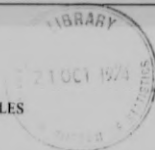




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Reference No. 546



INSTALMENT CREDIT FOR RETAIL SALES
JULY 1974

SUMMARY OF RESULTS

	July 1974		Change over previous month		Change over previous July	
	(\$m)	(\$m)	(%)	(\$m)	(%)	
Amount Financed						
- Total	117.4	+13.8	+13.3	+0.9	+0.8	
- Household and Personal	40.1	+2.6	+6.9	+4.5	+12.6	
- Motor Vehicles	77.4	+11.3	+17.1	-3.4	-4.2	
Cars and Station Wagons Financed	Number	Number	%	Number	%	
- New	12,422	+1,768	+16.8	-658	-5.0	
- Used	21,580	+3,654	+20.4	-4,545	-17.4	

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, laybys, 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								
Quarter -									
1972									
June	260.4	41.5	301.9	353.6	45.1	398.7	1,800.0	148.0	1,948.0
September	264.2	45.4	309.6	356.4	49.7	406.1	1,802.0	146.8	1,948.8
December	299.8	56.3	356.1	358.7	53.1	411.8	1,841.9	152.1	1,994.0
1973									
March	279.2	42.5	321.7	363.5	50.2	413.7	1,848.1	147.6	1,995.7
June	300.2	48.0	348.2	358.7	49.3	408.0	1,887.7	151.8	2,039.5
Month -									
1973									
July	97.6	18.9	116.5	120.4	19.1	139.5	1,641.1	159.7	1,800.8
August	102.0	17.9	119.9	119.5	19.8	139.4	1,652.0	159.1	1,811.1
September	91.3	17.3	108.6	106.0	19.0	125.0	1,664.1	160.1	1,824.2
October	107.4	18.8	126.2	120.6	19.4	139.9	1,680.9	160.8	1,841.7
November	107.4	11.3	128.7	112.5	19.2	131.7	1,705.9	164.7	1,870.6
December	91.2	25.2	116.4	103.0	20.2	123.1	1,717.0	170.7	1,887.7
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	19.7	103.6	98.8	20.5	119.3	1,761.9	174.1	1,935.9
July	96.9	20.5	117.4	124.4	22.7	147.1	1,767.1	173.3	1,940.4
STATES - JUNE 1974									
N.S.W.	33.0	6.2	39.2	36.0	5.4	41.4	658.0	58.3	716.3
Vic.	18.9	6.7	25.6	22.7	7.5	30.3	392.9	52.2	445.1
Qld	13.2	1.9	15.1	15.9	2.0	17.9	290.7	14.6	305.3
S.A.	6.4	2.6	9.0	8.7	2.9	11.5	151.6	26.0	177.6
W.A.	7.1	1.6	8.6	8.9	1.9	10.8	161.4	16.1	177.6
Tas.	2.9	0.6	3.5	3.5	0.6	4.1	52.0	5.6	57.7
A.C.T.	2.0	0.2	2.2	2.4	0.2	2.6	45.2	1.2	46.4
N.T.	0.5	..	0.5	0.6	..	0.6	10.0	..	10.0
STATES - JULY 1974									
N.S.W.	38.3	6.2	44.5	49.2	6.8	56.0	662.6	58.1	720.7
Vic.	21.8	7.0	28.8	26.6	7.6	34.2	393.9	52.0	445.8
Qld	14.3	2.2	16.6	21.5	2.3	23.8	287.7	14.7	302.4
S.A.	8.0	2.6	10.5	10.4	3.1	13.5	151.5	25.9	177.3
W.A.	7.5	1.8	9.3	9.3	2.1	11.4	161.5	15.8	177.2
Tas.	3.8	0.6	4.4	3.6	0.6	4.3	53.1	5.6	58.7
A.C.T.	2.6	0.2	2.8	3.0	0.2	3.3	45.8	1.2	47.0
N.T.	0.5	..	0.5	0.8	..	0.8	11.1	..	11.1

(a) Excludes hiring charges, interest and insurance. (b) Includes hiring charges, interest and insurance.

TABLE 2. - AMOUNT FINANCED - HOUSEHOLD AND PERSONAL GOODS (a)
(\$ 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									
Quarter -									
1972									
June	14.9	29.8	44.7	15.2	24.4	39.6	30.1	54.2	84.3
September	17.0	25.8	42.8	17.1	26.3	43.4	34.1	52.1	86.2
December	19.0	44.5	63.5	18.9	34.8	53.7	37.9	79.3	117.2
1973									
March	18.6	29.8	48.4	16.8	23.7	40.5	35.4	53.5	88.9
June	19.4	35.5	54.9	18.2	27.7	45.9	37.6	63.2	100.8
Month -									
1973									
July	6.7	10.7	17.4	7.2	11.1	18.2	13.8	21.8	35.6
August	7.4	9.9	17.3	6.5	10.8	17.3	13.8	20.7	34.6
September	6.5	10.2	16.7	5.2	11.5	16.7	11.7	21.7	33.3
October	7.4	14.9	22.4	6.2	12.0	18.1	13.6	26.9	40.5
November (b)	7.3	16.8	24.1	6.3	14.3	20.6	13.6	31.1	44.7
December	6.1	18.4	24.5	6.3	18.2	24.5	12.4	36.6	49.0
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	13.1	19.2	11.9	25.6	37.5
July	6.5	13.7	20.1	6.2	13.8	19.9	12.6	27.4	40.1
STATES - JUNE 1974									
N.S.W.	1.4	7.9	9.3	2.3	3.8	6.2	3.8	11.7	15.5
Vic.	1.8	1.9	3.7	1.8	4.7	6.6	3.7	6.6	10.3
Qld	1.3	2.0	3.3	0.8	1.0	1.8	2.1	3.1	5.2
S.A.	..	0.6	0.6	..	2.5	2.5	..	3.1	3.1
W.A.	0.7	..	0.7	0.9	0.5	1.4	1.7	0.5	2.2
Tas.	0.3	..	0.3	..	0.5	0.5	0.4	0.5	0.9
A.C.T.	0.2	..	0.2	0.1	0.1	0.2	0.3	0.1	0.4
N.T.	0.1	..	0.1	..	..	..	0.1	..	0.1
STATES - JULY 1974									
N.S.W.	1.6	8.7	10.3	1.5	4.6	6.1	3.0	13.3	16.4
Vic.	2.2	2.3	4.4	2.2	4.6	6.8	4.3	6.9	11.2
Qld	1.5	1.7	3.2	1.2	1.0	2.2	2.7	2.7	5.4
S.A.	..	0.7	0.7	..	2.5	2.5	..	3.2	3.2
W.A.	0.7	..	0.7	1.1	0.5	1.7	1.8	0.6	2.3
Tas.	0.4	..	0.4	0.1	0.5	0.5	0.4	0.5	0.9
A.C.T.	0.2	0.2	0.4	0.1	0.1	0.2	0.3	0.3	0.6
N.T.	0.1	..	0.1	..	..	..	0.1	..	0.1

(a) Excludes hiring charges, interest and insurance. (b) From 1 November 1973, hire purchase contracts ceased to be written in South Australia, as a result of repeal of the Hire-Purchase Agreements Act, 1960-1971. From that date all Instalment Credit for Retail Sales financing in that State is included in "other instalment credit".

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

	<i>Hire purchase</i>				<i>Other instalment credit</i>				<i>Total hire purchase and other instalment credit</i>		
	<i>Cars and station wagons</i>		<i>Other (b)</i>	<i>Total</i>	<i>Cars and station wagons</i>		<i>Other (b)</i>	<i>Total</i>	<i>Finance companies</i>	<i>Other businesses</i>	<i>Total</i>
	<i>New</i>	<i>Used</i>			<i>New</i>	<i>Used</i>					
	AUSTRALIA										
Quarter -											
1972											
June	76.2	86.8	..	163.0	26.1	28.2	..	54.3	215.6	1.7	217.3
September	78.4	93.7	..	172.1	24.9	26.1	..	51.0	221.1	2.0	223.1
December	87.7	96.9	..	184.6	26.6	27.1	..	53.7	236.0	2.3	238.3
1973											
March	82.8	98.6	..	181.4	23.9	27.0	..	50.9	230.6	1.7	232.3
June	92.5	103.6	..	196.1	24.6	26.7	..	51.3	245.3	2.1	247.4
Month -											
1973											
July	25.2	34.2	3.9	63.2	7.7	8.2	1.7	17.6	80.2	0.6	80.8
August	26.1	33.7	5.0	64.8	9.2	9.6	1.6	20.4	84.7	0.6	85.3
September	24.6	28.4	5.0	58.0	8.2	7.6	1.4	17.3	74.6	0.6	75.3
October	26.7	32.2	6.2	65.1	9.5	9.3	1.8	20.6	85.1	0.7	85.7
November (c)	26.1	30.4	6.0	62.5	9.6	10.2	1.7	21.5	83.3	0.7	84.0
December	18.9	25.0	5.3	49.3	7.6	8.9	1.6	18.1	66.8	0.6	67.4
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	20.8	23.2	4.2	48.2	7.6	9.2	1.1	17.9	65.6	0.5	66.1
July	23.8	26.6	4.4	55.0	9.7	11.0	1.6	22.3	76.8	0.6	77.4
STATES - JUNE 1974											
N.S.W.	11.1	9.0	1.3	21.5	1.0	1.2	0.1	2.3	23.7	0.1	23.8
Vic.	3.5	4.4	0.7	8.7	2.9	3.3	0.4	6.6	15.2	0.1	15.3
Qld	2.8	3.8	1.4	7.9	0.8	1.0	0.2	2.0	9.8	0.1	9.9
S.A.	..	..	..	..	2.4	3.2	0.3	5.9	5.8	0.1	5.9
W.A.	2.0	3.6	0.4	6.0	0.2	0.2	..	0.4	6.3	0.1	6.4
Tas.	0.7	1.7	0.2	2.5	0.1	0.1	..	0.2	2.6	..	2.6
A.C.T.	0.6	0.7	0.1	1.5	0.3	0.1	..	0.3	1.8	..	1.8
N.T.	0.1	0.1	..	0.2	0.1	0.1	..	0.3	0.4	..	0.4
STATES - JULY 1974											
N.S.W.	12.5	10.7	1.8	24.9	1.3	1.7	0.2	3.2	28.0	0.1	28.1
Vic.	4.2	4.8	0.8	9.8	3.5	3.8	0.5	7.8	17.4	0.2	17.6
Qld	3.0	4.4	1.1	8.5	0.8	1.3	0.6	2.7	11.1	0.1	11.2
S.A.	..	..	..	..	3.3	3.8	0.3	7.4	7.3	0.1	7.4
W.A.	2.2	3.7	0.5	6.5	0.3	0.2	0.1	0.5	6.9	0.1	7.0
Tas.	0.9	2.2	0.2	3.4	0.1	0.1	..	0.1	3.5	..	3.5
A.C.T.	0.8	0.8	0.1	1.8	0.3	0.1	..	0.4	2.2	..	2.2
N.T.	0.1	..	..	0.1	0.1	0.1	..	0.3	0.4	..	0.4

(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. (c) See footnote (b), table 2.

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

Month	Finance companies			Other businesses			All businesses		
	Cars and station wagons			Cars and station wagons			Cars and station wagons		
	New	Used	Total	New	Used	Total	New	Used	Total
AUSTRALIA									
1973									
July	13,080	26,125	39,205	28	55	83	13,080	26,125	39,205
August	14,107	26,942	41,049	31	35	66	14,138	26,977	41,115
September	13,485	22,799	36,284	44	38	82	13,529	22,837	36,366
October	14,852	26,017	40,869	40	57	97	14,892	26,074	40,966
November	14,007	24,087	38,094	40	57	97	14,047	24,144	38,191
December	10,386	19,745	30,131	37	35	72	10,423	19,780	30,203
1974									
January	11,088	24,329	35,417	20	36	56	11,108	24,365	35,473
February	9,276	21,530	30,806	26	49	75	9,302	21,579	30,881
March	10,679	21,940	32,619	18	36	54	10,697	21,976	32,673
April	10,931	21,662	32,593	29	43	72	10,960	21,705	32,665
May	14,223	24,432	38,655	43	62	105	14,266	24,494	38,760
June	10,622	17,866	28,488	14	60	74	10,636	17,926	28,562
July	12,413	21,544	33,957	9	36	45	12,422	21,580	34,002
STATES - JUNE 1974									
N.S.W.	4,397	5,381	9,778	..	..	..	4,397	5,381	9,778
Vic.	2,180	3,566	5,746	..	..	..	2,180	3,566	5,746
Qld	1,407	2,655	4,062	..	..	..	1,407	2,655	4,062
S.A.	1,003	2,045	3,048	..	..	..	1,003	2,045	3,048
W.A.	883	2,414	3,297	..	..	..	883	2,414	3,297
Tas.	308	1,225	1,533	14	60	74	1,205	3,699	4,904
A.C.T.	361	462	823	..	..	..	361	462	823
N.T.	83	118	201	..	..	..	83	118	201
STATES - JULY 1974									
N.S.W.	5,071	7,388	12,459	..	..	..	5,071	7,388	12,459
Vic.	2,600	3,219	5,819	..	..	..	2,600	3,219	5,819
Qld	1,565	3,413	4,978	..	..	..	1,565	3,413	4,978
S.A.	1,343	2,580	3,923	..	..	..	1,343	2,580	3,923
W.A.	995	2,654	3,649	..	..	..	995	2,654	3,649
Tas.	347	1,633	1,980	9	36	45	1,351	4,323	5,674
A.C.T.	411	547	958	411	547	958
N.T.	81	110	191	81	110	191

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