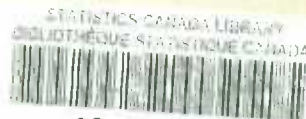


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NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

Retail values quoted in this report are based on the retail price to individual purchasers at the Canadian point of manufacture. In the case of imported vehicles, the values are the retail price delivered at the nearest Canadian distributing centre. Retail values include sales and excise taxes, charges for standard accessories, dealers' commissions, etc. Transportation charges from Canadian point of manufacture to point of delivery are not included.

Sales of European-Made Vehicles, October 1956 and 1957

	Number of Units			Retail Value (\$'000)		
	1956 ⁽¹⁾	1957	% Change	1956 ⁽¹⁾	1957	% Change
New Vehicles:						
Passenger Cars	2,521	3,531	+ 40.1	4,720	6,670	+ 41.3
Commercial Vehicles	340	306	- 10.0	703	658	- 6.4
Total	2,861	3,837	+ 34.1	5,423	7,328	+ 35.1

New Motor Vehicle Sales, January-October 1956 and 1957

	Number of Units			Retail Value (\$'000)		
	1956 ⁽¹⁾	1957	% Change	1956 ⁽¹⁾	1957	% Change
New Vehicles:						
Passenger Cars	357,599	335,626	- 6.1	988,213	954,368	- 3.4
Commercial Vehicles	79,642	68,294	- 14.2	282,449	251,569	- 10.9
Total	437,241	403,920	- 7.6	1,270,662	1,205,937	- 5.1

Motor Vehicle Financing, January-October 1956 and 1957

	Number of Units			Retail Value (\$'000)		
	1956 ⁽¹⁾	1957	% Change	1956 ⁽¹⁾	1957	% Change
New Vehicles:						
Passenger Cars	166,257	150,393	- 9.5	357,231	336,362	- 5.8
Commercial Vehicles	29,185	25,793	- 11.6	94,122	84,956	- 9.7
Total	195,442	176,186	- 9.9	451,353	421,318	- 6.7
Used Vehicles:						
Passenger Cars	337,716	322,900	- 4.4	297,824	303,866	+ 2.0
Commercial Vehicles	49,301	42,008	- 14.8	45,528	45,955	+ 0.9
Total	387,017	364,908	- 5.7	343,352	349,821	+ 1.9

(1) Revised

The financing shown herein represents only that business done by sales finance and acceptance companies engaged in the purchase or discounting of notes receivable arising from retail instalment sales of new and used motor vehicles.

6505-506-107

Prepared in Retail Trade Section
Industry and Merchandising Division

EDMOND CLOUTIER, C.M.G., O.A., D.S.P., Queen's Printer and Controller of Stationery, Ottawa, 1957.

TABLE 1 New Motor Vehicle Sales, by Provinces
October 1956 and 1957

Province	Number			Retail Value		
	1956 ⁽¹⁾	1957	% Change, 1957/56	1956 ⁽¹⁾	1957	% Change, 1957/56
			%	\$'000	\$'000	%
Passenger Cars						
Newfoundland.....	405	216	- 46.7	1,009	569	- 43.5
Prince Edward Island ...	102	86	- 15.7	250	205	- 18.0
Nova Scotia	825	698	- 15.4	2,098	1,805	- 14.0
New Brunswick	659	394	- 40.2	1,679	1,067	- 36.5
Quebec	5,642	4,945	- 12.4	15,665	14,540	- 7.2
Ontario	12,078	8,372	- 30.7	32,709	23,211	- 29.0
Manitoba	912	1,099	+ 20.5	2,436	3,045	+ 25.0
Saskatchewan.....	1,106	1,143	+ 3.3	2,965	3,180	+ 7.3
Alberta	1,993	1,850	- 7.2	5,489	5,232	- 4.7
British Columbia ²	2,131	2,047	- 3.9	5,635	5,493	- 2.5
Canada	25,853	20,850	- 19.4	69,935	58,347	- 16.6
Commercial Vehicles						
Newfoundland.....	155	112	- 27.7	422	320	- 24.2
Prince Edward Island ...	45	33	- 26.7	125	104	- 16.8
Nova Scotia	215	182	- 15.3	621	516	- 16.9
New Brunswick	255	133	- 47.8	809	426	- 47.3
Quebec	1,651	1,041	- 36.9	5,947	4,200	- 29.4
Ontario	3,186	1,537	- 51.8	11,034	6,236	- 43.5
Manitoba	246	266	+ 8.1	705	1,015	+ 44.0
Saskatchewan.....	439	317	- 27.8	1,499	961	- 35.9
Alberta	1,043	716	- 31.4	3,821	2,300	- 39.8
British Columbia ²	875	468	- 46.5	2,815	1,647	- 41.5
Canada	8,110	4,805	- 40.8	27,798	17,725	- 36.2
Total - Passenger Cars and Commercial Vehicles						
Newfoundland.....	560	328	- 41.4	1,431	889	- 37.9
Prince Edward Island ...	147	119	- 19.0	375	309	- 17.6
Nova Scotia	1,040	880	- 15.4	2,719	2,321	- 14.6
New Brunswick	914	527	- 42.3	2,488	1,493	- 40.0
Quebec	7,293	5,986	- 17.9	21,612	18,740	- 13.3
Ontario	15,264	9,909	- 35.1	43,743	29,447	- 32.7
Manitoba	1,158	1,365	+ 17.9	3,141	4,060	+ 29.3
Saskatchewan.....	1,545	1,460	- 5.5	4,464	4,141	- 7.2
Alberta	3,036	2,566	- 15.5	9,310	7,532	- 19.1
British Columbia ²	3,006	2,515	- 16.3	8,450	7,140	- 15.5
Canada	33,963	25,655	- 24.5	97,733	76,072	- 22.2

(1) Revised

(2) Includes Yukon and Northwest Territories

TABLE 2 - Financing of Sales of New Motor Vehicles, by Provinces
October 1956 and 1957

Province	Number of Vehicles			Amount of Financing		
	1956 ⁽¹⁾	1957	% Change, 1957/56	1956 ⁽¹⁾	1957	% Change, 1957/56
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	1,010	817	- 19.1	1,975	1,713	- 13.3
Quebec	3,491	3,389	- 2.9	7,801	7,850	+ 0.6
Ontario	7,015	5,317	- 24.2	14,662	11,342	- 22.6
Manitoba	495	539	+ 8.9	990	1,169	+ 18.1
Saskatchewan.....	715	637	- 10.9	1,451	1,328	- 8.5
Alberta	1,600	1,368	- 14.5	3,319	3,061	- 7.8
British Columbia ²	1,501	1,196	- 20.3	3,346	2,752	- 17.8
Canada	15,827	13,263	- 16.2	33,544	29,215	- 12.9
Commercial Vehicles						
Atlantic Provinces	309	206	- 33.3	758	565	- 25.5
Quebec	789	534	- 32.3	2,518	1,560	- 38.0
Ontario	1,021	700	- 31.4	2,984	2,163	- 27.5
Manitoba	114	76	- 33.3	283	217	- 23.3
Saskatchewan.....	184	106	- 42.4	458	280	- 38.9
Alberta	503	358	- 28.8	1,892	1,047	- 44.7
British Columbia ²	416	237	- 43.0	1,480	734	- 50.4
Canada	3,336	2,217	- 33.5	10,373	6,566	- 36.7
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	1,319	1,023	- 22.4	2,733	2,278	- 16.6
Quebec	4,280	3,923	- 8.3	10,319	9,410	- 8.8
Ontario	8,036	6,017	- 25.1	17,646	13,505	- 23.5
Manitoba	609	615	+ 1.0	1,273	1,386	+ 8.9
Saskatchewan.....	899	743	- 17.4	1,909	1,608	- 15.8
Alberta	2,103	1,726	- 17.9	5,211	4,108	- 21.2
British Columbia ²	1,917	1,433	- 25.2	4,826	3,486	- 27.8
Canada	19,163	15,480	- 19.2	43,917	35,781	- 18.5

(1) Revised

(2) Includes Yukon and Northwest Territories

TABLE 3 Financing of Sales of Used Motor Vehicles, by Provinces
October 1956 and 1957

Province	Number of Vehicles			Amount of Financing		
	1956 ⁽¹⁾	1957	% Change, 1957/56	1956 ⁽¹⁾	1957	% Change, 1957/56
				\$'000	\$'000	
Passenger Cars						
Atlantic Provinces	2,919	2,481	- 15.0	2,360	2,118	- 10.3
Quebec	6,419	6,170	- 3.9	5,863	6,799	+ 16.0
Ontario	13,036	11,499	- 11.8	11,282	10,622	- 5.9
Manitoba	1,191	1,252	+ 5.1	967	1,146	+ 18.5
Saskatchewan.....	1,455	1,345	- 7.6	1,107	1,108	+ 0.1
Alberta	3,227	2,865	- 11.2	2,732	2,631	- 3.7
British Columbia ²	3,232	2,752	- 14.9	3,139	2,851	- 9.2
Canada	31,479	28,364	- 9.9	27,450	27,275	- 0.6
Commercial Vehicles						
Atlantic Provinces	701	534	- 23.8	489	409	- 16.4
Quebec	1,062	797	- 25.0	992	875	- 11.8
Ontario	1,456	1,116	- 23.4	1,262	1,200	- 4.9
Manitoba	212	185	- 12.7	149	223	+ 49.7
Saskatchewan.....	328	292	- 11.0	242	254	+ 5.0
Alberta	727	591	- 18.7	722	765	+ 6.0
British Columbia ²	596	491	- 17.6	741	772	+ 4.2
Canada	5,082	4,006	- 21.2	4,597	4,498	- 2.2
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	3,620	3,015	- 16.7	2,849	2,527	- 11.3
Quebec	7,481	6,967	- 6.9	6,855	7,674	+ 11.9
Ontario	14,492	12,615	- 13.0	12,544	11,822	- 5.8
Manitoba	1,403	1,437	+ 2.4	1,116	1,369	+ 22.7
Saskatchewan.....	1,783	1,637	- 8.2	1,349	1,362	+ 1.0
Alberta	3,954	3,456	- 12.6	3,454	3,396	- 1.7
British Columbia ²	3,828	3,243	- 15.3	3,830	3,623	- 6.6
Canada	36,561	32,370	- 11.5	32,047	31,773	- 0.9

(1) Revised

(2) Includes Yukon and Northwest Territories