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DOMINION BUREAU OF STATISTICS

OTTAWA - CANADA

Published by Authority of the Hon. Gordon Churchill, Minister of Trade and Commerce



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Vol. 30 - No. 7

July, 1958

\$2.00 a year
DOMINION BUREAU OF STATISTICS
SEP 15 1958

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 - July</u>						
All Vehicles ⁽²⁾						
Passenger Cars	257,379	245,133	- 4.8	735,123	723,072	- 1.6
Commercial Vehicles	51,703	41,299	-20.1	190,990	155,245	-18.7
Total	309,082	286,432	- 7.3	926,113	878,317	- 5.2
<u>July</u>						
British and European Vehicles						
Passenger Cars	4,612	8,514	+84.6	8,687	16,525	+90.2
Commercial Vehicles	339	727	+114.5	759	1,558	+105.3
Total	4,951	9,241	+86.6	9,446	18,083	+91.4
Motor Vehicle Financing						
<u>January - July</u>						
New Vehicles						
Passenger Cars	107,096	94,194	-12.0	239,177	213,789	-10.6
Commercial Vehicles	18,948	12,525	-33.9	63,520	41,648	-34.4
Total	126,044	106,719	-15.3	302,697	255,437	-15.6
Used Vehicles						
Passenger Cars	231,481	214,647	- 7.3	216,989	211,715	- 2.4
Commercial Vehicles	29,632	26,346	-11.1	32,378	31,959	- 1.3
Total	261,113	240,993	- 7.7	249,367	243,674	- 2.3

(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

6505-506-78

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

Province	Number			Retail Value		
	1957 ⁽¹⁾	1958	% Change, 1958/57	1957 ⁽¹⁾	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Newfoundland	408	451	+10.5	1,047	1,225	+17.0
Prince Edward Island ...	132	129	- 2.3	345	342	- 0.9
Nova Scotia	1,122	1,355	+20.8	2,969	3,454	+16.3
New Brunswick	924	720	-22.1	2,509	1,883	-25.0
Quebec	9,307	8,936	- 4.0	26,933	26,699	- 0.9
Ontario	14,141	14,259	+ 0.8	39,087	40,903	+ 4.6
Manitoba	1,956	1,858	- 5.0	5,561	5,389	- 3.1
Saskatchewan	1,759	1,472	-16.3	5,070	4,433	-12.6
Alberta	2,974	2,766	- 7.0	8,461	7,976	- 5.7
British Columbia ²	2,870	3,032	+ 5.6	7,783	8,154	+ 4.8
Canada	35,593	34,978	- 1.7	99,765	100,458	+ 0.7
Commercial Vehicles						
Newfoundland	166	203	+22.3	471	678	+43.9
Prince Edward Island ...	32	49	+53.1	88	141	+60.2
Nova Scotia	218	199	- 8.7	645	633	- 1.9
New Brunswick	161	178	+10.6	595	564	- 5.2
Quebec	1,477	1,259	-14.8	5,139	6,308	+22.7
Ontario	2,378	2,141	-10.0	8,860	7,770	-12.3
Manitoba	362	298	-17.7	1,285	1,227	- 4.5
Saskatchewan	395	362	- 8.4	1,195	1,213	+ 1.5
Alberta	904	724	-19.9	3,143	2,458	-21.8
British Columbia ²	812	583	-28.2	2,530	2,126	-16.0
Canada	6,905	5,996	-13.2	23,951	23,118	- 3.5
Total - Passenger Cars and Commercial Vehicles						
Newfoundland	574	654	+13.9	1,518	1,903	+25.4
Prince Edward Island ...	164	178	+ 8.5	433	483	+11.5
Nova Scotia	1,340	1,554	+16.0	3,614	4,087	+13.1
New Brunswick	1,085	898	-17.2	3,104	2,447	-21.2
Quebec	10,784	10,195	- 5.5	32,072	33,007	+ 2.9
Ontario	16,519	16,400	- 0.7	47,947	48,673	+ 1.5
Manitoba	2,318	2,156	- 7.0	6,846	6,616	- 3.4
Saskatchewan	2,154	1,834	-14.9	6,265	5,646	- 9.9
Alberta	3,878	3,490	-10.0	11,604	10,434	-10.1
British Columbia ²	3,682	3,615	- 1.8	10,313	10,280	- 0.3
Canada	42,498	40,974	- 3.6	123,716	123,576	- 0.1

(1) Revised

(2) Includes Yukon and Northwest Territories

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

Province	Number of Vehicles			Amount of Financing		
	1957*	1958	% Change, 1958/57	1957*	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	1,273	1,155	- 9.3	2,694	2,339	-13.2
Quebec	5,231	3,903	-25.4	12,465	9,353	-25.0
Ontario	7,595	6,358	-16.3	16,530	14,159	-14.3
Manitoba	840	632	-24.8	1,866	1,400	-25.0
Saskatchewan.....	803	624	-22.3	1,773	1,377	-22.3
Alberta	2,026	1,522	-24.9	4,612	3,497	-24.2
British Columbia ²	1,463	1,129	-22.8	3,436	2,761	-19.6
Canada	19,231	15,323	-20.3	43,376	34,886	-19.6
Commercial Vehicles						
Atlantic Provinces	254	205	-19.3	752	676	-10.1
Quebec	632	447	-29.3	1,998	1,525	-23.7
Ontario	814	626	-23.1	2,761	2,056	-25.5
Manitoba	117	59	-49.6	457	313	-31.5
Saskatchewan.....	140	118	-15.7	501	379	-24.4
Alberta	381	246	-35.4	1,367	772	-43.5
British Columbia ²	295	197	-33.2	1,239	759	-38.7
Canada	2,633	1,898	-27.9	9,075	6,480	-28.6
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	1,527	1,360	-10.9	3,446	3,015	-12.5
Quebec	5,863	4,350	-25.8	14,463	10,878	-24.8
Ontario	8,409	6,984	-16.9	19,291	16,215	-15.9
Manitoba	957	691	-27.8	2,323	1,713	-26.3
Saskatchewan.....	943	742	-21.3	2,274	1,756	-22.8
Alberta	2,407	1,768	-26.5	5,979	4,269	-28.6
British Columbia ²	1,758	1,326	-24.6	4,675	3,520	-24.7
Canada	21,864	17,221	-21.2	52,451	41,366	-21.1

* 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
July 1957 and 1958

Province	Number of Vehicles			Amount of Financing		
	1957*	1958	% Change, 1958/57	1957*	1958	% Change, 1958/57
			%	\$'000	\$'000	%
Passenger Cars						
Atlantic Provinces	3,940	3,272	-17.0	3,311	2,840	-14.2
Quebec	9,561	8,836	- 7.6	9,477	9,070	- 4.3
Ontario	16,385	14,291	-12.8	15,104	13,973	- 7.5
Manitoba	1,591	1,542	- 3.1	1,464	1,520	+ 3.8
Saskatchewan.....	1,729	1,741	+ 0.7	1,430	1,492	+ 4.3
Alberta	3,786	3,530	- 6.8	3,465	3,467	+ 0.1
British Columbia ²	3,877	3,184	-17.9	4,033	3,504	-13.1
Canada	40,869	36,396	-10.9	38,284	35,866	- 6.3
Commercial Vehicles						
Atlantic Provinces	736	550	-25.3	580	452	-22.1
Quebec	1,054	821	-22.1	1,135	982	-13.5
Ontario	1,366	1,033	-24.4	1,318	1,184	-10.2
Manitoba	209	156	-25.4	266	139	-47.7
Saskatchewan.....	276	257	- 6.9	221	216	- 2.3
Alberta	645	568	-11.9	698	681	- 2.4
British Columbia ²	554	514	- 7.2	1,095	1,042	- 4.8
Canada	4,840	3,899	-19.4	5,313	4,696	-11.6
Total - Passenger Cars and Commercial Vehicles						
Atlantic Provinces	4,676	3,822	-18.3	3,891	3,292	-15.4
Quebec	10,615	9,657	- 9.0	10,612	10,052	- 5.3
Ontario	17,751	15,324	-13.7	16,422	15,157	- 7.7
Manitoba	1,800	1,698	- 5.7	1,730	1,659	- 4.1
Saskatchewan.....	2,005	1,998	- 0.3	1,651	1,708	+ 3.5
Alberta	4,431	4,098	- 7.5	4,163	4,148	- 0.4
British Columbia ²	4,431	3,698	-16.5	2,128	4,546	+113.6
Canada	45,709	40,295	-11.8	43,597	40,562	- 7.0

* 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.