.W.	4,983	5,709	10,692
Vic.	2,413	3,441	5,854
Qld	1,604	3,038	4,642
S.A.	1,443	2,020	3,463
W.A.	908	1,637	2,545
Tas.	366	1,082	1,448
A.C.T.	520	433	953
N.T.	83	48	131

NOTE. Details of the number of motor vehicles financed by "other businesses" are unavailable for publication from October 1974.

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NOTE. Inquiries concerning these statistics may be made in Canberra by telephoning Miss S. Drinkwater on 49 0211 extension 420 or, in each State capital, by telephoning the office of the Australian Bureau of Statistics.