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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
<b>New Motor Vehicle Sales</b>						
<b>January - September</b>						
<b>Total Vehicles</b> <sup>(2)</sup>						
Passenger Cars .....	315,545	292,527	- 7.3	897,468	859,823	- 4.2
Commercial Vehicles .....	63,570	51,238	-19.4	234,334	193,219	-17.5
Total .....	379,115	343,765	- 9.3	1,131,802	1,053,042	- 7.0
<b>September</b>						
<b>British and European Vehicles</b>						
Passenger Cars .....	3,996	5,585	+39.8	7,405	10,845	+46.5
Commercial Vehicles .....	352	540	+53.4	772	1,196	+54.9
Total .....	4,348	6,125	+40.9	8,177	12,041	+47.3
<b>Motor Vehicle Financing</b>						
<b>January - September</b>						
<b>New Vehicles</b>						
Passenger Cars .....	137,219	116,343	-15.2	307,312	263,399	-14.3
Commercial Vehicles .....	23,568	16,094	-31.7	78,360	53,916	-31.2
Total .....	160,787	132,437	-17.6	385,672	317,315	-17.7
<b>Used Vehicles</b>						
Passenger Cars .....	295,116	271,408	- 8.0	277,212	266,743	- 3.8
Commercial Vehicles .....	38,004	33,680	-11.4	41,158	40,203	- 2.3
Total .....	333,120	305,088	- 8.4	318,370	306,946	- 3.6

(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

TABLE 1 - New Motor Vehicle Sales, by Provinces  
September 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.....	291	223	-23.4	763	658	-13.8
Prince Edward Island ...	94	84	-10.6	243	211	-13.2
Nova Scotia .....	842	812	- 3.6	2,196	2,146	- 2.3
New Brunswick .....	609	580	- 4.8	1,618	1,558	- 3.7
Quebec .....	6,528	4,610	-29.4	18,854	13,576	-28.0
Ontario .....	10,784	9,342	-13.4	29,491	26,797	- 9.1
Manitoba .....	1,403	1,264	- 9.9	3,935	3,689	- 6.3
Saskatchewan.....	1,119	963	-13.9	3,127	2,878	- 8.0
Alberta .....	2,232	1,962	-12.1	6,403	5,819	- 9.1
British Columbia <sup>2</sup> .....	2,401	1,992	-17.0	6,564	5,402	-17.7
<b>Canada .....</b>	<b>26,303</b>	<b>21,832</b>	<b>-17.0</b>	<b>73,194</b>	<b>62,734</b>	<b>-14.3</b>
<b>Commercial Vehicles</b>						
Newfoundland.....	119	88	-26.1	334	347	+ 3.9
Prince Edward Island ...	31	35	+12.9	90	101	+12.2
Nova Scotia .....	196	173	-11.7	611	522	-14.6
New Brunswick .....	134	116	-13.4	492	375	-23.8
Quebec .....	1,332	990	-25.7	6,013	5,099	-15.2
Ontario .....	2,085	1,686	-19.1	7,797	6,098	-21.8
Manitoba .....	277	261	- 5.8	1,225	1,013	-17.3
Saskatchewan.....	294	285	- 3.1	918	989	+ 7.7
Alberta .....	795	792	- 0.4	2,820	2,675	- 5.1
British Columbia <sup>2</sup> .....	565	458	-18.9	2,198	1,731	-21.2
<b>Canada .....</b>	<b>5,828</b>	<b>4,884</b>	<b>-16.2</b>	<b>22,498</b>	<b>18,950</b>	<b>-15.8</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Newfoundland.....	410	311	-24.1	1,097	1,005	- 8.4
Prince Edward Island ...	125	119	- 4.8	333	312	- 6.3
Nova Scotia .....	1,038	985	- 5.1	2,807	2,668	- 5.0
New Brunswick .....	743	696	- 6.3	2,110	1,933	- 8.4
Quebec .....	7,860	5,600	-28.8	24,867	18,675	-24.9
Ontario .....	12,869	11,028	-14.3	37,288	32,895	-11.8
Manitoba .....	1,680	1,525	- 9.2	5,160	4,702	- 8.9
Saskatchewan.....	1,413	1,248	-11.7	4,045	3,867	- 4.4
Alberta .....	3,027	2,754	- 9.0	9,223	8,494	- 7.9
British Columbia <sup>2</sup> .....	2,966	2,450	-17.4	8,762	7,133	-18.6
<b>Canada .....</b>	<b>32,131</b>	<b>26,716</b>	<b>-16.9</b>	<b>95,692</b>	<b>81,684</b>	<b>14.6</b>

(1) Revised

(2) Includes Yukon and Northwest Territories

TABLE 2 Financing of Sales of New Motor Vehicles, by Provinces  
September 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 .....	932	740	-20.6	1,958	1,507	-23.0
Quebec .....	3,451	2,700	-21.8	8,073	6,326	-21.6
Ontario .....	5,562	4,261	-23.4	12,115	9,157	-24.4
Manitoba .....	661	412	-37.7	1,455	926	-36.4
Saskatchewan.....	563	491	-12.8	1,239	1,086	-12.3
Alberta .....	1,529	1,147	-25.0	3,481	2,534	-27.2
British Columbia <sup>2</sup> .....	1,284	803	-37.5	2,987	1,882	-37.0
<b>Canada .....</b>	<b>13,982</b>	<b>10,554</b>	<b>-24.5</b>	<b>31,308</b>	<b>23,418</b>	<b>-25.2</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	280	177	-36.8	867	481	-44.5
Quebec .....	537	475	-11.6	1,597	1,534	- 3.9
Ontario .....	686	566	-17.5	2,114	1,870	-11.5
Manitoba .....	102	79	-22.5	392	285	-27.3
Saskatchewan.....	128	103	-19.5	328	269	-18.0
Alberta .....	345	299	-13.3	1,084	1,174	+ 8.3
British Columbia <sup>2</sup> .....	206	158	-23.3	594	564	- 5.0
<b>Canada .....</b>	<b>2,284</b>	<b>1,857</b>	<b>-18.7</b>	<b>6,976</b>	<b>6,177</b>	<b>-11.5</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	1,212	917	-24.3	2,825	1,988	-29.6
Quebec .....	3,988	3,175	-20.4	9,670	7,860	-18.7
Ontario .....	6,248	4,827	-22.7	14,229	11,027	-22.5
Manitoba .....	763	491	-35.6	1,847	1,211	-34.4
Saskatchewan.....	691	594	-14.0	1,567	1,355	-13.5
Alberta .....	1,874	1,446	-22.8	4,565	3,708	-18.8
British Columbia <sup>2</sup> .....	1,490	961	-35.5	3,581	2,446	-31.7
<b>Canada .....</b>	<b>16,266</b>	<b>12,411</b>	<b>-23.7</b>	<b>38,284</b>	<b>29,595</b>	<b>-22.7</b>

\* 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**  
September 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 .....	2,591	2,362	- 8.8	2,214	2,019	- 8.8
Quebec .....	6,469	6,010	- 7.1	6,432	6,016	- 6.5
Ontario .....	11,476	10,077	-12.2	10,714	9,609	-10.3
Manitoba .....	1,222	1,046	-14.4	1,129	1,045	- 7.4
Saskatchewan.....	1,225	1,318	+ 7.6	1,033	1,145	+10.8
Alberta .....	2,939	2,809	- 4.4	2,760	2,626	- 4.9
British Columbia <sup>2</sup> .....	2,766	2,575	- 6.9	2,883	2,794	- 3.1
<b>Canada .....</b>	<b>28,688</b>	<b>26,197</b>	<b>- 8.7</b>	<b>27,165</b>	<b>25,254</b>	<b>- 7.0</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	596	474	-20.5	459	358	-22.0
Quebec .....	866	818	- 5.5	889	946	+ 6.4
Ontario .....	1,156	1,001	-13.4	1,126	1,119	- 0.6
Manitoba .....	186	148	-20.4	187	117	-37.4
Saskatchewan.....	251	261	+ 4.0	220	199	- 9.5
Alberta .....	590	586	- 0.7	621	657	+ 5.8
British Columbia <sup>2</sup> .....	458	466	+ 1.7	813	667	-18.0
<b>Canada .....</b>	<b>4,103</b>	<b>3,754</b>	<b>- 8.5</b>	<b>4,315</b>	<b>4,063</b>	<b>- 5.8</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	3,187	2,836	-11.0	2,673	2,377	-11.1
Quebec .....	7,335	6,828	- 6.9	7,321	6,962	- 4.9
Ontario .....	12,632	11,078	-12.3	11,840	10,728	- 9.4
Manitoba .....	1,408	1,194	-15.2	1,316	1,162	-11.7
Saskatchewan.....	1,476	1,579	+ 7.0	1,253	1,344	+ 7.3
Alberta .....	3,529	3,395	- 3.8	3,381	3,283	- 2.9
British Columbia <sup>2</sup> .....	3,224	3,041	- 5.7	3,696	3,461	- 6.4
<b>Canada .....</b>	<b>32,791</b>	<b>29,951</b>	<b>- 8.7</b>	<b>31,480</b>	<b>29,317</b>	<b>- 6.9</b>

\* 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.