

COMMONWEALTH BUREAU OF CENSUS AND STATISTICS, CANBERRA, AUSTRALIA

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RETAIL HIRE PURCHASE OPERATIONS OF FINANCE BUSINESSES : AUSTRALIA
JANUARY, 1960 (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 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.
2. 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.
3. 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, 1960, are shown below with figures for previous periods.
4. 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	78,897	56,533	32,266	21,618	15,388	8,163	212,865
1957 - 30th June	85,146	64,445	36,934	25,349	15,488	9,023	236,385
1957 - 30th September	88,440	67,831	37,962	25,800	15,982	8,985	245,000
31st December	96,187	74,557	40,286	27,454	17,470	9,457	265,411
1958 - 31st March	102,871	79,582	41,266	27,898	18,155	9,798	279,570
30th June	111,320	85,020	42,483	28,761	19,052	9,932	296,568
30th September	119,858	89,915	44,361	29,719	19,605	10,109	313,567
31st December	130,332	96,558	47,472	31,867	21,201	10,665	338,095
1959 - 31st January	131,699	97,257	47,784	32,180	21,368	10,637	340,865
28th February	132,966	97,711	48,097	32,332	20,570	10,627	342,323
31st March	134,336	98,247	48,488	32,143	20,526	10,609	344,349
30th April	137,007	99,225	48,928	32,277	20,699	10,613	348,749
31st May	138,784	99,959	49,348	32,587	20,818	10,546	352,042
30th June	140,518	100,359	49,451	32,862	20,779	10,546	354,515
31st July	142,319	100,402	50,198	33,465	20,878	10,673	357,935
31st August	144,139	101,641	50,880	33,754	21,107	10,761	362,282
30th September	146,493	103,660	51,836	34,576	21,407	10,819	368,791
31st October	149,611	106,407	53,262	35,488	21,991	10,919	377,678
30th November	152,572	109,430	54,904	36,577	22,892	11,193	387,568
31st December	157,142	113,019	56,629	38,136	23,633	11,537	400,096
1960 - 31st January (c)	158,419	113,976	56,914	38,450	23,721	11,678	403,158

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

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)			(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) 236,302	(f) 158,088	(f) 88,490				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	305,799	212,344	125,913	18,998	11,892	7,383	675,499	51,839	42,106	1,000,296	276,075	175,402
" " 1957	317,085	224,613	136,880	21,606	14,480	9,159	677,677	53,244	42,773	1,016,368	292,337	188,812
" " 1958	358,189	257,658	157,446	22,447	15,834	10,193	815,391	83,576	67,774	1,196,027	357,068	235,413
" " 1959	395,201	285,193	176,986	31,112	21,971	14,081	835,585	83,338	68,515	1,261,898	390,502	259,582
7 months ended -												
January, 1959	234,815	168,313	104,222	18,032	13,033	8,399	510,324	51,308	42,063	763,171	232,654	154,684
" " 1960 (g)	263,871	194,369	123,333	20,091	15,093	9,825	515,844	51,026	42,049	799,806	260,488	175,207
3 months ended -												
January, 1959	99,625	72,000	45,001	8,506	6,362	4,090	229,936	21,831	17,940	338,067	100,193	61,031
" " 1960 (g)	114,981	86,122	54,947	9,276	7,484	4,862	246,023	23,972	19,755	370,280	117,578	79,564
1958 - December	36,434	27,110	16,924	3,156	2,483	1,611	86,176	7,854	6,495	125,766	37,447	25,030
1959 - January	29,902	20,684	12,985	2,248	1,302	836	73,243	6,957	5,682	105,393	28,943	19,503
February	29,426	21,091	13,011	2,476	1,789	1,083	66,941	6,600	5,456	98,843	29,480	19,550
March	31,160	22,780	14,123	2,605	1,831	1,173	64,640	6,233	5,132	98,405	30,844	20,428
April	34,603	25,741	15,957	2,859	1,950	1,234	65,813	6,562	5,414	103,275	34,253	22,605
May	31,785	23,260	14,458	2,612	1,695	1,102	63,060	6,351	5,278	97,457	31,306	20,838
June	33,412	24,008	15,215	2,528	1,673	1,090	64,807	6,284	5,172	100,747	31,965	21,477
July	34,579	24,667	15,592	2,633	1,606	1,013	62,927	6,323	5,258	100,139	32,596	21,863
August	35,381	25,479	16,144	2,399	1,632	1,075	62,358	6,205	5,016	100,138	33,316	22,235
September	38,657	28,124	17,718	2,578	1,897	1,257	70,927	7,161	5,930	112,162	37,182	24,905
October	40,273	29,977	18,932	3,205	2,474	1,618	73,609	7,365	6,090	117,087	39,816	26,640
November	39,012	30,095	19,105	3,509	2,978	1,895	76,533	7,299	6,262	119,054	40,672	27,262
December	41,913	32,235	20,494	3,435	2,717	1,794	91,819	8,763	7,252	136,967	43,715	29,540
1960 - January (g)	34,056	23,792	15,748	2,332	1,789	1,173	77,871	7,610	6,241	114,259	33,191	22,762

(a) Includes new and used motor cars, motor cycles, commercial vehicles, 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) 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)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	694	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	440	61	705	454	64	102	83	81	299	197	66
" " 1959	722	448	62	706	453	64	100	82	82	309	206	66
7 months ended -												
January, 1959	717	444	62	723	466	64	101	82	82	305	203	66
" " 1960 (h)	737	467	63	751	489	65	99	82	82	326	219	67
3 months ended -												
January, 1959	723	452	63	748	481	64	95	78	82	296	198	67
" " 1960 (h)	749	478	64	807	524	65	97	80	82	318	215	68
1958 - December	744	465	62	787	510	65	91	75	83	298	199	67
1959 - January	692	434	63	579	372	64	95	78	82	275	185	67
February	717	442	62	723	437	61	99	82	83	298	198	66
March	731	453	62	703	450	64	96	79	82	313	208	66
April	744	461	62	682	432	63	100	82	83	332	219	66
May	732	455	62	649	422	65	101	84	83	321	214	67
June	719	455	63	662	431	65	97	80	82	317	213	67
July	713	451	63	610	385	63	100	84	83	326	218	67
August	720	456	63	680	448	66	100	80	81	333	222	67
September	728	458	63	736	488	66	101	84	83	332	222	67
October	744	470	63	772	505	65	100	83	83	340	228	67
November	771	490	63	849	540	64	99	82	82	342	229	67
December	769	489	64	791	522	66	96	79	83	319	216	68
1960 - January (h)	699	451	65	767	503	66	98	80	82	290	199	69

(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) Average proportion of hire purchase sale financed. (g) Excludes hiring charges and insurance. (h) 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)	209,384	16,343	12,937	295,188	74,082	45,019
" " 1955	96,803	67,208	39,026	5,679	3,394	2,083	247,650	20,067	16,385	350,132	90,669	57,494
" " 1956	105,016	74,189	43,869	7,875	5,480	3,430	254,244	19,983	16,335	367,135	99,652	63,634
" " 1957	107,409	77,541	46,678	7,829	5,535	3,538	242,860	19,070	15,306	358,098	102,146	65,522
" " 1958	124,864	91,814	55,583	8,210	5,860	3,786	300,328	34,979	28,342	433,402	132,653	87,711
" " 1959	142,602	105,674	65,836	11,133	8,273	5,350	321,997	37,098	30,635	475,732	151,045	101,821
6 months ended -												
December, 1958	73,145	54,106	33,622	5,534	4,193	2,725	165,136	19,539	16,072	243,815	77,838	52,419
" " 1959	82,987	63,198	39,959	6,473	4,975	3,216	171,563	17,229	14,326	261,023	85,402	57,501
3 months ended -												
December, 1958	37,624	28,331	17,738	3,206	2,588	1,674	87,197	9,827	8,095	128,027	40,746	27,507
" " 1959	42,613	33,385	21,049	3,547	2,943	1,895	94,107	9,137	7,598	140,267	45,465	30,542
1958 - November	11,965	8,947	5,672	1,052	937	609	25,991	2,979	2,456	39,008	12,863	8,737
December	12,895	9,941	6,236	1,116	875	578	33,367	3,486	2,887	47,378	14,302	9,701
1959 - January	10,677	7,629	4,814	773	537	347	27,928	2,977	2,447	39,378	11,143	7,608
February	10,526	7,821	4,774	936	732	463	26,274	2,965	2,487	37,736	11,518	7,724
March	11,361	8,479	5,260	1,042	756	494	26,893	3,067	2,530	39,296	12,302	8,284
April	12,740	9,876	6,115	1,055	780	491	26,459	3,061	2,532	40,254	13,717	9,138
May	11,634	8,698	5,427	901	654	425	25,063	2,842	2,379	37,598	12,194	8,231
June	12,519	9,065	5,824	892	621	405	24,244	2,647	2,188	37,655	12,333	8,417
July	13,162	9,455	5,971	1,110	586	359	25,773	2,799	2,342	40,051	12,840	8,672
August	12,957	9,566	6,081	840	646	416	25,364	2,635	2,184	39,161	12,847	8,681
September	14,249	10,792	6,858	976	800	546	26,319	2,658	2,202	41,544	14,250	9,606
October	14,083	11,041	6,894	1,071	925	610	29,072	2,891	2,401	44,226	14,857	9,905
November	13,622	10,770	6,816	1,223	1,025	638	29,940	2,870	2,388	44,785	14,665	9,842
December (h)	14,908	11,574	7,339	1,253	993	647	35,095	3,376	2,809	51,256	15,943	10,795

(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 January, 1960 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.			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 -	(f)	(f)	(f)	(f)	(f)	(f)						
30th June, 1954	54,416	37,354	21,454									
" " 1955	67,915	48,671	28,872	3,982	2,314	1,401	127,299	9,476	7,408	181,715	46,830	28,862
" " 1956	79,851	58,326	35,284	5,045	3,142	1,913	153,432	11,715	9,529	225,329	62,700	39,802
" " 1957	82,081	59,287	37,192	5,529	3,739	2,370	158,130	13,019	10,589	243,026	74,487	47,786
" " 1958	94,426	69,120	43,427	5,500	3,971	2,495	158,529	15,048	12,111	246,139	78,074	51,673
" " 1959	104,051	78,358	49,477	9,094	5,605	3,586	197,535	26,341	21,438	297,461	99,432	67,360
6 months ended -							183,455	22,902	18,747	296,600	106,865	71,810
December, 1958	54,580	40,932	25,633	4,597	3,069	1,964	99,317	12,833	10,513	158,494	56,834	38,110
" " 1959	63,677	50,028	32,663	4,895	3,314	2,205	93,521	10,307	8,397	162,093	63,649	43,265
3 months ended -												
December, 1958	29,198	22,205	14,014	2,753	1,903	1,220	51,343	6,063	4,943	83,294	30,171	20,177
" " 1959	35,401	28,573	18,744	2,818	1,915	1,287	51,527	5,405	4,418	89,746	35,893	24,442
1958 - November	9,267	6,928	4,355	934	619	392	15,945	1,919	1,560	26,146	9,466	6,307
December	9,992	7,848	5,001	987	779	503	17,819	1,910	1,571	28,798	10,537	7,075
1959 - January	7,483	5,454	3,495	776	341	216	14,870	1,735	1,421	23,129	7,530	5,132
February	7,717	5,870	3,728	729	401	261	13,870	1,691	1,378	22,316	7,962	5,367
March	8,034	6,079	3,836	709	470	285	12,575	1,473	1,201	21,318	8,022	5,322
April	9,119	7,098	4,507	769	410	261	14,240	1,699	1,400	24,128	9,207	6,168
May	8,390	6,418	4,092	737	414	272	13,903	1,690	1,386	23,030	8,522	5,750
June	8,728	6,507	4,186	777	500	327	14,680	1,781	1,448	24,185	8,788	5,961
July	8,320	6,327	4,125	609	392	251	13,032	1,611	1,317	21,961	8,330	5,693
August	9,525	7,170	4,656	767	508	340	13,039	1,537	1,250	23,331	9,215	6,246
September	10,431	7,958	5,138	701	499	327	15,923	1,754	1,412	27,055	10,211	6,877
October	11,876	9,140	5,976	898	485	322	16,123	1,738	1,427	28,897	11,363	7,725
November	11,504	9,498	6,242	914	637	420	16,373	1,686	1,381	28,791	11,821	8,043
December (g)	12,021	9,935	6,526	1,006	793	545	19,031	1,981	1,610	32,058	12,709	8,681

(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) Excluding hiring charges and insurance. (f) Details relating to "Plant and Machinery" are included with "Motor Vehicles, Tractors, etc." (g) Estimates for January, 1960 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)
		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)
Year ended -	(f)	(r)	(r)	(f)	(f)	(f)						
30th June, 1954	39,991	26,095	14,824				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	42,081	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	163,948	10,228	8,310	233,316	58,502	37,618
6 months ended -												
December, 1958	33,834	23,486	14,131	2,517	1,925	1,243	83,849	5,229	4,216	120,200	30,640	19,590
" 1959	36,512	24,816	15,112	3,023	2,417	1,565	87,001	7,480	6,119	126,536	34,713	22,796
3 months ended -												
December, 1958	17,495	12,053	7,331	1,361	1,106	715	45,069	2,863	2,325	63,925	16,022	10,371
" 1959	18,741	12,906	7,792	1,733	1,511	980	49,338	4,343	3,571	69,812	18,760	12,343
1958 - November	5,226	3,608	2,200	393	336	216	14,040	945	762	19,659	4,889	3,178
December	5,906	4,175	2,500	449	336	229	16,272	978	799	22,627	5,489	3,528
1959 - January	4,959	3,205	1,952	363	245	154	15,931	975	801	21,253	4,425	2,907
February	4,612	3,060	1,855	447	433	219	14,192	895	735	19,251	4,388	2,809
March	5,055	3,450	2,123	397	320	205	13,312	793	651	18,764	4,563	2,979
April	5,382	3,741	2,281	440	372	235	12,164	829	679	17,986	4,942	3,195
May	5,112	3,632	2,194	465	348	225	11,315	722	586	16,892	4,702	3,005
June	5,361	3,744	2,290	424	313	201	13,185	785	642	18,970	4,842	3,133
July	5,844	3,988	2,497	457	350	222	11,636	828	704	17,937	5,166	3,423
August	5,673	3,816	2,357	397	247	162	11,489	972	704	17,559	5,035	3,223
September	6,254	4,106	2,466	436	309	201	14,538	1,337	1,140	21,228	5,752	3,807
October	6,401	4,242	2,553	600	565	367	13,965	1,277	1,049	20,966	6,084	3,969
November	5,940	4,078	2,472	563	545	353	15,747	1,455	1,183	22,250	6,078	4,008
December (g)	6,400	4,586	2,767	570	401	260	19,626	1,611	1,339	26,596	6,598	4,366

(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, 1960 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 (£'000) (e)	Amount Financed (£'000) (f)	Number of Agreements	Value of Goods (£'000) (e)	Amount Financed (£'000) (f)	Number of Agreements	Value of Goods (£'000) (e)	Amount Financed (£'000) (f)	Number of Agreements	Value of Goods (£'000) (e)	Amount Financed (£'000) (f)
Year ended -		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)		(£'000)	(£'000)
30th June, 1954	(g)28,270	(g)17,695	(g)9,654									
" " 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	40,356	26,647	16,302	1,948	1,319	844	61,397	5,049	4,226	102,312	33,052	21,245
" " 1959	42,214	28,327	17,342	2,918	1,867	1,194	86,923	6,696	5,637	129,227	34,662	22,783
6 months ended -							96,813	7,569	6,421	141,945	37,763	24,957
December, 1958	21,678	14,362	8,782	1,571	1,216	773	50,472	3,816	3,217	73,721	19,394	12,772
" " 1959	23,243	16,083	10,033	1,430	824	538	54,489	5,519	4,673	79,162	22,426	15,244
3 months ended -												
December, 1958	11,169	7,488	4,587	975	778	467	27,290	2,129	1,826	39,434	10,395	6,880
" " 1959	11,924	8,428	5,311	800	516	337	29,963	3,200	2,707	42,687	12,144	8,355
1958 - November	3,387	2,258	1,336	341	289	173	8,211	658	565	11,939	3,205	2,074
December	3,838	2,565	1,590	320	260	154	10,840	836	720	14,998	3,661	2,464
1959 - January	3,419	2,217	1,359	178	91	61	8,061	645	542	11,658	2,953	1,962
February	3,397	2,203	1,354	176	67	42	7,727	606	512	11,300	2,876	1,908
March	3,404	2,401	1,462	226	120	80	6,903	519	443	10,533	3,040	1,985
April	3,782	2,561	1,550	269	141	91	7,628	544	464	11,679	3,246	2,105
May	3,224	2,201	1,333	260	124	75	7,569	712	619	11,053	3,037	2,030
June	3,310	2,382	1,502	238	108	69	8,453	727	624	12,001	3,217	2,195
July	3,766	2,480	1,527	234	136	86	7,947	696	592	11,947	3,312	2,205
August	3,629	2,427	1,500	189	72	48	7,513	670	566	11,331	3,169	2,114
September	3,924	2,748	1,695	207	100	67	9,066	953	808	13,197	3,801	2,570
October	3,900	2,763	1,750	226	110	73	9,551	999	845	13,677	3,872	2,668
November	3,888	2,741	1,709	291	179	112	9,353	1,051	881	13,532	3,971	2,702
December (h)	4,136	2,924	1,852	283	227	152	11,059	1,150	981	15,478	4,301	2,985

(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, 1960 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. (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 -		(f)	(f)	(f)	(f)	(f)		(£'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	1,782	1,167	51,842	4,175	3,347	80,985	24,173	15,778
6 months ended -												
December, 1958	13,776	9,229	5,721	1,107	1,062	695	29,215	2,242	1,823	44,098	12,533	8,239
" " 1959	15,137	10,773	6,725	1,465	1,439	909	23,067	2,185	1,753	39,669	14,397	9,387
3 months ended -												
December, 1958	7,240	4,911	3,053	748	771	487	16,002	1,283	1,051	23,990	6,965	4,591
" " 1959	8,196	5,974	3,745	1,020	1,110	696	12,243	1,244	1,000	21,459	8,328	5,441
1958 - November	2,283	1,645	1,024	324	367	234	4,881	402	328	7,488	2,414	1,586
December	2,355	1,593	992	190	174	110	6,086	494	402	8,631	2,261	1,504
1959 - January	2,343	1,512	952	114	62	43	4,592	480	360	7,049	2,054	1,355
February	2,140	1,441	893	139	111	71	3,532	325	254	5,811	1,877	1,218
March	2,122	1,569	956	188	143	95	3,653	280	228	5,963	1,932	1,279
April	2,262	1,598	977	274	204	129	3,817	313	251	6,353	2,115	1,357
May	2,178	1,455	896	192	123	82	3,833	272	221	6,203	1,850	1,199
June	2,177	1,412	869	131	77	52	3,200	263	210	5,508	1,752	1,131
July	2,213	1,552	952	139	97	63	3,374	297	232	5,726	1,956	1,247
August	2,282	1,641	1,026	132	87	61	3,660	284	229	6,074	2,012	1,316
September	2,446	1,596	1,002	174	145	89	3,790	360	292	6,410	2,101	1,383
October	2,620	1,822	1,154	354	352	223	3,663	356	288	6,637	2,530	1,665
November	2,687	1,987	1,231	445	534	335	3,871	427	344	7,003	2,948	1,910
December (g)	2,889	2,165	1,360	221	224	138	4,709	461	368	7,819	2,850	1,866

(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, 1960 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)	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) 10,331	(f) 6,796	(f) 3,641		(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	14,984	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	15,021	10,300	6,241	769	488	302	18,593	1,460	1,142	34,098	12,153	7,604
6 months ended -							17,530	1,366	1,055	33,320	12,154	7,598
December, 1958	7,900	5,514	3,348	458	266	163						
" " 1959	8,259	5,679	3,493	473	335	219	9,092	692	540	17,450	6,472	4,051
3 months ended -							8,332	696	540	17,064	6,710	4,252
December, 1958	3,947	2,765	1,695	229	127	81						
" " 1959	4,323	3,041	1,890	231	174	112	4,759	383	301	8,935	3,275	2,077
1958 - November	1,161	820	505	58	29	19	4,583	398	310	9,137	3,613	2,312
December	1,448	988	605	94	59	37						
1959 - January	1,021	667	413	44	26	15	1,449	117	92	2,668	966	616
February	1,034	696	407	49	45	27	1,792	150	116	3,334	1,197	758
March	1,184	802	486	43	22	14	1,861	145	111	2,926	838	539
April	1,318	867	527	52	43	27	1,346	118	90	2,429	859	524
May	1,247	856	516	57	32	20	1,304	101	79	2,531	925	579
June	1,317	398	544	66	54	36	1,505	116	88	2,875	1,026	642
July	1,268	855	520	84	45	32	1,377	113	87	2,681	1,001	623
August	1,315	859	524	74	72	48	1,045	81	60	2,428	1,033	640
September	1,353	924	559	84	44	27	1,165	92	71	2,517	992	623
October	1,393	969	605	56	37	23	1,293	107	83	2,682	1,038	655
November	1,371	1,021	635	73	58	37	1,291	99	76	2,728	1,067	662
December (g)	1,559	1,051	650	102	79	52	1,235	104	80	2,684	1,110	708
							1,249	110	85	2,693	1,189	757
							2,099	184	145	3,760	1,314	847

(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, 1960 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

Period	AMOUNT (£'000)						
	N.S.W. (c)	VIC.	Q'LD.	S.A. (d)	W.A.	TAS.	AUSTRALIA
NEW							
Year ended 31st December, 1959	38,107	27,225	10,873	7,567	5,480	2,613	91,865
3 months ended March, 1959	7,651	5,305	2,186	1,787	1,200	512	18,641
3 months ended June, 1959	9,010	6,185	2,683	1,679	1,202	634	21,393
3 months ended September, 1959	9,593	6,654	2,853	1,800	1,290	640	22,830
3 months ended December, 1959	11,853	9,081	3,151	2,301	1,788	827	29,001
1959 - January	2,388	1,654	714	614	353	157	5,880
February	2,460	1,857	692	584	416	160	6,169
March	2,803	1,794	780	589	431	195	6,592
April	3,314	2,254	878	589	447	202	7,684
May	2,794	2,006	900	532	407	206	6,845
June	2,902	1,925	905	558	348	226	6,864
July	3,047	1,888	967	548	420	210	7,080
August	3,055	2,212	963	561	451	222	7,464
September	3,491	2,554	923	691	419	208	8,286
October	3,674	2,882	979	777	514	270	9,096
November	3,894	2,930	984	743	613	292	9,456
December (e)	4,285	3,269	1,188	781	661	265	10,449
USED							
Year ended 31st December, 1959	34,066	29,282	16,934	11,026	6,788	3,773	101,869
3 months ended March, 1959	7,197	5,754	3,744	2,388	1,601	794	21,478
3 months ended June, 1959	8,356	6,600	4,082	2,706	1,540	953	24,237
3 months ended September, 1959	9,317	7,265	4,467	2,922	1,690	963	26,624
3 months ended December, 1959	9,196	9,663	4,641	3,010	1,957	1,063	29,530
1959 - January	2,426	1,841	1,238	745	599	256	7,105
February	2,314	1,871	1,163	770	477	247	6,842
March	2,457	2,042	1,343	873	525	291	7,531
April	2,801	2,253	1,403	961	530	325	8,273
May	2,633	2,086	1,294	801	489	310	7,613
June	2,922	2,261	1,385	944	521	318	8,351
July	2,924	2,237	1,530	979	532	310	8,512
August	3,026	2,444	1,394	939	575	302	8,680
September	3,367	2,584	1,543	1,004	583	351	9,432
October	3,220	3,094	1,574	973	640	335	9,836
November	2,922	3,312	1,488	966	618	343	9,649
December (e)	3,054	3,257	1,579	1,071	699	385	10,045
TOTAL NEW AND USED							
Year ended 31st December, 1959	72,173	56,507	27,807	18,593	12,268	6,386	193,734
3 months ended March, 1959	14,848	11,059	5,930	4,175	2,801	1,306	40,119
3 months ended June, 1959	17,366	12,785	6,765	4,385	2,742	1,587	45,630
3 months ended September, 1959	18,910	13,919	7,320	4,722	2,980	1,603	49,454
3 months ended December, 1959	21,049	18,744	7,792	5,311	3,745	1,890	58,531
1959 - January	4,814	3,495	1,952	1,359	952	413	12,985
February	4,774	3,728	1,855	1,354	893	407	13,011
March	5,260	3,836	2,123	1,462	956	486	14,123
April	6,115	4,507	2,281	1,550	977	527	15,957
May	5,427	4,092	2,194	1,333	896	516	14,458
June	5,824	4,186	2,290	1,502	869	544	15,215
July	5,971	4,125	2,497	1,527	952	520	15,592
August	6,081	4,656	2,357	1,500	1,026	524	16,144
September	6,858	5,138	2,466	1,695	1,002	559	17,718
October	6,894	5,976	2,553	1,750	1,154	605	18,932
November	6,816	6,242	2,472	1,709	1,231	635	19,105
December (e)	7,339	6,526	2,767	1,852	1,360	650	20,494

(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, 1960 not yet available.