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HIRE PURCHASE BUSINESS OF FINANCE COMPANIES IN AUSTRALIA FOR GOODS SOLD
BY RETAIL, QUARTER ENDED 31ST DECEMBER, 1955

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.

The tables herein have been slightly revised throughout to ensure comparability. Continued growth in numbers of hire purchase companies and changes in organisation of pre-existing companies periodically give rise to problems affecting classification.

Certain particulars of hire purchase sales financed by retailers themselves during the three months ended March, 1954, were included in Statistical Statement 300 showing finance company transactions up to 30th September, 1954.

Particulars of agreements originally made between retailers and customers and subsequently assigned to finance companies are not included in the figures of new agreements made nor, up to 31st December, 1953, in those of outstanding balances. Commencing 31st March, 1954, details of outstanding balances on agreements assigned to finance companies have also been collected and have been included in the figures.

The statistics relate to all hire purchase agreements made by finance companies 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.

Preliminary estimates for the three months ended 31st December, 1955 were published in Statistical Statement 389 on 2nd March, 1956. The following tables show final figures for this quarter, together with revised figures for previous quarters. Percentage changes from previous quarters are included in Tables 1 and 2 but no attempt has been made to eliminate the effect on these figures of seasonal fluctuations in retail trade.

TABLE 1 - RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :
BALANCES OUTSTANDING AT END OF EACH QUARTER, STATES
(Including Hiring Charges and Insurance)

as at -	N.S.W. (a)	Vic.	Q'ld.	S.A. (b)	W.A.	Tas.	Aust.
	AMOUNT (£'000)						
1953 - 31st March (c)	34,044	19,427	14,360	8,032	6,096	2,916	84,875
30th June (c)	34,647	19,913	15,079	8,445	6,434	3,108	87,626
30th September (c)	37,209	21,766	16,116	9,343	7,046	3,426	94,906
31st December (c)	42,656	25,167	18,392	10,869	8,086	3,865	109,035
1954 - 31st March	46,413	27,623	19,694	11,742	8,647	4,221	118,340
30th June	50,144	30,819	22,361	13,116	9,807	4,751	130,998
30th September	53,539	34,248	24,041	14,768	11,059	5,247	142,902
31st December	60,195	38,859	26,196	16,546	12,207	5,854	159,857
1955 - 31st March	64,033	41,773	27,081	17,205	12,779	6,363	169,234
30th June	67,659	44,497	28,638	18,078	13,725	6,925	179,522
30th September	73,524	48,178	30,538	19,443	14,645	7,358	193,686
31st December	77,582	52,969	31,977	21,047	15,564	7,797	206,936

INCREASE ON PREVIOUS QUARTER (PER CENT.)

1953 - 30th June (c)	2	3	5	5	6	7	3
30th September (c)	7	9	7	11	10	10	8
31st December (c)	15	16	14	16	15	13	15
1954 - 31st March	9	10	7	8	7	9	9
30th June	8	12	14	12	13	13	11
30th September	7	11	8	13	13	10	9
31st December	12	14	9	12	10	12	12
1955 - 31st March	6	8	3	4	5	9	6
30th June	6	7	2	5	7	9	6
30th September	9	8	7	8	7	6	8
31st December	5	10	5	8	6	6	7

(a) Includes Australian Capital Territory. (b) Includes Northern Territory. (c) Excludes balances outstanding on agreements originally financed by retailers but subsequently assigned to finance companies. At 31st March, 1954, these balances amounted to £13 million in Australia.

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TABLE 2 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :
NEW AGREEMENTS MADE, AUSTRALIA.

Particulars	Year ended -		Quarter ended -		
	30th June 1954	30th June 1955	31st December 1954	30th September 1955	31st December 1955
<u>NEW AGREEMENTS</u> Number					
Motor Vehicles, Tractors, etc. (a)	} 234,033	272,720	69,157	80,086	77,376
Plant and Machinery (b)		14,752	3,975	4,258	5,142
Household and Personal Goods (c)	554,254	629,912	172,567	157,139	181,039
Total (All Goods)	788,287	917,384	245,699	241,483	263,557
Percentage change from previous period (d)					
Motor Vehicles, Tractors, etc. (a)	(c)	+ 23	+ 4	+ 10	- 3
Plant and Machinery (b)	(c)	+ 14	+ 18	+ 19	+ 21
Household and Personal Goods (c)	(c)	+ 14	+ 14	+ 3	+ 15
Total (All Goods)	(c)	+ 16	+ 11	+ 6	+ 9
<u>TOTAL VALUE OF GOODS (f)</u> Value (£'000)					
Motor Vehicles, Tractors, etc. (a)	} 157,487	188,732	47,368	55,878	54,699
Plant and Machinery (b)		9,279	2,510	2,738	3,644
Household and Personal Goods (c)	40,943	48,057	13,699	11,654	14,524
Total (All Goods)	198,430	246,068	63,577	70,270	72,867
Percentage change from previous period (d)					
Motor Vehicles, Tractors, etc. (a)	(c)	+ 26	+ 5	+ 8	- 2
Plant and Machinery (b)	(c)	+ 17	+ 41	+ 19	+ 33
Household and Personal Goods (c)	(c)	+ 17	+ 26	+ 6	+ 25
Total (All Goods)	(c)	+ 24	+ 10	+ 8	+ 4
<u>AMOUNT FINANCED (g)</u> Value (£'000)					
Motor Vehicles, Tractors, etc. (a)	} 87,874	109,014	27,498	33,019	32,554
Plant and Machinery (b)		5,656	1,543	1,666	2,271
Household and Personal Goods (c)	32,170	38,925	11,027	9,505	11,846
Total (All Goods)	120,044	153,595	40,068	44,190	46,671
Percentage change from previous period (d)					
Motor Vehicles, Tractors, etc. (a)	(c)	+ 30	+ 6	+ 10	- 1
Plant and Machinery (b)	(c)	+ 21	+ 40	+ 20	+ 36
Household and Personal Goods (c)	(c)	+ 21	+ 25	+ 6	+ 25
Total (All Goods)	(c)	+ 28	+ 12	+ 10	+ 6

For footnotes see page 6.

TABLE 3 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :
AVERAGE VALUES OF AGREEMENTS MADE DURING EACH QUARTER, AUSTRALIA

Type of Goods	Year ended -		Quarter ended -		
	30th June 1954	30th June 1955	31st December 1954	30th September 1955	31st December 1955
<u>Average Value per Agreement (f)</u>					
Motor Vehicles, Tractors, etc. (a)	} 673	692	685	698	707
Plant and Machinery (b)		629	632	643	709
Household and Personal Goods (c)	74	76	79	74	80
Total (All Goods)	252	268	259	291	276
<u>Average amount Financed (g)</u>					
Motor Vehicles, Tractors, etc. (a)	} 375	400	398	412	421
Plant and Machinery (b)		384	388	391	442
Household and Personal Goods (c)	58	62	64	60	65
Total (All Goods)	152	167	163	183	177
<u>Average Proportion of Hire Purchase Sale Financed (g)</u>					
Motor Vehicles, Tractors, etc. (a)	} 56	58	58	59	60
Plant and Machinery (b)		61	61	61	62
Household and Personal Goods (c)	79	81	80	82	82
Total (All Goods)	60	62	63	63	64

For footnotes see page 6.

**TABLE 4 - RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :
NEW AGREEMENTS MADE, STATES AND AUSTRALIA**

Particulars	Quarter ended -												
	31st March 1953	30th June 1953	30th September 1953	31st December 1953	31st March 1954	30th June 1954	30th September 1954	31st December 1954	31st March 1955	30th June 1955	30th September 1955	31st December 1955	
	NEW SOUTH WALES (h)												
Number of Agreements													
Motor Vehicles, Tractors, etc.	(a)	16,193	15,457	18,542	21,836	20,496	21,307	23,486	23,941	21,668	21,407	27,149	25,642
Plant and Machinery	(b)					966	1,154	1,422	1,487	1,531	1,218	1,747	1,973
Household and Personal Goods	(c)	42,832	40,405	44,744	53,008	56,812	57,187	57,878	65,265	61,483	60,145	61,472	68,498
Total (All Goods)		59,025	55,862	63,286	75,244	78,274	79,648	82,786	90,693	84,682	85,770	90,368	96,113
Value of Goods (f) (£'000)													
Motor Vehicles, Tractors, etc.	(a)	10,353	11,184	13,399	15,262	13,203	14,430	15,916	16,564	15,359	16,160	19,882	18,434
Plant and Machinery	(b)					554	506	617	912	1,077	750	1,333	1,553
Household and Personal Goods	(c)	3,300	2,681	2,974	4,308	4,868	4,237	4,344	5,501	5,179	4,757	4,714	5,524
Total (All Goods)		13,653	13,865	16,373	19,570	18,625	19,173	20,877	22,977	21,615	23,667	25,979	25,511
Amount Financed (g) (£'000)													
Motor Vehicles, Tractors, etc.	(a)	5,661	5,943	7,000	8,217	7,529	8,468	9,441	9,645	8,594	10,467	11,873	10,936
Plant and Machinery	(b)					318	308	384	567	657	450	840	988
Household and Personal Goods	(c)	2,488	2,090	2,323	3,382	3,812	3,454	3,545	4,416	4,262	3,919	3,882	4,526
Total (All Goods)		8,149	8,033	9,323	11,599	11,659	12,230	13,170	14,628	13,813	14,836	16,595	16,450
VICTORIA													
Number of Agreements													
Motor Vehicles, Tractors, etc.	(a)	9,871	10,028	11,778	13,862	12,655	14,711	15,680	17,279	15,610	16,468	19,789	21,160
Plant and Machinery	(b)					515	662	903	1,114	953	1,009	1,049	1,587
Household and Personal Goods	(c)	26,623	24,381	28,136	35,908	32,066	31,435	34,927	43,921	38,288	35,303	37,179	42,740
Total (All Goods)		36,494	34,409	39,914	49,770	45,236	46,808	51,510	62,314	54,851	54,780	58,017	65,487
Value of Goods (f) (£'000)													
Motor Vehicles, Tractors, etc.	(a)	6,467	6,979	8,288	9,686	8,117	10,131	10,922	12,375	11,610	13,456	14,524	15,423
Plant and Machinery	(b)					409	695	542	665	603	505	538	1,073
Household and Personal Goods	(c)	1,210	1,561	2,000	2,801	2,543	2,141	2,540	3,418	3,111	2,581	2,882	3,710
Total (All Goods)		8,377	8,540	10,288	12,487	11,069	12,967	14,004	16,458	15,324	16,542	17,944	20,206
Amount Financed (g) (£'000)													
Motor Vehicles, Tractors, etc.	(a)	3,576	3,811	4,467	5,235	4,807	6,245	6,397	7,372	6,830	8,039	8,734	9,452
Plant and Machinery	(b)					237	446	321	407	366	302	322	664
Household and Personal Goods	(c)	1,413	1,190	1,527	2,141	1,989	1,750	2,054	2,778	2,572	2,077	2,380	3,031
Total (All Goods)		4,989	5,001	5,994	7,376	7,033	8,441	8,772	10,557	9,768	10,418	11,436	13,147

For footnote see page 6.

TABLE 4 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :
NET AGREEMENTS MADE, STATES (Continued)

Particulars	Quarter ended -											
	31st March 1953	30th June 1953	30th September 1953	31st December 1953	31st March 1954	30th June 1954	30th September 1954	31st December 1954	31st March 1955	30th June 1955	30th September 1955	31st December 1955
QUEENSLAND												
Number of Agreements												
Motor Vehicles, Tractors, etc. (a)	7,185	7,715	8,687	10,257	8,838	10,939	11,069	11,596	10,653	12,015	13,473	12,736
Plant and Machinery (b)					573	542	592	653	698	721	846	779
Household and Personal Goods (c)	20,127	19,785	23,142	29,831	26,975	29,317	29,358	31,479	27,150	27,810	30,311	34,627
Total (All Goods)	27,312	27,500	31,829	40,088	36,386	40,798	41,019	43,728	38,501	40,546	44,630	48,142
Value of Goods (f) (£'000)												
Motor Vehicles, Tractors, etc. (a)	4,856	5,257	5,748	6,592	5,633	7,061	7,234	7,499	6,722	8,103	8,523	8,514
Plant and Machinery (b)					297	341	291	308	298	453	457	425
Household and Personal Goods (c)	1,158	1,043	1,297	1,905	1,929	1,876	1,822	2,046	1,893	1,735	1,909	2,226
Total (All Goods)	6,014	6,300	7,045	8,497	7,852	9,278	9,347	9,853	8,913	10,291	10,889	11,165
Amount Financed (g) (£'000)												
Motor Vehicles, Tractors, etc. (a)	2,707	2,861	3,137	3,625	3,210	4,188	4,125	4,211	3,800	4,534	4,849	4,827
Plant and Machinery (b)					178	211	191	182	187	275	284	261
Household and Personal Goods (c)	843	773	978	1,428	1,441	1,459	1,452	1,589	1,471	1,339	1,473	1,746
Total (All Goods)	3,550	3,634	4,115	5,053	4,829	5,858	5,768	5,982	5,458	6,148	6,606	6,832
SOUTH AUSTRALIA (1)												
Number of Agreements												
Motor Vehicles, Tractors, etc. (a)	4,782	4,836	5,908	7,035	6,914	7,807	8,216	8,307	7,994	8,553	9,743	8,834
Plant and Machinery (b)					162	168	178	354	285	264	332	392
Household and Personal Goods (c)	9,504	8,759	10,832	15,223	13,500	15,456	14,116	13,693	10,340	12,840	12,218	14,694
Total (All Goods)	14,286	13,595	16,740	22,258	20,576	23,431	22,510	22,354	18,619	21,657	22,293	23,920
Value of Goods (f) (£'000)												
Motor Vehicles, Tractors, etc. (a)	2,622	3,116	3,794	4,455	4,383	5,116	5,555	5,620	5,259	5,859	6,554	6,141
Plant and Machinery (b)					116	85	94	212	265	182	132	225
Household and Personal Goods (c)	729	577	814	1,257	978	977	1,028	1,256	931	878	971	1,315
Total (All Goods)	3,351	3,693	4,608	5,712	5,477	6,178	6,677	7,088	6,455	6,919	7,657	7,681
Amount Financed (g) (£'000)												
Motor Vehicles, Tractors, etc. (a)	1,558	1,636	1,956	2,331	2,358	2,835	3,117	3,227	2,976	3,338	3,749	3,551
Plant and Machinery (b)					67	53	59	127	145	107	84	134
Household and Personal Goods (c)	586	496	655	1,052	813	828	871	1,049	756	738	819	1,130
Total (All Goods)	2,144	2,132	2,611	3,383	3,238	3,716	4,047	4,403	3,877	4,183	4,654	4,815

For footnotes see page 6.

TABLE 4 - RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES
NEW AGREEMENTS MADE, STATES (Continued)

Particulars	Quarter ended -											
	31st March 1953	30th June 1953	30th September 1953	31st December 1953	31st March 1954	30th June 1954	30th September 1954	31st December 1954	31st March 1955	30th June 1955	30th September 1955	31st December 1955
WESTERN AUSTRALIA												
Number of Agreements												
Motor Vehicles, Tractors, etc. (a)	3,333	3,095	3,698	4,329	4,215	4,954	5,293	5,181	5,177	5,816	6,255	5,671
Plant and Machinery (b)					96	191	195	249	270	267	195	261
Household and Personal Goods (c)	8,242	6,639	7,594	10,212	8,821	9,560	11,477	12,958	11,534	11,514	11,629	14,832
Total (All Goods)	11,575	9,734	11,292	14,541	13,132	14,705	16,955	18,388	16,981	17,627	18,079	20,764
Value of Goods (f) (£'000)												
Motor Vehicles, Tractors, etc. (a)	2,318	2,224	2,610	3,113	3,043	3,477	3,496	3,436	3,417	3,845	4,033	3,865
Plant and Machinery (b)					45	135	183	275	314	342	175	247
Household and Personal Goods (c)	616	435	565	861	798	682	829	1,061	994	779	842	1,243
Total (All Goods)	2,934	2,659	3,175	3,974	3,886	4,294	4,508	4,772	4,725	4,966	5,050	5,355
Amount Financed (g) (£'000)												
Motor Vehicles, Tractors, etc. (a)	1,295	1,220	1,370	1,663	1,647	2,040	2,022	1,988	1,989	2,245	2,426	2,435
Plant and Machinery (b)					29	82	113	174	192	201	100	150
Household and Personal Goods (c)	465	335	440	668	607	544	663	861	798	628	681	1,013
Total (All Goods)	1,760	1,555	1,810	2,331	2,283	2,666	2,798	3,023	2,979	3,074	3,211	3,598
TASMANIA												
Number of Agreements												
Motor Vehicles, Tractors, etc. (a)	1,565	2,026	2,367	2,532	2,314	2,932	2,945	2,853	3,034	3,449	3,677	3,333
Plant and Machinery (b)					37	54	81	118	104	96	89	150
Household and Personal Goods (c)	3,157	2,992	3,178	3,693	3,625	3,599	3,691	5,251	4,909	4,582	4,330	5,648
Total (All Goods)	4,722	5,018	5,545	6,225	5,976	6,585	6,717	8,222	8,047	8,127	8,096	9,131
Value of Goods (f) (£'000)												
Motor Vehicles, Tractors, etc. (a)	1,093	1,339	1,520	1,626	1,553	2,016	2,009	1,874	1,969	2,473	2,362	2,322
Plant and Machinery (b)					27	21	57	138	119	77	53	121
Household and Personal Goods (c)	270	187	224	298	322	288	275	417	368	314	336	506
Total (All Goods)	1,363	1,526	1,744	1,924	1,902	2,325	2,341	2,429	2,456	2,864	2,751	2,949
Amount Financed (g) (£'000)												
Motor Vehicles, Tractors, etc. (a)	559	674	857	851	815	1,066	1,098	1,055	1,098	1,306	1,388	1,293
Plant and Machinery (b)					15	13	35	86	80	48	30	74
Household and Personal Goods (c)	205	139	177	234	254	214	220	334	298	245	270	402
Total (All Goods)	764	813	1,034	1,085	1,084	1,293	1,353	1,475	1,466	1,599	1,688	1,769

For footnotes see page 6.

**TABLE 4 : RETAIL HIRE PURCHASE AGREEMENTS BY FINANCE COMPANIES :
NEW AGREEMENTS MADE, AUSTRALIA**

Particulars	Quarter ended -											
	31st March 1953	30th June 1953	30th September 1953	31st December 1953	31st March 1954	30th June 1954	30th September 1954	31st December 1954	31st March 1955	30th June 1955	30th September 1955	31st December 1955
Number of agreements												
Motor Vehicles, Tractors, etc. (a)					55,432	62,650	66,689	69,157	74,136	72,738	80,086	77,376
Plant and Machinery (b)	42,929	43,157	50,980	59,851	2,349	2,771	3,361	3,975	3,841	3,575	4,258	5,142
Household and Personal Goods (c)	110,485	102,961	117,626	148,275	141,799	146,554	151,447	172,567	153,704	152,194	157,139	181,039
Total (All Goods)	153,414	146,118	168,606	208,126	199,580	211,975	221,497	245,699	221,681	228,507	241,483	263,557
Value of Goods (f) (£'000)												
Motor Vehicles, Tractors, etc. (a)					35,932	42,231	45,132	47,368	44,336	51,896	55,878	54,699
Plant and Machinery (b)	27,709	30,099	35,359	40,734	1,448	1,783	1,784	2,510	2,676	2,309	2,738	3,644
Household and Personal Goods (c)	7,983	6,484	7,874	11,436	11,438	10,201	10,838	13,699	12,476	11,044	11,654	14,524
Total (All Goods)	35,692	36,583	43,233	52,164	48,818	54,215	57,754	63,577	59,488	65,249	70,270	72,867
Amount Financed (g) (£'000)												
Motor Vehicles, Tractors, etc. (a)					20,366	24,842	26,000	27,498	25,587	29,929	33,019	32,554
Plant and Machinery (b)	15,356	16,145	18,787	21,922	844	1,113	1,103	1,543	1,627	1,383	1,666	2,271
Household and Personal Goods (c)	6,000	5,023	6,100	8,905	8,916	8,249	8,805	11,027	10,147	8,946	9,505	11,846
Total (All Goods)	21,356	21,168	24,887	30,827	30,126	34,204	35,908	40,068	37,361	40,258	44,190	46,671

- (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, industrial plant and machinery, business machines and equipment (including commercial refrigeration equipment) etc.. (c) Includes furniture and furnishing, domestic refrigerators, electrical goods, radios, musical instruments, bicycles and other household and personal goods.
 (d) Figures for the three quarterly periods shown indicate the percentage changes from September quarter 1954, and June and September quarters 1955, respectively. (e) Not available. (f) Value at net cash or list price (excluding hiring charges and insurance). (g) Excludes hiring charges and insurance. (h) Includes Australian Capital Territory. (i) Includes Northern Territory.

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COMMONWEALTH BUREAU OF CENSUS AND STATISTICS

CANBERRA. A.C.T. 12TH APRIL, 1955