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December, 1957

NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

	Number of Units			Retail Value (\$'000)		
	1956 <sup>(1)</sup>	1957	% Change 1957/56	1956 <sup>(1)</sup>	1957	% Change 1957/56
New Motor Vehicle Sales -- January-December						
New Vehicles:						
Passenger Cars.....	408,233	381,123	- 6.6	1,128,640	1,085,966	- 3.8
Commercial Vehicles.	91,688	76,197	-16.9	326,735	280,936	-14.0
Total .....	499,921	457,320	- 8.5	1,455,375	1,366,902	- 6.1
Motor Vehicle Financing -- January-December						
New Vehicles:						
Passenger Cars.....	190,109	172,079	- 9.5	408,993	385,216	- 5.8
Commercial Vehicles.	34,796	29,183	-16.1	111,951	95,277	-14.9
Total.....	224,905	201,262	-10.5	520,944	480,493	- 7.8
Used Vehicles:						
Passenger Cars.....	382,026	365,293	- 4.4	337,154	344,267	+ 2.1
Commercial Vehicles.	56,818	48,341	-14.9	52,735	53,921	+ 2.2
Total.....	438,844	413,634	- 5.7	389,889	398,188	+ 2.1
Sales of British and European-Made Vehicles -- December						
New Vehicles:						
Passenger Cars.....	1,831	3,699	+102.0	3,525	6,806	+93.1
Commercial Vehicles.	390	355	- 9.0	805	775	- 3.7
Total.....	2,221	4,054	+82.5	4,330	7,581	+75.1

(1) Revised

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.

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.

Prepared in Retail Trade Section,  
Industry and Merchandising Division

6505-506-127

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

Province	Number			Retail Value		
	1956 <sup>(1)</sup>	1957	% Change, 1957/56	1956 <sup>(1)</sup>	1957	% Change, 1957/56
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Newfoundland.....	177	137	-22.6	472	366	-22.5
Prince Edward Island ...	65	55	-15.4	175	141	-19.4
Nova Scotia .....	529	815	+54.0	1,392	2,095	+50.5
New Brunswick .....	409	483	+18.1	1,114	1,315	+18.0
Quebec .....	5,372	4,795	-10.7	15,502	14,766	- 4.7
Ontario .....	11,107	10,486	- 5.6	32,049	30,565	- 4.6
Manitoba .....	1,257	1,068	-15.0	3,530	3,159	-10.5
Saskatchewan.....	1,130	1,112	- 1.6	3,120	3,337	+ 7.0
Alberta .....	2,325	2,045	-12.0	6,468	5,968	- 7.7
British Columbia <sup>2</sup> .....	2,997	2,153	-28.2	8,116	6,270	-22.7
<b>Canada .....</b>	<b>25,368</b>	<b>23,149</b>	<b>- 8.7</b>	<b>71,938</b>	<b>67,982</b>	<b>- 5.5</b>
<b>Commercial Vehicles</b>						
Newfoundland.....	113	58	-48.7	308	189	-38.6
Prince Edward Island ...	30	24	-20.0	79	66	-16.5
Nova Scotia .....	168	161	- 4.2	477	512	+ 7.3
New Brunswick .....	154	80	-48.1	564	252	-55.3
Quebec .....	1,304	903	-30.8	4,894	3,514	-28.2
Ontario .....	1,904	1,315	-30.9	7,752	5,745	-25.9
Manitoba .....	287	228	-20.6	1,296	800	-38.3
Saskatchewan.....	368	284	-22.8	1,209	968	-19.9
Alberta .....	914	533	-41.7	3,194	1,758	-45.0
British Columbia <sup>2</sup> .....	672	360	-46.4	2,179	1,254	-42.5
<b>Canada .....</b>	<b>5,914</b>	<b>3,946</b>	<b>-33.3</b>	<b>21,952</b>	<b>15,058</b>	<b>-31.4</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Newfoundland.....	290	195	-32.8	780	555	-28.8
Prince Edward Island ...	95	79	-16.8	254	207	-18.5
Nova Scotia .....	697	976	+40.0	1,869	2,607	+39.5
New Brunswick .....	563	563	(3)	1,678	1,567	- 6.5
Quebec .....	6,676	5,698	-14.7	20,396	18,280	-10.4
Ontario .....	13,011	11,801	- 9.3	39,801	36,310	- 8.8
Manitoba .....	1,544	1,296	-16.1	4,826	3,959	-18.0
Saskatchewan.....	1,498	1,396	- 6.8	4,329	4,305	- 0.6
Alberta .....	3,239	2,578	-20.4	9,662	7,726	-20.0
British Columbia <sup>2</sup> .....	3,669	2,513	-31.5	10,295	7,524	-26.9
<b>Canada .....</b>	<b>31,282</b>	<b>27,095</b>	<b>-13.4</b>	<b>93,890</b>	<b>83,040</b>	<b>-11.6</b>

(1) Revised

(2) Includes Yukon and Northwest Territories

(3) Unchanged

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

Province	Number of Vehicles			Amount of Financing		
	1956 <sup>(1)</sup>	1957	% Change, 1957/56	1956 <sup>(1)</sup>	1957	% Change, 1957/56
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Atlantic Provinces .....	596	565	- 5.2	1,229	1,152	- 6.3
Quebec .....	2,315	2,627	+13.5	5,424	6,260	+15.4
Ontario .....	4,927	4,373	-11.2	10,526	9,761	- 7.3
Manitoba .....	391	374	- 4.3	840	802	- 4.5
Saskatchewan.....	472	487	+ 3.2	985	1,045	+ 6.1
Alberta .....	1,108	1,126	+ 1.6	2,569	2,698	+ 5.0
British Columbia <sup>2</sup> .....	1,015	907	-10.6	2,273	2,120	- 6.7
<b>Canada .....</b>	<b>10,824</b>	<b>10,459</b>	<b>- 3.4</b>	<b>23,846</b>	<b>23,838</b>	<b>(4)</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	160	141	-11.9	368	352	- 4.3
Quebec .....	668	470	-29.6	2,320	1,543	-33.5
Ontario .....	740	472	-36.2	2,282	1,581	-30.7
Manitoba .....	108	74	-31.5	264	252	- 4.5
Saskatchewan.....	136	97	-28.7	393	266	-32.3
Alberta .....	392	231	-41.1	1,331	738	-44.6
British Columbia <sup>2</sup> .....	217	139	-35.9	831	506	-39.1
<b>Canada .....</b>	<b>2,421</b>	<b>1,624</b>	<b>-32.9</b>	<b>7,789</b>	<b>5,238</b>	<b>-32.8</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	756	706	- 6.6	1,597	1,504	- 5.8
Quebec .....	2,983	3,097	+ 3.8	7,744	7,803	+ 0.8
Ontario .....	5,667	4,845	-14.5	12,808	11,342	-11.4
Manitoba .....	499	448	-10.2	1,104	1,054	- 4.5
Saskatchewan.....	608	584	- 3.9	1,378	1,311	- 4.9
Alberta .....	1,500	1,357	- 9.5	3,900	3,436	-11.9
British Columbia <sup>2</sup> .....	1,232	1,046	-15.1	3,104	2,626	-15.4
<b>Canada .....</b>	<b>13,245</b>	<b>12,083</b>	<b>- 8.8</b>	<b>31,635</b>	<b>29,076</b>	<b>- 8.1</b>

(1) Revised (2) Includes Yukon and Northwest Territories (4) Less than 0.05%

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

Province	Number of Vehicles			Amount of Financing		
	1956 <sup>(1)</sup>	1957	% Change, 1957/56	1956 <sup>(1)</sup>	1957	% Change, 1957/56
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Atlantic Provinces .....	1,581	1,806	+14.2	1,238	1,558	+25.8
Quebec .....	3,611	4,172	+15.5	3,524	4,400	+24.9
Ontario .....	7,683	8,004	+ 4.2	6,771	7,598	+12.2
Manitoba .....	736	800	+ 8.7	680	741	+ 9.0
Saskatchewan.....	823	1,030	+25.2	644	850	+32.0
Alberta .....	1,850	2,216	+19.8	1,646	2,075	+26.1
British Columbia <sup>2</sup> .....	1,885	1,941	+ 3.0	1,884	2,035	+ 8.0
<b>Canada .....</b>	<b>18,169</b>	<b>19,969</b>	<b>+ 9.9</b>	<b>16,387</b>	<b>19,257</b>	<b>+17.5</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	420	381	- 9.3	306	286	- 6.5
Quebec .....	616	615	- 0.2	693	788	+13.7
Ontario .....	909	819	- 9.9	794	1,070	+34.8
Manitoba .....	136	125	- 8.1	162	90	-44.4
Saskatchewan.....	218	189	-13.3	162	162	(3)
Alberta .....	494	520	+ 5.3	473	827	+74.8
British Columbia <sup>2</sup> .....	373	351	- 5.9	484	739	+52.7
<b>Canada .....</b>	<b>3,166</b>	<b>3,000</b>	<b>- 5.2</b>	<b>3,074</b>	<b>3,962</b>	<b>+28.9</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	2,001	2,187	+ 9.3	1,544	1,844	+19.4
Quebec .....	4,227	4,787	+13.2	4,217	5,188	+23.0
Ontario .....	8,592	8,823	+ 2.7	7,565	8,668	+14.6
Manitoba .....	872	925	+ 6.1	842	831	- 1.3
Saskatchewan.....	1,041	1,219	+17.1	806	1,012	+25.0
Alberta .....	2,344	2,736	+16.7	2,119	2,902	+37.0
British Columbia <sup>2</sup> .....	2,258	2,292	+ 1.5	2,368	2,774	+17.1
<b>Canada .....</b>	<b>21,335</b>	<b>22,969</b>	<b>+ 7.7</b>	<b>19,461</b>	<b>23,219</b>	<b>+19.3</b>

(1) Revised

(2) Includes Yukon and Northwest Territories

(3) Unchanged