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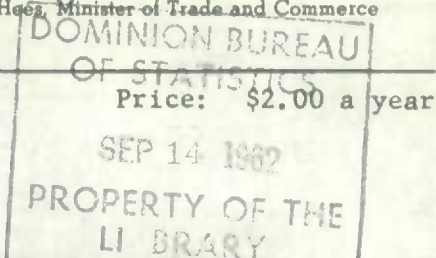
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CREDIT STATISTICS

June 1962

The data in this report represent the estimated amount outstanding on the books of selected holders of credit, and are not intended to cover total credit. Information is not available on certain avenues of service credit such as the amount owing to doctors, dentists and certain service establishments as hotels, the outstanding balances owing to utility companies, transportation companies, loans between individuals, etc. Certain series are available monthly, others quarterly or annually.

Special tabulations are made quarterly on the wholesale financing of sales finance companies (financing the transactions between retail dealer and supplier) and on the average repayment term of retail paper purchased. Information is also available quarterly on the balances outstanding on the books of retail dealers by trade classifications; these data will be included in this bulletin as soon as they become available.

| Selected credit holders | Balances Outstanding at Month-End | | |
|-----------------------------|-----------------------------------|-----------|--------|
| | June 1961 | June 1962 | Change |
| | | | % |
| Sales finance companies: | | | |
| Consumer goods | 799 | 772 | - 3.4 |
| Commercial goods | 410 | 434 | + 5.9 |
| Small loan companies: | | | |
| Cash loans | 520 | 579 | + 11.3 |
| Instalment credit | 42 | 37 | - 11.9 |
| Department stores | 336 | 364 | + 8.3 |
| Furniture, appliance stores | 182 | 183 | + 0.5 |
| Chartered banks: | | | |
| Personal loans: | | | |
| Fully secured | 303 | 380 | + 25.4 |
| Home improvement | 61 | 69 | + 13.1 |
| Other | 949 | 1,216 | + 28.1 |

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Prepared in the Industry and Merchandising Division

ROGER DUHAMEL, F.R.S.C., Queen's Printer and Controller of Stationery, Ottawa, 1962

TABLE 1. Balances Outstanding on Credit Extended
Selected Holders

| No. | Year and month | Sales finance companies (retail) | | Small loan companies | | Department stores (5) | Furniture, appliance stores |
|-----|----------------|----------------------------------|----------------------|----------------------|------------------------|-----------------------|-----------------------------|
| | | Consumer goods (1) | Commercial goods (2) | Cash loans (3) | Installment credit (4) | | |
| | | millions of dollars | | | | | |
| 1 | End of: 1954 | 492 | 164 | 209 | 6 | 186 | 156 |
| 2 | 5 | 599 | 192 | 273 | 6 | 226 | 175 |
| 3 | 6 | 756 | 279 | 343 | 13 | 244 | 189 |
| 4 | 7 | 780 | 288 | 347 | 15 | 262 | 195 |
| 5 | 8 | 768 | 257 | 382 | 19 | 282 | 197 |
| 6 | 9 | 806 | 344 | 446 | 38 | 314 | 202 |
| 7 | 1960 | 828 | 393 | 504 | 45 | 368 | 195 |
| 8 | 1961 - Mar. | 785 | 388 | 503 | 43 | 332 | 182 |
| 9 | - Apr. | 786 | 391 | 508 | 42 | 331 | 181 |
| 10 | - May | 791 | 404 | 514 | 42 | 334 | 181 |
| 11 | - June | 799 | 410 | 520 | 42 | 336 | 182 |
| 12 | - July | 810 | 412 | 523 | 37 | 328 | 183 |
| 13 | - Aug. | 808 | 413 | 526 | 37 | 331 | 188 |
| 14 | - Sept. | 797 | 411 | 526 | 37 | 339 | 189 |
| 15 | - Oct. | 784 | 405 | 525 | 35 | 347 | 189 |
| 16 | - Nov. | 770 | 406 | 536 | 35 | 358 | 191 |
| 17 | - Dec. | 760 | 401 | 548 | 35 | 401 | 195 |
| 18 | 1962 - Jan. | 746 | 400 | 548 | 35 | 387 | 190 |
| 19 | - Feb. | 737 | 397 | 550 | 34 | 370 | 185 |
| 20 | - Mar. | 737 | 399 | 557 | 34 | 359 | 181 |
| 21 | - Apr. | 750 | 409 | 565 | 36 | 366 | 181 |
| 22 | - May | 763 | 419 | 572 | 36 | 367 | 182 |
| 23 | - June | 772 | 434 | 579 | 37 | 364 | 183 |

- (1) Conditional sale agreements held in connection with the retail purchases of consumers' goods.
- (2) Retail financing of commercial goods (trucks, tractors, etc.) not considered as "consumer" credit.
- (3) Cash personal loans of companies licensed under the Small Loans Act usually repaid in instalments.
- (4) Conditional sale agreements held in connection with the retail purchases of consumers' goods.
- (5) The use of all purpose credit plans makes it impossible to separate instalment and charge accounts receivable.
- (6) Fully secured by marketable bonds and stocks. Excludes loans to finance purchase of Canada Savings Bonds.
- (7) Sub-total of series available on a monthly basis. It excludes commercial goods financing by sales finance companies (col. 2).

TABLE 1. Balances Outstanding on Credit Extended
Selected Holders

| Chartered banks personal loans | | | Sub- total (excl. col.2) (7) | Life insurance companies' policy loans | Quebec savings banks' loans | Other retail dealers (ex. dept., furniture and appliance stores) | | Oil company credit cards (9) | Credit unions (10) | No. |
|-----------------------------------|--------------------------|--------------------|--|--|--------------------------------------|---|---------------|--|--------------------------|-----|
| Fully secured (6) | Home improve- ment | Other | | | | Instal- ment (8) | Charge (8) | | | |
| millions of dollars | | | | | | | | | | |
| 253 | - | 351 | 1,653 | 240 | 7 | 72 | 318 | - | 151 | 1 |
| 339 | 24 | 441 | 2,083 | 250 | 8 | 81 | 340 | 20 | 174 | 2 |
| 313 | 38 | 435 | 2,331 | 270 | 11 | 85 | 354 | 26 | 226 | 3 |
| 257 | 48 | 420 | 2,324 | 295 | 13 | 100 | 343 | 32 | 258 | 4 |
| 287 | 58 | 553 | 2,546 | 305 | 12 | 96 | 362 | 35 | 320 | 5 |
| 282 | 60 | 719 | 2,867 | 323 | 13 | 101 | 376 | 40 | 397 | 6 |
| 286 | 56 | 857 | 3,139 | 344 | 14 | 97 | 378 | 43 | 425 | 7 |
| 283 | 56 | 873 | 3,057 | 349 | 17 | 93 | 354 | 39 | .. | 8 |
| 286 | 56 | 904 | 3,094 | 350 | 18 | | | | | 9 |
| 292 | 57 | 935 | 3,146 | 352 | 20 | | | | | 10 |
| 303 | 61 | 949 | 3,192 | 353 | 18 | 93 | 369 | 45 | .. | 11 |
| 314 | 61 | 970 | 3,226 | 354 | 19 | | | | | 12 |
| 312 | 63 | 995 | 3,260 | 355 | 18 | | | | | 13 |
| 319 | 64 | 993 | 3,264 | 357 | 17 | 95 | 370 | 53 | .. | 14 |
| 330 | 65 | 1,008 | 3,283 | 358 | 17 | | | | | 15 |
| 329 | 65 | 1,022 | 3,306 | 359 | 21 | | | | | 16 |
| 336 | 66 | 1,030 | 3,371 | 360 | 17 | 102 | 390 | 47 | .. | 17 |
| 332 | 66 | 1,040 | 3,344 | 361 | 18 | | | | | 18 |
| 345 | 66 | 1,042 | 3,329 | 362 | 19 | | | | | 19 |
| 352 | 65 | 1,067 | 3,352 | 363 | 21 | 92 | 367 | 43 | .. | 20 |
| 375 ^r | 66 | 1,103 ^r | 3,442 ^r | 364 | 21 | | | | | 21 |
| 373 | 67 | 1,167 ^r | 3,527 ^r | 365 | 20 | | | | | 22 |
| 380 | 69 | 1,216 | 3,600 | 366 | 20 | | | 48 | | 23 |

(8) Series excludes trades extending credit largely to commercial users, i.e. farm implement dealers and lumber dealers, but includes charge account receivables of motor vehicle dealers.

(9) Amount owing to oil companies, excluding commercial accounts.

(10) Not available quarterly.

.. Figures not available.

^r Revised figures.

Note: No absolute total of "consumer credit" is available. For certain purposes, fully secured loans granted by banks and life insurance companies may not be considered as outright indebtedness. On the other hand, certain avenues of credit are not surveyed, i.e. service credit (doctors, dentists, utility companies, hotels, etc.), loans between individuals, etc.

Sources: Bank of Canada, Dominion Bureau of Statistics, Department of Finance, Department of Agriculture.

TABLE 2. Sales Finance Companies - Retail Instalment Financing

(millions of dollars)

| Year and month | Consumer goods | | | | Commercial goods | | | | |
|----------------|--|--------------------|--------------------|--------------------|--------------------------|-----------|--------|------------|----------------------|
| | Passenger cars (1) | Other (2) | Total | | Commer- cial vehicles | Other (4) | Total | | Total retail |
| | | | Amount | Change (3) | | | Amount | Change (3) | |
| | % | | | | % | | | | |
| | Value of contracts financed during month | | | | | | | | |
| 1961 - Mar. | 47.6 | 12.9 | 60.5 | - 20.2 | 9.7 | 17.9 | 27.6 | + 0.4 | 88.1 |
| Apr. | 55.2 | 14.1 | 69.3 | - 15.9 | 12.1 | 15.6 | 27.7 | - 12.6 | 97.0 |
| May | 64.6 | 16.8 | 81.4 | - 13.1 | 14.6 | 21.4 | 36.0 | - 10.0 | 117.4 |
| June | 61.9 | 15.8 | 77.7 | - 17.4 | 12.8 | 21.1 | 33.9 | - 11.5 | 111.6 |
| July | 58.5 | 20.2 | 78.7 | - 4.0 | 11.0 | 17.7 | 28.7 | - 13.6 | 107.4 |
| Aug. | 51.7 | 16.9 | 68.6 | - 12.2 | 12.1 | 21.3 | 33.4 | - 0.9 | 102.0 |
| Sept. | 37.9 | 14.7 | 52.6 | - 20.3 | 11.6 | 21.0 | 32.6 | + 7.9 | 85.2 |
| Oct. | 43.4 | 16.6 | 60.0 | - 8.1 | 10.6 | 17.3 | 27.9 | - 3.8 | 87.9 |
| Nov. | 43.8 | 15.4 | 59.2 | - 11.0 | 10.7 | 20.3 | 31.0 | + 14.8 | 90.2 |
| Dec. | 35.9 | 15.8 | 51.7 | - 14.8 | 9.5 | 17.5 | 27.0 | - 4.9 | 78.7 |
| 1962 - Jan. | 38.8 | 13.1 | 51.9 | + 4.0 | 8.9 | 17.9 | 26.8 | + 14.5 | 78.7 |
| Feb. | 41.5 | 12.2 | 53.7 | + 1.7 | 9.1 | 15.6 | 24.7 | + 22.3 | 78.4 |
| Mar. | 55.0 | 12.1 | 67.1 | + 10.9 | 10.2 | 23.0 | 33.2 | + 20.3 | 100.3 |
| Apr. | 64.5 | 13.9 | 78.4 | + 13.1 | 13.1 | 23.2 | 36.3 | + 31.0 | 114.7 |
| May | 71.1 | 17.8 ^r | 88.9 ^r | + 9.2 | 14.0 | 26.4 | 40.4 | + 12.2 | 129.3 ^r |
| June | 65.7 | 14.6 | 80.3 | + 3.3 | 13.6 | 24.8 | 38.4 | + 13.3 | 118.7 |
| | Balances outstanding at month-end | | | | | | | | |
| 1961 - Mar. | 588.9 | 196.2 | 785.1 | - 0.8 | 144.3 | 243.5 | 387.8 | + 9.5 | 1,172.9 |
| Apr. | 591.1 | 194.7 | 785.8 | - 2.4 | 144.8 | 245.8 | 390.6 | + 7.2 | 1,176.4 |
| May | 595.0 | 196.1 | 791.1 | - 4.3 | 149.1 | 254.4 | 403.5 | + 5.9 | 1,194.6 |
| June | 603.7 | 195.5 | 799.2 | - 5.3 | 150.5 | 259.2 | 409.7 | + 2.8 | 1,208.8 |
| July | 609.7 | 200.3 | 810.0 | - 5.2 | 150.3 | 261.3 | 411.6 | + 2.6 | 1,221.6 |
| Aug. | 606.9 | 200.7 | 807.6 | - 5.7 | 150.4 | 262.3 | 412.7 | + 1.9 | 1,220.2 |
| Sept. | 596.1 | 200.7 | 796.8 | - 6.4 | 149.5 | 261.2 | 410.7 | + 1.0 | 1,207.5 |
| Oct. | 584.6 | 199.9 | 784.5 | - 6.9 | 147.3 | 258.1 | 405.4 | + 0.4 | 1,189.9 |
| Nov. | 570.5 | 199.1 | 769.6 | - 8.3 | 148.2 | 257.9 | 406.1 | + 2.8 | 1,175.7 |
| Dec. | 559.7 | 199.8 | 759.5 | - 8.3 | 145.9 | 255.5 | 401.4 | + 2.0 | 1,160.9 |
| 1962 - Jan. | 548.2 | 197.4 | 745.6 | - 7.8 | 144.0 | 255.9 | 399.9 | + 2.2 | 1,145.5 |
| Feb. | 542.6 | 194.9 | 737.5 | - 7.1 | 142.2 | 254.8 | 397.0 | + 2.7 | 1,134.5 |
| Mar. | 545.6 | 191.5 | 737.1 | - 6.1 | 141.0 | 258.0 | 399.0 | + 2.9 | 1,136.1 |
| Apr. | 558.1 | 191.8 ^r | 749.9 ^r | - 4.6 | 142.3 | 266.7 | 409.0 | + 4.7 | 1,158.9 ^r |
| May | 569.6 | 193.4 ^r | 763.0 ^r | - 3.6 ^r | 145.0 | 274.3 | 419.3 | + 3.9 | 1,182.3 ^r |
| June | 580.3 | 191.2 | 771.5 | - 3.5 | 147.6 | 286.8 | 434.4 | + 6.0 | 1,205.9 |

TABLE 2. Sales Finance Companies - Retail Instalment Financing - Concluded

(millions of dollars)

| Year and month | Consumer goods | | | | Commercial goods | | | | |
|----------------|-------------------------|-------------------|-------------------|--------------------|---------------------|--------------|--------|---------------|--------------------|
| | Passenger cars (1) | Other (2) | Total | | Commercial vehicles | Other (4) | Total | | Total retail |
| | | | Amount | Change (3) | | | Amount | Change (3) | |
| | | | | % | | | | % | |
| | Repayments during month | | | | | | | | |
| 1961 - Mar. | 54.8 | 14.5 | 69.3 | - 5.3 | 12.2 | 14.1 | 26.3 | + 17.4 | 95.6 |
| Apr. | 53.0 | 15.6 | 68.6 | + 0.6 | 11.6 | 13.3 | 24.9 | + 16.4 | 93.5 |
| May | 60.7 | 15.4 | 76.1 | + 5.5 | 10.3 | 12.8 | 23.1 | - 2.1 | 99.2 |
| June | 53.2 | 16.4 | 69.6 | - 9.4 | 11.4 | 16.3 | 27.7 | + 34.5 | 97.4 |
| July | 52.5 | 15.3 | 67.8 | - 5.7 | 11.2 | 15.6 | 26.8 | - 12.1 | 94.6 |
| Aug. | 54.5 | 16.5 | 71.0 | - 6.3 | 12.0 | 20.3 | 32.3 | + 7.3 | 103.4 |
| Sept. | 48.7 | 14.7 | 63.4 | - 10.7 | 12.5 | 22.1 | 34.6 | + 21.8 | 98.0 |
| Oct. | 54.9 | 17.4 | 72.3 | - 2.6 | 12.8 | 20.4 | 33.2 | + 4.4 | 105.5 |
| Nov. | 57.9 | 16.2 | 74.1 | + 6.3 | 9.8 | 20.5 | 30.3 | - 15.4 | 104.4 |
| Dec. | 46.7 | 15.1 | 61.8 | - 13.8 | 11.8 | 19.9 | 31.7 | + 5.3 | 93.5 |
| 1962 - Jan. | 50.3 | 15.5 | 65.8 | - 4.9 | 10.8 | 17.5 | 28.3 | + 11.4 | 94.1 |
| Feb. | 47.1 | 14.7 | 61.8 | - 9.1 | 10.9 | 16.7 | 27.6 | + 10.0 | 89.4 |
| Mar. | 52.0 | 15.5 | 67.5 | - 2.6 | 11.4 | 19.8 | 31.2 | + 18.6 | 98.7 |
| Apr. | 52.0 | 13.6 ^r | 65.6 ^r | - 4.4 ^r | 11.8 | 14.5 | 26.3 | + 5.6 | 91.9 ^r |
| May | 59.6 | 16.2 ^r | 75.8 ^r | - 0.4 | 11.3 | 18.8 | 30.1 | + 30.3 | 105.9 ^r |
| June | 55.0 | 16.8 | 71.8 | + 3.2 | 11.0 | 12.3 | 23.3 | - 15.9 | 95.1 |

- (1) Passenger car financing includes cars sold for commercial as well as personal use.
 (2) Covers such lines as furniture, appliances, jewellery etc.
 (3) Percentage change from same month previous year.
 (4) Covers commercial lines such as tractors, farm implements, commercial equipment, factory equipment etc.

Note: Repayments are estimated by adding balances outstanding at end of previous month to the paper purchased during the month and subtracting balances owing at end of current month.

TABLE 3. Motor Vehicle Credit Extended by Sales Finance Companies

| Province | Units | | | Amount of financing | | |
|--------------------------|--------------|--------------|---------------------|---------------------|--------------|---------------------|
| | June 1961 | June 1962 | Change prev. yr. | June 1961 | June 1962 | Change prev. yr. |
| | number | | % | \$'000 | | % |
| New passenger cars | | | | | | |
| Atlantic Provinces. | 1,300 | 1,215 | - 6.5 | 2,908 | 2,876 | - 1.1 |
| Quebec | 5,274 | 5,780 | + 9.6 | 12,369 | 14,246 | + 15.2 |
| Ontario | 5,681 | 5,852 | + 3.0 | 13,397 | 14,540 | + 8.5 |
| Manitoba | 500 | 405 | - 19.0 | 1,214 | 993 | - 18.2 |
| Saskatchewan | 500 | 445 | - 11.0 | 1,156 | 1,086 | - 6.1 |
| Alberta | 1,087 | 1,073 | - 1.3 | 2,691 | 2,734 | + 1.6 |
| British Columbia(1) | 712 | 907 | + 27.4 | 1,704 | 2,427 | + 42.4 |
| Canada | 15,054 | 15,677 | + 4.1 | 35,439 | 38,902 | + 9.8 |
| New commercial vehicles | | | | | | |
| Atlantic Provinces. | 262 | 236 | - 9.9 | 991 | 882 | - 11.0 |
| Quebec | 629 | 645 | + 2.5 | 2,517 | 2,856 | + 13.5 |
| Ontario | 615 | 674 | + 9.6 | 2,413 | 2,866 | + 18.8 |
| Manitoba | 72 | 60 | - 16.7 | 269 | 239 | - 11.2 |
| Saskatchewan | 99 | 107 | + 8.1 | 427 | 403 | - 5.6 |
| Alberta | 274 | 321 | + 17.2 | 1,045 | 1,060 | + 1.4 |
| British Columbia(1) | 144 | 205 | + 42.4 | 684 | 952 | + 39.2 |
| Canada | 2,095 | 2,248 | + 7.3 | 8,346 | 9,258 | + 10.9 |
| Used passenger cars | | | | | | |
| Atlantic Provinces. | 2,324 | 2,277 | - 2.0 | 2,186 | 2,149 | - 1.7 |
| Quebec | 7,668 | 7,998 | + 4.3 | 7,407 | 8,299 | + 12.0 |
| Ontario | 8,963 | 8,277 | - 7.7 | 9,267 | 9,146 | - 1.3 |
| Manitoba | 1,252 | 994 | - 20.6 | 1,328 | 1,047 | - 21.2 |
| Saskatchewan | 1,283 | 1,253 | - 2.3 | 1,157 | 1,078 | - 6.8 |
| Alberta | 2,658 | 2,554 | - 3.9 | 2,827 | 2,699 | - 4.5 |
| British Columbia(1) | 2,120 | 2,088 | - 1.5 | 2,307 | 2,367 | + 2.6 |
| Canada | 26,268 | 25,441 | - 3.1 | 26,479 | 26,785 | + 1.2 |
| Used commercial vehicles | | | | | | |
| Atlantic Provinces. | 401 | 315 | - 21.4 | 397 | 359 | - 9.6 |
| Quebec | 828 | 676 | - 18.4 | 1,205 | 1,050 | - 12.9 |
| Ontario | 764 | 667 | - 12.7 | 1,126 | 1,106 | - 1.8 |
| Manitoba | 118 | 97 | - 17.8 | 166 | 169 | + 1.8 |
| Saskatchewan | 172 | 192 | + 11.6 | 205 | 246 | + 20.0 |
| Alberta | 585 | 504 | - 13.8 | 770 | 859 | + 11.6 |
| British Columbia(1) | 392 | 374 | - 4.6 | 561 | 591 | + 5.3 |
| Canada | 3,260 | 2,825 | - 13.3 | 4,430 | 4,380 | - 1.1 |

(1) Includes Yukon and Northwest Territories.

TABLE 4. Sales Finance Companies

| Date | Wholesale | | | Average repayment terms on retail paper purchased | | | |
|----------------|---------------------|------------------------------|--|--|------|----------------------------|--|
| | Paper purchased | Estimated repay- ments | Balances out- standing (end of period) | Passenger cars and commercial vehicles | | Other consumer goods | Other comm. & indus- trial goods |
| | | | | New | Used | | |
| Calendar Years | millions of dollars | | | months | | | |
| 1956 | 1,213 | .. | 182 | .. | .. | .. | .. |
| 1957 | 1,185 | 1,165 | 202 | .. | .. | .. | .. |
| 1958 | 1,105 | 1,116 | 191 | 24.1 | 17.0 | 20.1 | 25.1 |
| 1959 | 1,307 | 1,301 | 197 | 25.2 | 17.6 | 23.2 | 26.9 |
| Quarterly | | | | | | | |
| 1960 - II | 422 | 437 | 268 | 25.9 | 17.8 | 23.7 | 26.9 |
| III | 196 | 304 | 160 | 26.8 | 17.6 | 24.5 | 28.3 |
| IV | 357 | 288 | 229 | 25.6 | 17.3 | 22.8 | 28.7 |
| 1961 - I | 303 | 277 | 255 | 25.7 | 18.1 | 22.8 | 30.1 |
| II | 366 | 400 | 221 | 26.4 | 17.8 | 26.7 | 26.6 |
| III | 200 | 296 | 125 | 27.4 | 17.7 | 24.6 | 31.5 |
| IV | 406 | 352 | 179 | 26.6 | 17.9 | 23.4 | 30.8 |
| 1962 - I | 384 | 338 | 225 | 26.6 | 19.0 | 23.9 | 33.3 |
| II | 482 | 476 | 231 | 27.8 | 19.0 | 25.2 | 31.3 |

.. Figures not available.

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