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## NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

Type	Number of Units			Retail Value (\$'000)		
	1957 <sup>(1)</sup>	1958	% Change 1958/57	1957 <sup>(1)</sup>	1958	% Change 1958/57
New Motor Vehicle Sales - January-April						
New Vehicles:						
Passenger Cars .....	138,158	131,588	- 4.7	399,392	391,327	- 2.0
Commercial Vehicles .....	28,035	22,107	-21.1	104,255	80,354	-22.9
Total .....	166,193	153,695	- 7.5	503,647	471,681	- 6.3
Motor Vehicle Financing - January-April						
New Vehicles:						
Passenger Cars .....	51,856	48,615	- 6.3	114,950	110,015	- 4.3
Commercial Vehicles .....	9,841	6,462	-34.3	31,473	20,316	-35.5
Total .....	61,697	55,077	-10.7	146,423	130,331	-11.0
Used Vehicles:						
Passenger Cars .....	111,837	108,039	- 3.4	104,796	107,036	+ 2.1
Commercial Vehicles .....	14,608	13,985	- 4.3	15,715	16,598	+ 5.6
Total .....	126,445	122,024	- 3.5	120,511	123,634	+ 2.6
Sales of British and European-Made Vehicles - April						
New Vehicles:						
Passenger Cars .....	5,869	7,364	+25.5	10,885	14,349	+31.8
Commercial Vehicles .....	645	758	+17.5	1,394	1,614	+15.8
Total .....	6,514	8,122	+24.7	12,279	15,963	+30.0

(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

6505-506-48

TABLE 1 New Motor Vehicle Sales, by Provinces  
April 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.....	522	704	+34.9	1,389	1,877	+35.1
Prince Edward Island ...	174	147	-15.5	446	421	- 5.6
Nova Scotia .....	1,275	1,516	+18.9	3,462	4,219	+21.9
New Brunswick .....	1,163	992	-14.7	3,252	2,886	-11.3
Quebec .....	12,608	10,803	-14.3	37,523	33,252	-11.4
Ontario .....	17,352	17,406	+ 0.3	48,166	51,245	+ 6.4
Manitoba .....	2,426	2,227	- 8.2	6,915	6,646	- 3.9
Saskatchewan.....	2,405	2,282	- 5.1	6,843	6,968	+ 1.8
Alberta .....	4,252	3,498	-17.7	12,083	10,615	-12.1
British Columbia <sup>2</sup> .....	4,138	3,342	-19.2	11,602	9,688	-16.5
<b>Canada .....</b>	<b>46,315</b>	<b>42,917</b>	<b>- 7.3</b>	<b>131,681</b>	<b>127,817</b>	<b>- 2.9</b>
<b>Commercial Vehicles</b>						
Newfoundland.....	158	190	+20.3	474	545	+15.0
Prince Edward Island ...	59	87	+47.5	173	267	+54.3
Nova Scotia .....	318	336	+ 5.7	1,028	988	- 3.9
New Brunswick .....	284	244	-14.1	846	794	- 6.1
Quebec .....	1,819	1,640	- 9.8	7,800	7,798	(3)
Ontario .....	2,965	2,498	-15.8	11,439	9,436	-17.5
Manitoba .....	412	358	-13.1	1,422	1,383	- 2.7
Saskatchewan.....	770	772	+ 0.3	2,443	2,510	+ 2.7
Alberta .....	1,237	1,148	- 7.2	4,217	4,387	+ 4.0
British Columbia <sup>2</sup> .....	1,020	490	-52.0	3,395	1,946	-42.7
<b>Canada .....</b>	<b>9,042</b>	<b>7,763</b>	<b>-14.1</b>	<b>33,237</b>	<b>30,054</b>	<b>- 9.6</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Newfoundland.....	680	894	+31.5	1,863	2,422	+30.0
Prince Edward Island ...	233	234	+ 0.4	619	688	+11.1
Nova Scotia .....	1,593	1,852	+16.3	4,490	5,207	+16.0
New Brunswick .....	1,447	1,236	-14.6	4,098	3,680	-10.2
Quebec .....	14,427	12,443	-13.8	45,323	41,050	- 9.4
Ontario .....	20,317	19,904	- 2.0	59,605	60,681	+ 1.8
Manitoba .....	2,838	2,585	- 8.9	8,337	8,029	- 3.7
Saskatchewan.....	3,175	3,054	- 3.8	9,286	9,478	+ 2.1
Alberta .....	5,489	4,646	-15.4	16,300	15,002	- 8.0
British Columbia <sup>2</sup> .....	5,158	3,832	-25.7	14,997	11,634	-22.4
<b>Canada .....</b>	<b>55,357</b>	<b>50,680</b>	<b>- 8.4</b>	<b>164,918</b>	<b>157,871</b>	<b>- 4.3</b>

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

(3) Change less than 0.05 per cent

TABLE 2 Financing of Sales of New Motor Vehicles, by Provinces  
April 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 .....	1,199	1,179	- 1.7	2,414	2,578	+ 6.8
Quebec .....	5,006	4,540	- 9.3	11,806	10,806	- 8.5
Ontario .....	6,554	6,256	- 4.5	13,857	13,720	- 1.0
Manitoba .....	694	622	-10.4	1,508	1,379	- 8.6
Saskatchewan.....	750	701	- 6.5	1,627	1,526	- 6.2
Alberta .....	2,042	1,459	-28.6	4,621	3,410	-26.2
British Columbia <sup>2</sup> .....	1,454	1,101	-24.3	3,473	2,620	-24.6
<b>Canada .....</b>	<b>17,699</b>	<b>15,858</b>	<b>-10.4</b>	<b>39,306</b>	<b>36,039</b>	<b>- 8.3</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	277	242	-12.6	669	627	- 6.3
Quebec .....	702	474	-32.5	1,960	1,409	-28.1
Ontario .....	862	618	-28.3	2,835	2,139	-24.6
Manitoba .....	118	78	-33.9	426	243	-43.0
Saskatchewan.....	200	128	-36.0	723	337	-53.4
Alberta .....	494	307	-37.9	1,591	1,008	-36.6
British Columbia <sup>2</sup> .....	320	179	-44.1	1,088	658	-39.5
<b>Canada .....</b>	<b>2,973</b>	<b>2,026</b>	<b>-31.9</b>	<b>9,292</b>	<b>6,421</b>	<b>-30.9</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	1,476	1,421	- 3.7	3,083	3,205	+ 4.0
Quebec .....	5,708	5,014	-12.2	13,766	12,215	-11.3
Ontario .....	7,416	6,874	- 7.3	16,692	15,859	- 5.0
Manitoba .....	812	700	-13.8	1,934	1,622	-16.1
Saskatchewan.....	950	829	-12.7	2,350	1,863	-20.7
Alberta .....	2,536	1,766	-30.4	6,212	4,418	-28.9
British Columbia <sup>2</sup> .....	1,774	1,280	-27.8	4,561	3,278	-28.1
<b>Canada .....</b>	<b>20,672</b>	<b>17,884</b>	<b>-13.5</b>	<b>48,598</b>	<b>42,460</b>	<b>-12.6</b>

(2) Includes Yukon and Northwest Territories

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

April 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 .....	3,297	3,301	+ 0.7	2,714	2,766	+ 1.9
Quebec .....	9,130	8,972	- 1.7	9,006	9,349	+ 3.8
Ontario .....	14,718	13,961	- 5.1	13,488	13,524	+ 0.3
Manitoba .....	1,482	1,528	+ 3.1	1,408	1,499	+ 6.5
Saskatchewan.....	1,665	1,805	+ 8.4	1,372	1,550	+13.0
Alberta .....	3,884	3,884	(4)	3,567	3,740	+ 4.9
British Columbia <sup>2</sup> .....	3,570	3,143	-12.0	3,795	3,382	-10.9
<b>Canada .....</b>	<b>37,728</b>	<b>36,594</b>	<b>- 3.0</b>	<b>35,350</b>	<b>35,810</b>	<b>+ 1.3</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	615	605	- 1.6	463	484	+ 4.5
Quebec .....	976	869	-11.0	1,019	996	- 2.3
Ontario .....	1,291	1,242	- 3.8	1,167	1,417	+21.4
Manitoba .....	201	201	(4)	168	223	+32.7
Saskatchewan.....	362	324	-10.5	295	277	- 6.1
Alberta .....	788	739	- 6.2	826	839	+ 1.6
British Columbia <sup>2</sup> .....	605	530	-12.4	1,046	965	- 7.7
<b>Canada .....</b>	<b>4,838</b>	<b>4,510</b>	<b>- 6.8</b>	<b>4,984</b>	<b>5,201</b>	<b>+ 4.4</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	3,894	3,906	+ 0.3	3,177	3,250	+ 2.3
Quebec .....	10,106	9,841	- 2.6	10,025	10,345	+ 3.2
Ontario .....	16,009	15,203	- 5.0	14,655	14,941	+ 2.0
Manitoba .....	1,683	1,729	+ 2.7	1,576	1,722	+ 9.3
Saskatchewan.....	2,027	2,129	+ 5.0	1,667	1,827	+ 9.6
Alberta .....	4,672	4,623	- 1.0	4,393	4,579	+ 4.2
British Columbia <sup>2</sup> .....	4,175	3,673	-12.0	4,841	4,347	-10.2
<b>Canada .....</b>	<b>42,566</b>	<b>41,104</b>	<b>- 3.4</b>	<b>40,334</b>	<b>41,011</b>	<b>+ 1.7</b>

(2) Includes Yukon and Northwest Territories

(4) No change