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(Selected Holders)

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The trend of decreasing balances outstanding on the books of Sales Finance Companies has continued through the month of February. Total balances at the end of February 1959 were \$12 million less than the balances at January 31, 1959, a decrease of 1.2 per cent; compared with the balances at February 28, 1958, the decrease is \$50 million, or 4.9 per cent. The value of paper purchased during February increased from last year both in consumer and commercial goods. This is the first occurrence of such an increase in the consumer goods section since the gain of 1.2 per cent in March 1958.

Accounts receivable on the books of Department Stores decreased by \$13 million (5 per cent) from January 31, 1959. Accounts receivable from cash loans on the books of Licensees under the Small Loans Act were \$1 million below the balances at the end of January and \$33 million over those at February 28, 1958, an increase of 9.5 per cent.

Retail Instalment Credit, by holder

(Estimated amounts outstanding, in millions of dollars)

| | Selected Financial Institutions | | Retail Outlets | | | | Total | |
|-----------------|---------------------------------|----------------------------|----------------|-------|-----------------------|-------|---------|----------|
| | Sales Finance Companies | Licensees, Small Loans Act | Dept. Stores | | Motor Vehicle Dealers | Other | Amount | % Change |
| | | | C.S.A. | Other | | | | |
| <u>1957</u> | \$ | \$ | \$ | \$ | \$ | \$ | \$ | % |
| September 30 .. | 1,121.7 | 14.4 | 153.3 | 27.5 | 26.8 | 238.0 | 1,581.7 | |
| October 31 ... | 1,111.3 | 14.6 | 156.5 | 28.1 | | | | |
| November 30 .. | 1,093.3 | 14.8 | 163.2 | 29.0 | | | | |
| December 31 .. | 1,067.4 | 15.2 | 172.9 | 36.0 | 23.4 | 254.0 | 1,568.9 | |
| <u>1958</u> | | | | | | | | |
| January 31 ... | 1,047.3 | 15.1 | 169.6 | 33.5 | | | | |
| February 28 .. | 1,027.8 | 14.9 | 165.1 | 31.1 | | | | |
| September 30 .. | 1,056.2 | 16.8 | 164.0 | 28.7 | 23.6 | 242.5 | 1,531.8 | - 3.1 |
| October 31 ... | 1,038.7 | 17.4 | 167.9 | 29.2 | | | | |
| November 30 .. | 1,022.8 | 17.6 | 175.4 | 31.0 | | | | |
| December 31 .. | 1,002.8 | 18.6 | 186.5 | 37.0 | 17.6 | 254.4 | 1,516.9 | - 3.3 |
| <u>1959</u> | | | | | | | | |
| January 31 ... | 990.0 | 19.0 | 182.3 | 34.9 | | | | |
| February 28 (p) | 977.8 | 19.6 | 177.1 | 32.8 | | | | |

Note: See footnotes on following pages for explanations of headings used in this summary table.

(p) Preliminary

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Retail Instalment Credit held by Sales Finance Companies

(Estimated extensions, balances outstanding, and repayments,
in millions of dollars)

| | Consumer Goods | | | | Commercial Goods | | | |
|-----------------------------|-------------------|-------|--------|----------|-----------------------------|-------|--------|----------|
| | Passenger Cars | Other | Total | | Commer- cial Vehicles | Other | Total | |
| | | | Amount | % Change | | | Amount | % Change |
| | \$ | \$ | \$ | % | \$ | \$ | \$ | % |
| Value of Contracts Financed | | | | | | | | |
| <u>1957</u> | | | | | | | | |
| November | 46.1 | 14.2 | 60.3 | | 8.9 | 10.6 | 19.5 | |
| December | 42.6 | 18.9 | 61.5 | | 9.1 | 8.9 | 18.0 | |
| <u>1958</u> | | | | | | | | |
| January | 45.2 | 13.4 | 58.6 | | 8.5 | 9.3 | 17.8 | |
| February | 43.0 | 11.4 | 54.4 | | 7.2 | 8.0 | 15.2 | |
| November | 41.7 | 15.0 | 56.7 | - 6.0 | 9.3 | 14.2 | 23.5 | +20.5 |
| December | 40.3 | 17.4 | 57.7 | - 6.2 | 9.7 | 13.3 | 23.0 | +27.8 |
| <u>1959</u> | | | | | | | | |
| January | 37.1 | 10.6 | 47.7 | -18.6 | 8.5 | 9.7 | 18.2 | + 2.2 |
| February (p) . | 44.0 | 12.5 | 56.5 | + 3.9 | 10.4 | 9.8 | 20.2 | +32.9 |
| Balances Outstanding | | | | | | | | |
| <u>1957</u> | | | | | | | | |
| November 30 .. | | | 801.2 | | | | 292.1 | |
| December 31 .. | 635.5 | 144.1 | 779.6 | | 135.2 | 152.6 | 287.8 | |
| <u>1958</u> | | | | | | | | |
| January 31 ... | | | 763.7 | | | | 283.6 | |
| February 28 .. | | | 752.0 | | | | 275.8 | |
| November 30 .. | 593.1 | 150.5 | 743.6 | - 7.2 | 117.0 | 162.2 | 279.2 | - 4.4 |
| December 31 .. | 572.9 | 155.1 | 728.0 | - 6.6 | 112.6 | 162.2 | 274.8 | - 4.5 |
| <u>1959</u> | | | | | | | | |
| January 31 ... | 562.3 | 153.3 | 715.6 | - 6.3 | 112.5 | 161.9 | 274.4 | - 3.2 |
| February 28 (p) | 556.1 | 152.4 | 708.5 | - 5.8 | 109.7 | 159.6 | 269.3 | - 2.4 |
| Repayments | | | | | | | | |
| <u>1957</u> | | | | | | | | |
| November | | | 73.8 | | | | 23.9 | |
| December | | | 83.2 | | | | 22.3 | |
| <u>1958</u> | | | | | | | | |
| January | | | 74.5 | | | | 22.0 | |
| February | | | 66.1 | | | | 23.0 | |
| November | 57.0 | 14.1 | 71.1 | - 3.7 | 11.7 | 13.3 | 25.0 | + 4.6 |
| December | 60.5 | 12.8 | 73.3 | -11.9 | 14.1 | 13.3 | 27.4 | +22.9 |
| <u>1959</u> | | | | | | | | |
| January | 47.7 | 12.4 | 60.1 | -19.3 | 8.6 | 10.0 | 18.6 | -56.4 |
| February (p) . | 50.2 | 13.4 | 63.6 | - 3.8 | 13.2 | 12.1 | 25.3 | +10.0 |

(p) Preliminary

Retail Instalment Credit extended by Sales Finance Companies

(Estimated number of units and value of motor vehicle contracts
financed, in thousands of dollars)

| | Number of Units | | | Amount of Financing (\$'000) | | |
|-------------------------------------|-----------------|---------------|---------------------|------------------------------|---------------|---------------------|
| | Feb. 1958 | Feb. 1959 | % Change 1959/58 | Feb. 1958 | Feb. 1959 | % Change 1959/58 |
| New Passenger Cars | | | | | | |
| Atlantic Provinces | 568 | 533 | - 6.2 | 1,179 | 1,179 | 0.0 |
| Quebec | 2,371 | 2,498 | + 5.4 | 5,625 | 6,173 | + 9.7 |
| Ontario | 4,040 | 4,016 | - 0.6 | 8,838 | 9,201 | + 4.1 |
| Manitoba | 379 | 333 | -12.1 | 831 | 771 | - 7.2 |
| Saskatchewan | 391 | 366 | - 6.4 | 864 | 846 | - 2.1 |
| Alberta | 868 | 985 | +13.5 | 2,067 | 2,369 | +14.6 |
| British Columbia ¹ | 899 | 748 | -16.8 | 2,008 | 1,887 | - 6.0 |
| Canada | 9,516 | 9,479 | - 0.4 | 21,412 | 22,426 | + 4.7 |
| New Commercial Vehicles | | | | | | |
| Atlantic Provinces | 121 | 111 | - 8.3 | 281 | 287 | + 2.1 |
| Quebec | 340 | 482 | +41.8 | 1,006 | 1,683 | +67.3 |
| Ontario | 403 | 512 | +27.0 | 1,282 | 1,672 | +30.4 |
| Manitoba | 42 | 82 | +95.2 | 213 | 342 | +60.6 |
| Saskatchewan | 70 | 88 | +25.7 | 163 | 317 | +94.5 |
| Alberta | 174 | 284 | +63.2 | 584 | 1,124 | +92.5 |
| British Columbia ¹ | 131 | 148 | +13.0 | 330 | 567 | +71.8 |
| Canada | 1,281 | 1,707 | +33.3 | 3,859 | 5,992 | +55.3 |
| Used Passenger Cars | | | | | | |
| Atlantic Provinces | 1,676 | 1,427 | -14.9 | 1,437 | 1,252 | -12.9 |
| Quebec | 4,312 | 5,058 | +17.3 | 4,658 | 5,447 | +16.9 |
| Ontario | 8,859 | 8,223 | - 7.2 | 8,862 | 8,674 | - 2.1 |
| Manitoba | 877 | 872 | - 0.6 | 829 | 929 | +12.1 |
| Saskatchewan | 963 | 870 | - 9.7 | 862 | 819 | - 5.0 |
| Alberta | 2,339 | 2,220 | - 5.1 | 2,251 | 2,265 | + 0.6 |
| British Columbia ¹ | 2,450 | 2,200 | -10.2 | 2,673 | 2,226 | -16.7 |
| Canada | 21,476 | 20,870 | - 2.8 | 21,572 | 21,612 | + 0.2 |
| Used Commercial Vehicles | | | | | | |
| Atlantic Provinces | 339 | 266 | -21.5 | 288 | 243 | -15.6 |
| Quebec | 538 | 576 | + 7.1 | 618 | 773 | +25.1 |
| Ontario | 774 | 705 | - 8.9 | 776 | 1,022 | +31.7 |
| Manitoba | 140 | 143 | + 2.1 | 218 | 214 | - 1.8 |
| Saskatchewan | 153 | 155 | + 1.3 | 119 | 167 | +40.3 |
| Alberta | 435 | 503 | +15.6 | 593 | 986 | +66.3 |
| British Columbia ¹ | 394 | 429 | + 8.9 | 654 | 999 | +52.8 |
| Canada | 2,773 | 2,777 | + 0.1 | 3,266 | 4,404 | +34.8 |

¹ Includes Yukon and Northwest Territories.

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**Cash Personal Loans and Instalment Credit
held by Companies Licensed under the Small Loans Act¹**

(Estimated amounts outstanding, in millions of dollars)

| | Cash Loans | | Instalment ⁴ Credit | Total | |
|-----------------------------|-----------------------------|----------------|-----------------------------------|--------|----------|
| | Small Loans ³ | Large Loans | | Amount | % Change |
| | \$ | \$ | \$ | \$ | % |
| Balances Outstanding | | | | | |
| 1957 - October 31 | 200.0 | 135.9 | 14.6 | 350.5 | |
| November 30 | 211.1 | 126.9 | 14.8 | 352.8 | |
| December 31 | 229.3 | 118.0 | 15.2 | 362.5 | |
| 1958 - January 31 | 234.9 | 111.5 | 15.1 | 361.5 | |
| February 28 | 239.8 | 105.6 | 14.9 | 360.3 | |
| October 31 | 288.8 | 80.4 | 17.4 | 386.6 | +10.3 |
| November 30 | | 373.0 | 17.6 | 390.6 | +10.7 |
| December 31 | | 381.0 | 18.6 | 399.6 | +10.2 |
| 1959 - January 31 | | 379.5 | 19.0 | 398.5 | +10.2 |
| February 28 (p) | | 378.2 | 19.6 | 397.8 | +10.4 |

¹ Including affiliated companies engaged in making cash loans.

³ As of January 1, 1957, cash loans up to \$1,500; prior to that date, loans up to \$500. (Amendment to the Small Loans Act).

⁴ Not included are the instalment balances outstanding on sales financing of those companies licensed under the Small Loans Act which are engaged to a greater extent in sales financing than in extending cash loans. Such balances are included in the Sales Finance Companies' figures.

Accounts Receivable held by Department Stores

| | Instalment Receivables | | Charge Receivables | Total | |
|--------------------------|------------------------|--------------------|-----------------------|--------|----------|
| | C.S.A. ⁵ | Other ⁶ | | Amount | % Change |
| | \$ | \$ | \$ | \$ | % |
| 1957 - October 31 | 156.5 | 28.1 | 42.7 | 227.3 | |
| November 30 | 163.2 | 29.0 | 44.9 | 237.1 | |
| December 31 | 172.9 | 36.0 | 52.7 | 261.6 | |
| 1958 - January 31 | 169.6 | 33.5 | 43.7 | 246.8 | |
| February 28 | 165.1 | 31.1 | 39.0 | 235.2 | |
| October 31 | 167.9 | 29.2 | 45.5 | 242.6 | + 6.7 |
| November 30 | 175.4 | 31.0 | 49.4 | 255.8 | + 7.9 |
| December 31 | 186.5 | 37.0 | 58.3 | 281.8 | + 7.7 |
| 1959 - January 31 (r) .. | 182.3 | 34.8 | 49.3 | 266.4 | + 7.9 |
| February 28 (p) | 177.1 | 32.8 | 43.2 | 253.1 | + 7.6 |

⁵ Conditional-sale agreements

⁶ Other deferred payment plans, such as revolving credit and budgeted charge accounts.

(r) Revised

(p) Preliminary