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OTTAWA - CANADA

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1010768731

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Vol. 30 - No. 3

March, 1958

\$2.00 a year

## 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 - January-March						
New Vehicles:						
Passenger Cars .....	91,843	88,671	- 3.5	267,691	263,510	- 1.6
Commercial Vehicles .....	18,993	14,344	-24.5	71,018	50,300	-29.2
Total .....	110,836	103,015	- 7.1	338,709	313,810	- 7.4
Motor Vehicle Financing - January-March						
New Vehicles:						
Passenger Cars .....	34,157	32,757	- 4.1	75,644	73,976	- 2.2
Commercial Vehicles .....	6,868	4,436	-35.4	22,181	13,895	-37.4
Total .....	41,025	37,193	- 9.3	97,825	87,871	-10.2
Used Vehicles:						
Passenger Cars .....	74,109	71,445	- 3.6	69,446	71,226	+ 2.6
Commercial Vehicles .....	9,770	9,475	- 3.0	10,731	11,397	+ 6.2
Total .....	83,879	80,920	- 3.5	80,177	82,623	+ 3.1
Sales of British and European-Made Vehicles - March						
New Vehicles:						
Passenger Cars .....	4,257	5,852	+37.5	8,055	11,221	+39.3
Commercial Vehicles .....	289	484	+67.5	638	1,049	+64.4
Total .....	4,546	6,336	+39.4	8,693	12,270	+41.1

(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

6505-506-38

TABLE 1 New Motor Vehicle Sales, by Provinces

MARCH 1957 AND 1958

Province	Number			Retail Value		
	1957(1)	1958	% Change, 1958/57	1957(1)	1958	% Change, 1958/57
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Newfoundland.....	391	423	+ 8.2	1,055	1,137	+ 7.8
Prince Edward Island ...	78	144	+84.6	205	400	+95.1
Nova Scotia .....	1,189	1,487	+25.1	3,030	4,082	+34.7
New Brunswick .....	1,048	1,023	- 2.4	2,887	2,893	+ 0.2
Quebec .....	11,008	9,362	-15.0	33,117	29,406	-11.2
Ontario .....	15,038	11,944	-20.6	42,583	35,711	-16.1
Manitoba .....	1,943	2,083	+ 7.2	5,565	6,200	+11.4
Saskatchewan.....	1,145	1,748	+52.7	3,333	5,367	+61.0
Alberta .....	3,272	3,063	- 6.4	9,593	8,953	- 6.7
British Columbia <sup>2</sup> .....	3,458	3,588	+ 3.8	9,723	10,232	+ 5.2
<b>Canada .....</b>	<b>38,570</b>	<b>34,865</b>	<b>- 9.6</b>	<b>111,091</b>	<b>104,381</b>	<b>- 6.0</b>
<b>Commercial Vehicles</b>						
Newfoundland.....	118	168	-42.4	352	485	+37.8
Prince Edward Island ...	35	61	+74.3	95	171	+80.0
Nova Scotia .....	235	219	- 6.8	678	650	- 4.1
New Brunswick .....	187	164	-12.3	561	488	-13.0
Quebec .....	1,953	1,388	-28.9	8,355	4,822	-42.3
Ontario .....	2,395	1,746	-27.1	9,354	7,205	-23.0
Manitoba .....	306	289	- 5.6	992	1,016	+ 2.4
Saskatchewan.....	382	439	+14.9	1,227	1,383	+12.7
Alberta .....	894	703	-21.4	3,311	2,473	-25.3
British Columbia <sup>2</sup> .....	674	518	-23.1	2,446	1,864	-23.8
<b>Canada .....</b>	<b>7,179</b>	<b>5,695</b>	<b>-20.7</b>	<b>27,371</b>	<b>20,557</b>	<b>-24.9</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Newfoundland.....	509	591	+16.1	1,407	1,622	+15.3
Prince Edward Island ...	113	205	+81.4	300	571	+90.3
Nova Scotia .....	1,424	1,706	+19.8	3,708	4,732	+27.6
New Brunswick .....	1,235	1,187	- 3.9	3,448	3,381	- 1.9
Quebec .....	12,961	10,750	-17.1	41,472	34,228	-17.5
Ontario .....	17,433	13,690	-21.5	51,937	42,916	-17.4
Manitoba .....	2,249	2,372	+ 5.5	6,557	7,216	+10.1
Saskatchewan.....	1,527	2,187	+43.2	4,560	6,750	+48.0
Alberta .....	4,166	3,766	- 9.6	12,904	11,426	-11.5
British Columbia <sup>2</sup> .....	4,132	4,106	-00.6	12,169	12,096	-00.6
<b>Canada .....</b>	<b>45,749</b>	<b>40,560</b>	<b>-11.3</b>	<b>138,462</b>	<b>124,938</b>	<b>- 9.8</b>

(1) Revised (2) Includes Yukon and Northwest Territories.

TABLE 2 Financing of Sales of New Motor Vehicles, by Provinces

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 .....	668	772	+15.6	1,318	1,587	+20.4
Quebec .....	3,589	3,379	- 5.9	8,383	7,996	- 4.6
Ontario .....	5,548	5,312	- 4.3	11,679	11,503	- 1.5
Manitoba .....	510	458	-10.2	1,107	1,003	- 9.4
Saskatchewan.....	505	480	- 5.0	1,102	1,082	- 1.8
Alberta .....	1,430	1,181	-17.4	3,234	2,762	-14.6
British Columbia <sup>2</sup> .....	1,125	1,092	- 2.9	2,694	2,569	- 4.6
<b>Canada .....</b>	<b>13,375</b>	<b>12,674</b>	<b>- 5.3</b>	<b>29,517</b>	<b>28,502</b>	<b>- 3.4</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	180	119	-33.9	432	302	-30.1
Quebec .....	690	443	-35.8	1,992	1,257	-36.9
Ontario .....	808	555	-31.3	2,528	1,925	-23.9
Manitoba .....	93	41	-55.9	338	165	-51.2
Saskatchewan.....	117	102	-12.8	338	259	-23.4
Alberta .....	364	242	-33.5	1,119	779	-30.4
British Columbia <sup>2</sup> .....	275	147	-46.6	991	543	-45.2
<b>Canada .....</b>	<b>2,527</b>	<b>1,649</b>	<b>-34.7</b>	<b>7,738</b>	<b>5,230</b>	<b>-32.4</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	848	891	+ 5.1	1,750	1,889	+ 7.9
Quebec .....	4,279	3,822	-10.7	10,375	9,253	-10.8
Ontario .....	6,356	5,867	- 7.7	14,207	13,428	- 5.5
Manitoba .....	603	499	-17.3	1,445	1,168	-19.2
Saskatchewan.....	622	582	- 6.4	1,440	1,341	- 6.9
Alberta .....	1,794	1,423	-20.7	4,353	3,541	-18.7
British Columbia <sup>2</sup> .....	1,400	1,239	-11.5	3,685	3,112	-15.6
<b>Canada .....</b>	<b>15,902</b>	<b>14,323</b>	<b>- 9.9</b>	<b>37,255</b>	<b>33,732</b>	<b>- 9.5</b>

TABLE 3 Financing of Sales of Used Motor Vehicles, by Provinces

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 .....	2,457	2,336	- 4.9	1,974	2,012	+ 1.9
Quebec .....	7,216	5,982	-17.1	7,148	6,266	-12.3
Ontario .....	12,906	11,950	- 7.4	11,762	11,729	- 0.3
Manitoba .....	1,116	1,134	+ 1.6	1,097	1,084	- 1.2
Saskatchewan.....	1,224	1,332	+ 8.8	990	1,196	+20.8
Alberta .....	3,198	3,105	- 2.9	2,892	3,064	+ 5.9
British Columbia <sup>2</sup> .....	3,092	2,929	- 5.3	3,242	3,179	- 1.9
<b>Canada .....</b>	<b>31,209</b>	<b>28,768</b>	<b>- 7.8</b>	<b>29,105</b>	<b>28,530</b>	<b>- 2.0</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	470	411	-12.6	346	327	- 5.5
Quebec .....	786	762	- 3.1	796	1,042	+30.9
Ontario .....	1,097	1,028	- 6.3	980	1,214	+23.9
Manitoba .....	152	131	-13.8	161	128	-20.5
Saskatchewan.....	246	218	-11.4	187	148	-20.9
Alberta .....	669	591	-11.7	724	634	-12.4
British Columbia <sup>2</sup> .....	508	515	+ 1.4	867	927	+ 6.9
<b>Canada .....</b>	<b>3,928</b>	<b>3,656</b>	<b>- 6.9</b>	<b>4,061</b>	<b>4,420</b>	<b>+ 8.8</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	2,927	2,747	- 6.2	2,320	2,339	+ 0.8
Quebec .....	8,002	6,744	-15.7	7,944	7,308	- 8.0
Ontario .....	14,003	12,978	- 7.3	12,742	12,943	+ 1.6
Manitoba .....	1,268	1,265	- 0.2	1,258	1,212	- 3.7
Saskatchewan.....	1,470	1,550	+ 5.4	1,177	1,344	+14.2
Alberta .....	3,867	3,696	- 4.4	3,616	3,698	+ 2.3
British Columbia <sup>2</sup> .....	3,600	3,444	- 4.3	4,109	4,106	- 0.1
<b>Canada .....</b>	<b>35,137</b>	<b>32,424</b>	<b>- 7.7</b>	<b>33,166</b>	<b>32,950</b>	<b>- 0.7</b>