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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-May</u>						
<u>All Vehicles</u> ⁽²⁾						
Passenger Cars	183,511	171,385	- 6.6	527,118	509,424	- 3.4
Commercial Vehicles	37,209	29,162	-21.6	139,745	108,947	-22.0
Total	220,720	200,547	- 9.1	666,863	618,371	- 7.3
<u>May</u>						
<u>British and European Vehicles</u>						
Passenger Cars	6,114	7,132	+16.4	11,464	14,102	+23.0
Commercial Vehicles	492	534	+ 8.5	1,025	1,153	+12.5
Total	6,606	7,666	+16.0	12,489	15,255	+22.1
Motor Vehicle Financing						
<u>January-May</u>						
<u>New Vehicles</u>						
Passenger Cars	71,318	64,016	-10.2	158,647	145,115	- 8.5
Commercial Vehicles	13,408	8,650	-35.5	44,084	28,200	-36.0
Total	84,726	72,666	-14.2	202,731	173,315	-14.5
<u>Used Vehicles</u>						
Passenger Cars	153,321	144,036	- 6.1	143,544	142,227	- 0.9
Commercial Vehicles	20,213	18,557	- 8.2	21,952	22,520	+ 2.6
Total	173,534	162,593	- 6.3	165,496	164,747	- 0.5

(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 Retail Trade Section,
Industry and Merchandising Division

6505-506-58

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

Province	Number			Retail Value		
	1957 ⁽¹⁾	1958	% Change, 1958/57	1957 ⁽¹⁾	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Newfoundland.....	561	523	- 6.8	1,483	1,425	- 3.9
Prince Edward Island	190	195	+ 2.6	499	557	+11.6
Nova Scotia	1,677	1,548	- 7.7	4,256	4,172	- 2.0
New Brunswick	1,317	1,059	-19.6	3,564	2,912	-18.3
Quebec	11,833	9,877	-16.5	34,764	30,122	-13.4
Ontario	16,574	16,378	- 1.2	46,371	48,771	+ 5.2
Manitoba	2,572	2,075	-19.3	7,196	6,231	-13.4
Saskatchewan.....	2,259	1,867	-17.4	6,447	5,747	-10.9
Alberta	4,182	3,119	-25.4	11,835	9,318	-21.3
British Columbia ²	4,188	3,156	-24.6	11,331	8,842	-22.0
Canada	45,353	39,797	-12.3	127,746	118,097	- 7.6
Commercial Vehicles						
Newfoundland.....	194	182	- 6.2	571	908	+59.0
Prince Edward Island	69	73	+ 5.8	197	219	+11.2
Nova Scotia	365	257	-29.6	1,117	807	-27.8
New Brunswick	292	246	-15.8	918	829	- 9.7
Quebec	2,056	1,505	-26.8	10,874	7,341	-32.5
Ontario	2,728	2,315	-15.1	9,705	9,409	- 3.1
Manitoba	490	375	-23.5	1,774	1,475	-16.9
Saskatchewan.....	688	607	-11.8	2,109	2,043	- 3.1
Alberta	1,234	910	-26.3	4,490	3,286	-26.8
British Columbia ²	1,058	577	-45.5	3,735	2,257	-39.6
Canada	9,174	7,047	-23.2	35,490	28,574	-19.5
Total - Passenger Cars and Commercial Vehicles						
Newfoundland.....	755	705	- 6.6	2,054	2,333	+13.6
Prince Edward Island	259	268	+ 3.5	696	776	+11.5
Nova Scotia	2,042	1,805	-11.6	5,373	4,979	- 7.3
New Brunswick	1,609	1,305	-18.9	4,482	3,741	-16.5
Quebec	13,889	11,382	-18.1	45,638	37,463	-17.9
Ontario	19,302	18,693	- 3.2	56,076	58,180	+ 3.8
Manitoba	3,062	2,450	-20.0	8,970	7,706	-14.1
Saskatchewan.....	2,947	2,474	-16.1	8,556	7,790	- 9.0
Alberta	5,416	4,029	-25.6	16,325	12,604	-22.8
British Columbia ²	5,246	3,733	-28.8	15,066	11,099	-26.3
Canada	54,527	46,844	-14.1	163,236	146,671	-10.1

(1) Revised

(2) Includes Yukon and Northwest Territories

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

May 1957 and 1958

Province	Number of Vehicles			Amount of Financing		
	May 1957*	May 1958	% Change, 1958/57	May 1957*	May 1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	1,538	1,083	-29.6	3,082	2,247	-27.1
Quebec	5,169	4,243	-17.9	12,195	10,215	-16.2
Ontario	7,274	6,159	-15.3	15,787	13,543	-14.2
Manitoba	886	615	-30.6	1,992	1,404	-29.5
Saskatchewan.....	795	642	-19.2	1,744	1,441	-17.4
Alberta	2,121	1,546	-27.1	4,894	3,570	-27.1
British Columbia ²	1,679	1,113	-33.7	4,003	2,680	-33.1
Canada	19,462	15,401	-20.9	43,697	35,100	-19.7
Commercial Vehicles						
Atlantic Provinces	327	219	-33.0	859	629	-26.8
Quebec	895	542	-39.4	2,949	1,715	-41.8
Ontario	965	695	-28.0	3,266	2,685	-17.8
Manitoba	139	89	-36.0	584	367	-37.2
Saskatchewan.....	241	146	-39.4	914	509	-44.3
Alberta	592	314	-47.0	2,209	1,219	-44.8
British Columbia ²	408	183	-55.1	1,830	760	-58.5
Canada	3,567	2,188	-38.7	12,611	7,884	-37.5
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	1,865	1,302	-30.2	3,941	2,876	-27.0
Quebec	6,064	4,785	-21.1	15,144	11,930	-21.2
Ontario	8,239	6,854	-16.8	19,053	16,228	-14.8
Manitoba	1,025	704	-31.3	2,576	1,771	-31.3
Saskatchewan.....	1,036	788	-23.9	2,658	1,950	-26.6
Alberta	2,713	1,860	-31.4	7,103	4,789	-32.6
British Columbia ²	2,087	1,296	-37.9	5,833	3,440	-41.0
Canada	23,029	17,589	-23.6	56,308	42,984	-23.7

(2) Includes Yukon and Northwest Territories.

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

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

Province	Number of Vehicles			Amount of Financing		
	May 1957*	May 1958	% Change, 1958/57	May 1957*	May 1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	3,815	3,108	-18.5	3,227	2,657	-17.7
Quebec	9,985	9,031	- 9.6	9,893	9,097	- 8.0
Ontario	16,347	13,802	-15.6	14,772	13,550	- 8.3
Manitoba	1,698	1,510	-11.1	1,594	1,537	- 3.6
Saskatchewan.....	1,798	1,778	- 1.1	1,491	1,588	+ 6.5
Alberta	3,952	3,629	- 8.2	3,610	3,491	- 3.3
British Columbia ²	3,889	3,139	-19.3	4,161	3,271	-21.4
Canada	41,484	35,997	-13.2	38,748	35,191	- 9.2
Commercial Vehicles						
Atlantic Provinces	814	613	-24.7	646	475	-26.5
Quebec	1,207	993	-17.7	1,228	1,253	+ 2.0
Ontario	1,533	1,159	-24.4	1,599	1,394	-12.8
Manitoba	292	193	-33.9	404	257	-36.4
Saskatchewan.....	378	324	-14.3	394	348	-11.7
Alberta	786	716	- 8.9	977	882	- 9.7
British Columbia ²	595	574	- 3.5	989	1,313	+32.8
Canada	5,605	4,572	-18.4	6,237	5,922	- 5.1
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	4,629	3,721	-19.6	3,873	3,132	-19.1
Quebec	11,192	10,024	-10.4	11,121	10,350	- 6.9
Ontario	17,880	14,961	-16.3	16,371	14,944	- 8.7
Manitoba	1,990	1,703	-14.4	1,998	1,794	-10.2
Saskatchewan.....	2,176	2,102	- 3.4	1,885	1,936	+ 2.7
Alberta	4,738	4,345	- 8.3	4,587	4,373	- 4.7
British Columbia ²	4,484	3,713	-17.2	5,150	4,584	-11.0
Canada	47,089	40,569	-13.8	44,985	41,113	- 8.6

(2) Includes Yukon and Northwest Territories.

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