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Vol. 30 - No. 10

October, 1958

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NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

Type	Number of Units			Retail Value (\$'000)		
	1957 ⁽¹⁾	1958	% Change 1958/57	1957 ⁽¹⁾	1958	% Change 1958/57
New Motor Vehicle Sales						
<u>January - October</u>						
Total Vehicles ⁽²⁾						
Passenger Cars.....	336,518	320,182	- 4.9	956,017	940,060	- 1.7
Commercial Vehicles.....	68,370	57,057	-16.5	251,879	214,075	-15.0
Total.....	404,888	377,239	- 6.8	1,207,896	1,154,135	- 4.5
<u>October</u>						
British and European Vehicles						
Passenger Cars.....	3,654	7,655	+109.5	6,872	14,899	+116.8
Commercial Vehicles.....	308	699	+126.9	661	1,517	+129.5
Total.....	3,962	8,354	+110.9	7,533	16,416	+117.9
Motor Vehicle Financing						
<u>January - October</u>						
New Vehicles						
Passenger Cars.....	150,449	127,100	-15.5	336,546	288,069	-14.4
Commercial Vehicles.....	25,767	17,864	-30.7	84,852	59,797	-29.5
Total.....	176,216	144,964	-17.7	421,398	347,866	-17.4
Used Vehicles						
Passenger Cars.....	323,631	295,685	- 8.6	304,595	290,188	- 4.7
Commercial Vehicles.....	42,028	37,098	-11.7	45,660	44,056	- 3.5
Total.....	365,659	332,783	- 9.0	350,255	334,244	- 4.6

(1) Revised

(2) Includes British and European Vehicles

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 Industry and Merchandising Division

6542-506-108

TABLE 1 New Motor Vehicle Sales, by Provinces
October 1957 and 1958

Province	Number			Retail Value		
	1957 ⁽¹⁾	1958	% Change, 1958/57	1957 ⁽¹⁾	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Newfoundland.....	216	306	+41.7	569	778	+36.7
Prince Edward Island ...	86	106	+23.3	205	276	+34.6
Nova Scotia	698	955	+36.8	1,805	2,437	+35.0
New Brunswick	394	579	+47.0	1,067	1,602	+50.1
Quebec	4,945	5,936	+20.0	14,547	17,541	+20.6
Ontario	8,423	12,327	+46.3	23,252	35,961	+54.7
Manitoba	1,103	1,351	+22.5	3,065	4,003	+30.6
Saskatchewan.....	1,157	1,215	+ 5.0	3,221	3,673	+14.0
Alberta	1,855	2,403	+29.5	5,247	7,200	+37.2
British Columbia ²	2,096	2,477	+18.2	5,571	6,766	+21.5
Canada	20,973	27,655	+31.9	58,549	80,237	+37.0
Commercial Vehicles						
Newfoundland.....	112	87	-22.3	320	263	-17.8
Prince Edward Island ...	33	46	+39.4	104	134	+28.8
Nova Scotia	182	188	+ 3.3	516	547	+ 6.0
New Brunswick	133	161	+21.1	426	479	+12.4
Quebec	1,042	1,087	+ 4.3	4,204	4,614	+ 9.8
Ontario	1,536	2,112	+37.5	6,231	7,466	+19.8
Manitoba	267	320	+19.9	1,018	1,220	+19.8
Saskatchewan.....	317	429	+35.3	961	1,337	+39.1
Alberta	716	953	+33.1	2,299	3,285	+42.9
British Columbia ²	462	436	- 5.6	1,466	1,511	+ 3.1
Canada	4,800	5,819	+21.2	17,545	20,856	+18.9
Total - Passenger Cars and Commercial Vehicles						
Newfoundland.....	328	393	+19.8	889	1,041	+17.1
Prince Edward Island ...	119	152	+27.7	309	410	+32.7
Nova Scotia	880	1,143	+29.9	2,321	2,984	+28.6
New Brunswick	527	740	+40.4	1,493	2,081	+39.4
Quebec	5,987	7,023	+17.3	18,751	22,155	+18.2
Ontario	9,959	14,439	+45.0	29,483	43,427	+47.3
Manitoba	1,370	1,671	+22.0	4,083	5,223	+27.9
Saskatchewan.....	1,474	1,644	+11.5	4,182	5,010	+19.8
Alberta	2,571	3,356	+30.5	7,546	10,485	+38.9
British Columbia ²	2,558	2,913	+13.9	7,037	8,277	+17.6
Canada	25,773	33,474	+29.9	76,094	101,093	+32.9

(1) Revised

(2) Includes Yukon and Northwest Territories

TABLE 2 Financing of Sales of New Motor Vehicles, by Provinces
October 1957 and 1958

Province	Number of Vehicles			Amount of Financing		
	1957 ⁽¹⁾	1958	% Change, 1958/57	1957 ⁽¹⁾	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	817	695	-14.9	1,713	1,466	-14.4
Quebec	3,355	2,786	-17.0	7,871	6,714	-14.7
Ontario	5,318	4,545	-14.5	11,342	10,149	-10.5
Manitoba	539	375	-30.4	1,169	885	-24.3
Saskatchewan.....	637	483	-24.2	1,328	1,079	-18.7
Alberta	1,368	1,121	-18.1	3,062	2,526	-17.5
British Columbia ²	1,196	752	-37.1	2,749	1,851	-32.7
Canada	13,230	10,757	-18.7	29,234	24,670	-15.6
Commercial Vehicles						
Atlantic Provinces	206	174	-15.5	565	411	-27.3
Quebec	519	428	-17.5	1,499	1,437	-4.1
Ontario	696	528	-24.1	2,144	1,844	-14.0
Manitoba	76	88	+15.8	217	306	+41.0
Saskatchewan.....	106	100	-5.7	280	263	-6.1
Alberta	360	289	-19.7	1,055	1,039	-1.5
British Columbia ²	236	163	-30.9	732	581	-20.6
Canada	2,199	1,770	-19.5	6,492	5,881	-9.4
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	1,023	869	-15.1	2,278	1,877	-17.6
Quebec	3,874	3,214	-17.0	9,370	8,151	-13.0
Ontario	6,014	5,073	-15.6	13,486	11,993	-11.1
Manitoba	615	463	-24.7	1,386	1,191	-14.1
Saskatchewan.....	743	583	-21.5	1,608	1,342	-16.5
Alberta	1,728	1,410	-18.4	4,117	3,565	-13.4
British Columbia ²	1,432	915	-36.1	3,481	2,432	-30.1
Canada	15,429	12,527	-18.8	35,726	30,551	-14.5

(1) Final revision between "new" motor vehicles and "used" motor vehicles separately has not been possible on the basis of the annual survey.

(2) Includes Yukon and Northwest Territories.

TABLE 3 Financing of Sales of Used Motor Vehicles, by Provinces
October 1957 and 1958

Province	Number of Vehicles			Amount of Financing		
	1957 ⁽¹⁾	1958	% Change, 1958/57	1957 ⁽¹⁾	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	2,481	2,017	-18.7	2,118	1,665	-21.4
Quebec	6,313	5,520	-12.6	6,897	5,582	-19.1
Ontario	11,493	9,547	-16.9	10,618	9,286	-12.5
Manitoba	1,252	1,165	- 6.9	1,146	1,098	- 4.2
Saskatchewan.....	1,345	1,336	- 0.7	1,108	1,145	+ 3.3
Alberta	2,869	2,655	- 7.5	2,634	2,554	- 3.0
British Columbia ²	2,762	2,037	-26.2	2,862	2,115	-26.1
Canada	28,515	24,277	-14.9	27,383	23,445	-14.4
Commercial Vehicles						
Atlantic Provinces	534	385	-27.9	409	323	-21.0
Quebec	813	719	-11.6	887	873	- 1.6
Ontario	1,114	918	-17.6	1,199	954	-20.4
Manitoba	185	165	-10.8	223	234	+ 4.9
Saskatchewan.....	292	207	-29.1	254	186	-26.8
Alberta	594	585	- 1.5	766	640	-16.4
British Columbia ²	492	439	-10.8	764	643	-15.8
Canada	4,024	3,418	-15.1	4,502	3,853	-14.4
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	3,015	2,402	-20.3	2,527	1,988	-21.3
Quebec	7,126	6,239	-12.4	7,784	6,455	-17.1
Ontario	12,607	10,465	-17.0	11,817	10,240	-13.3
Manitoba	1,437	1,330	- 7.4	1,369	1,332	- 2.7
Saskatchewan.....	1,637	1,543	- 5.7	1,362	1,331	- 2.3
Alberta	3,463	3,240	- 6.4	3,400	3,194	- 6.1
British Columbia ²	3,254	2,476	-23.9	3,626	2,758	-23.9
Canada	32,539	27,695	-14.9	31,885	27,298	-14.4

(1) Final revision between "new" motor vehicles and "used" motor vehicles separately has not been possible on the basis of the annual survey.

(2) Includes Yukon and Northwest Territories.