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NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

	Number of Units			Retail Value (\$'000)		
	1957 <sup>(1)</sup>	1958	% Change 1958/57	1957 <sup>(1)</sup>	1958	% Change 1958/57
<b>New Motor Vehicle Sales - January-February</b>						
<b>New Vehicles:</b>						
Passenger Cars.....	53,273	53,806	+ 1.0	156,600	159,129	+ 1.6
Commercial Vehicles..	11,814	8,649	-26.8	43,647	29,743	-31.9
Total.....	65,087	62,455	- 4.0	200,247	188,872	- 5.7
<b>Motor Vehicle Financing - January-February</b>						
<b>New Vehicles:</b>						
Passenger Cars.....	20,782	20,083	- 3.4	46,127	45,474	- 1.4
Commercial Vehicles..	4,341	2,787	-35.8	14,443	8,665	-40.0
Total.....	25,123	22,870	- 9.0	60,570	54,139	-10.6
<b>Used Vehicles:</b>						
Passenger Cars.....	42,900	42,677	- 0.5	40,341	42,696	+ 5.8
Commercial Vehicles..	5,842	5,819	- 0.4	6,670	6,977	+ 4.6
Total.....	48,742	48,496	- 0.5	47,011	49,673	+ 5.7
<b>Sales of British and European-Made Vehicles - February</b>						
<b>New Vehicles:</b>						
Passenger Cars.....	2,156	4,758	+120.7	4,084	9,070	+122.1
Commercial Vehicles..	320	340	+ 6.3	685	711	+ 3.8
Total.....	2,476	5,098	+105.9	4,769	9,781	+105.1

(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

6505-506-28

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

Province	Number			Retail Value		
	1957 <sup>(1)</sup>	1958	% Change, 1958/57	1957 <sup>(1)</sup>	1958	% Change, 1958/57
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Newfoundland.....	204	263	+28.9	539	715	+32.7
Prince Edward Island ...	58	71	+22.4	162	197	+21.6
Nova Scotia .....	485	756	+55.9	1,262	1,974	+56.4
New Brunswick .....	488	603	+23.6	1,421	1,598	+12.5
Quebec .....	6,941	6,657	- 4.1	20,932	20,399	- 2.5
Ontario .....	11,245	12,051	+ 7.2	33,213	35,126	+ 5.8
Manitoba .....	1,354	1,390	+ 2.7	3,906	4,057	+ 3.9
Saskatchewan.....	758	1,156	+52.5	2,141	3,402	+58.9
Alberta .....	2,318	2,099	- 9.4	6,817	6,144	- 9.9
British Columbia <sup>2</sup> .....	2,728	2,305	-15.5	7,921	6,344	-19.9
<b>Canada .....</b>	<b>26,579</b>	<b>27,351</b>	<b>+ 2.9</b>	<b>78,314</b>	<b>79,956</b>	<b>+ 2.1</b>
<b>Commercial Vehicles</b>						
Newfoundland.....	44	52	+18.2	128	157	+22.7
Prince Edward Island ...	24	19	-20.8	65	50	-23.1
Nova Scotia .....	181	169	- 6.6	513	565	+10.1
New Brunswick .....	172	116	-32.6	514	320	-37.7
Quebec .....	1,715	1,323	-22.9	6,529	5,009	-23.3
Ontario .....	1,792	1,361	-24.1	6,846	4,631	-32.4
Manitoba .....	244	177	-27.5	780	571	-26.9
Saskatchewan.....	239	284	+18.8	816	901	+10.4
Alberta .....	733	409	-44.2	2,402	1,408	-41.4
British Columbia <sup>2</sup> .....	619	261	-57.8	2,045	1,060	-48.2
<b>Canada .....</b>	<b>5,763</b>	<b>4,171</b>	<b>-27.6</b>	<b>20,638</b>	<b>14,672</b>	<b>-28.9</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Newfoundland.....	248	315	+27.0	667	872	+30.7
Prince Edward Island ...	82	90	+ 9.8	227	247	+ 8.8
Nova Scotia .....	666	925	+38.9	1,775	2,539	+43.0
New Brunswick .....	660	719	+ 8.9	1,935	1,918	- 0.9
Quebec .....	8,656	7,980	- 7.8	27,461	25,408	- 7.5
Ontario .....	13,037	13,412	+ 2.9	40,059	39,757	- 0.8
Manitoba .....	1,598	1,567	- 1.9	4,686	4,628	- 1.2
Saskatchewan.....	997	1,440	+44.4	2,957	4,303	+45.5
Alberta .....	3,051	2,508	-17.8	9,219	7,552	-18.1
British Columbia <sup>2</sup> .....	3,347	2,566	-23.3	9,966	7,404	-25.7
<b>Canada .....</b>	<b>32,342</b>	<b>31,522</b>	<b>- 2.5</b>	<b>98,952</b>	<b>94,628</b>	<b>- 4.4</b>

(1) Revised

(2) Includes Yukon and Northwest Territories

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

Province	Number of Vehicles			Amount of Financing		
	1957	1958	% Change, 1958/57	1957	1958	% Change, 1958/57
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Atlantic Provinces .....	471	568	+20.6	964	1,179	+22.3
Quebec .....	2,588	2,371	- 8.4	6,159	5,625	- 8.7
Ontario .....	4,419	4,040	- 8.6	9,382	8,838	- 5.8
Manitoba .....	414	379	- 8.5	915	831	- 9.2
Saskatchewan.....	378	391	+ 3.4	798	864	+ 8.3
Alberta .....	1,137	868	-23.7	2,493	2,067	-17.1
British Columbia <sup>2</sup> .....	878	899	+ 2.4	2,072	2,008	- 3.1
<b>Canada .....</b>	<b>10,285</b>	<b>9,516</b>	<b>- 7.5</b>	<b>22,783</b>	<b>21,412</b>	<b>- 6.0</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	133	121	- 9.0	334	281	-15.9
Quebec .....	559	340	-39.2	1,708	1,006	-41.1
Ontario .....	710	403	-43.2	2,353	1,282	-45.5
Manitoba .....	70	42	-40.0	212	213	+ 0.5
Saskatchewan.....	98	70	-28.6	264	163	-38.3
Alberta .....	254	174	-31.5	880	584	-33.6
British Columbia <sup>2</sup> .....	221	131	-40.7	788	330	-58.1
<b>Canada .....</b>	<b>2,045</b>	<b>1,281</b>	<b>-37.4</b>	<b>6,539</b>	<b>3,859</b>	<b>-41.0</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	604	689	+14.1	1,298	1,460	+12.5
Quebec .....	3,147	2,711	-13.9	7,867	6,631	-15.8
Ontario .....	5,129	4,443	-13.4	11,735	10,120	-13.8
Manitoba .....	484	421	-13.0	1,127	1,044	- 7.4
Saskatchewan.....	476	461	- 3.2	1,062	1,027	- 3.3
Alberta .....	1,391	1,042	-25.1	3,373	2,651	-21.4
British Columbia <sup>2</sup> .....	1,099	1,030	- 6.3	2,860	2,338	-18.3
<b>Canada .....</b>	<b>12,330</b>	<b>10,797</b>	<b>-12.4</b>	<b>29,322</b>	<b>25,271</b>	<b>-13.8</b>

(2) Includes Yukon and Northwest Territories

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

Province	Number of Vehicles			Amount of Financing		
	1957	1958	% Change, 1958/57	1957	1958	% Change, 1958/57
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Atlantic Provinces .....	1,549	1,676	+ 8.2	1,268	1,437	+13.3
Quebec .....	4,769	4,312	- 9.6	4,890	4,658	- 4.8
Ontario .....	9,860	8,859	-10.2	9,017	8,862	- 1.7
Manitoba .....	897	877	- 2.2	853	829	- 2.8
Saskatchewan.....	899	963	+ 7.1	731	862	+17.9
Alberta .....	2,296	2,339	+ 1.9	2,071	2,251	+ 8.7
British Columbia <sup>2</sup> .....	2,560	2,450	- 4.3	2,626	2,673	+ 1.8
<b>Canada .....</b>	<b>22,830</b>	<b>21,476</b>	<b>- 5.9</b>	<b>21,456</b>	<b>21,572</b>	<b>+ 0.5</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	367	339	- 7.6	255	288	+12.9
Quebec .....	585	538	- 8.0	639	618	- 3.3
Ontario .....	879	774	-12.0	801	776	- 3.1
Manitoba .....	136	140	+ 2.9	152	218	+43.4
Saskatchewan.....	170	153	-10.0	149	119	-20.1
Alberta .....	528	435	-17.6	730	593	-18.8
British Columbia <sup>2</sup> .....	417	394	- 5.5	799	654	-18.2
<b>Canada .....</b>	<b>3,082</b>	<b>2,773</b>	<b>-10.0</b>	<b>3,525</b>	<b>3,266</b>	<b>- 7.4</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	1,916	2,015	+ 5.2	1,523	1,725	+13.3
Quebec .....	5,354	4,850	- 9.4	5,529	5,276	- 4.6
Ontario .....	10,739	9,633	-10.3	9,818	9,638	- 1.8
Manitoba .....	1,033	1,017	- 1.6	1,005	1,047	+ 4.2
Saskatchewan.....	1,069	1,116	+ 4.4	880	981	+11.5
Alberta .....	2,824	2,774	- 1.8	2,801	2,844	+ 1.5
British Columbia <sup>2</sup> .....	2,977	2,844	- 4.5	3,425	3,327	- 2.9
<b>Canada .....</b>	<b>25,912</b>	<b>24,249</b>	<b>- 6.4</b>	<b>24,981</b>	<b>24,838</b>	<b>- 0.6</b>

(2) Includes Yukon and Northwest Territories