



NEW MOTOR VEHICLE SALES AND MOTOR VEHICLE FINANCING

FEBRUARY, 1959

Type	Number of Units			Retail Value (\$'000)		
	1958 <sup>(1)</sup>	1959	% Change 1959/58	1958 <sup>(1)</sup>	1959	% Change 1959/58
<b>New Motor Vehicle Sales</b>						
<u>January - February</u>						
<u>Total Vehicles</u> <sup>(2)</sup>						
Passenger Cars.....	53,952	58,767	+ 8.9	159,598	179,563	+12.5
Commercial Vehicles..	8,650	10,618	+22.8	29,792	38,791	+30.2
Total.....	62,602	69,385	+10.8	189,390	218,354	+15.3
<u>February</u>						
<u>British and European Vehicles</u>						
Passenger Cars.....	4,869	6,385	+31.1	9,421	12,901	+36.9
Commercial Vehicles..	344	668	+94.2	726	1,402	+93.1
Total .....	5,213	7,053	+35.3	10,147	14,303	+41.0
<b>Motor Vehicle Financing</b>						
<u>January - February</u>						
<u>New Vehicles</u>						
Passenger Cars.....	20,083	17,826	-11.2	45,474	42,277	- 7.0
Commercial Vehicles..	2,787	3,070	+10.2	8,665	11,111	+28.2
Total .....	22,870	20,896	- 8.6	54,139	53,388	- 1.4
<u>Used Vehicles</u>						
Passenger Cars.....	42,677	37,087	-13.1	42,695	38,820	- 9.1
Commercial Vehicles..	5,819	5,191	-10.8	6,976	7,753	+11.1
Total .....	48,496	42,278	-12.8	49,671	46,573	- 6.2

(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 Industry and Merchandising Division

TABLE 1 New Motor Vehicle Sales, by Provinces  
February 1958 and 1959

Province	Number			Retail Value		
	1958 <sup>(1)</sup>	1959	% Change, 1959/58	1958 <sup>(1)</sup>	1959	% Change, 1959/58
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Newfoundland.....	264	193	-26.9	717	525	-26.8
Prince Edward Island ...	71	138	+94.4	197	392	+99.0
Nova Scotia .....	757	944	+24.7	1,977	2,655	+34.3
New Brunswick .....	608	616	+ 1.3	1,610	1,760	+ 9.3
Quebec .....	6,683	6,821	+ 2.1	20,484	21,480	+ 4.9
Ontario .....	12,075	13,125	+ 8.7	35,189	39,953	+13.5
Manitoba .....	1,395	1,736	+24.4	4,070	5,334	+31.1
Saskatchewan.....	1,161	1,533	+32.0	3,417	4,722	+38.2
Alberta .....	2,112	2,871	+35.9	6,189	8,760	+41.5
British Columbia <sup>2</sup> .....	2,336	3,293	+41.0	6,458	9,432	+46.1
<b>Canada .....</b>	<b>27,462</b>	<b>31,270</b>	<b>+13.9</b>	<b>80,308</b>	<b>95,013</b>	<b>+18.3</b>
<b>Commercial Vehicles</b>						
Newfoundland.....	52	53	+ 1.9	157	153	- 2.5
Prince Edward Island ...	19	36	+89.5	50	106	+112.0
Nova Scotia .....	169	213	+26.0	565	615	+ 8.8
New Brunswick .....	118	125	+ 5.9	348	383	+10.1
Quebec .....	1,321	1,238	- 6.3	5,001	4,423	-11.6
Ontario .....	1,364	2,128	+56.0	4,643	7,104	+53.0
Manitoba .....	177	310	+75.1	586	1,184	+102.0
Saskatchewan.....	285	401	+40.7	918	1,263	+37.6
Alberta .....	407	774	+90.2	1,392	2,637	+89.4
British Columbia <sup>2</sup> .....	262	489	+86.6	1,064	1,768	+66.2
<b>Canada .....</b>	<b>4,174</b>	<b>5,767</b>	<b>+38.2</b>	<b>14,724</b>	<b>19,636</b>	<b>+33.4</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Newfoundland.....	316	246	-22.2	874	678	-22.4
Prince Edward Island ...	90	174	+93.3	247	498	+101.6
Nova Scotia .....	926	1,157	+24.9	2,542	3,270	+28.6
New Brunswick .....	726	741	+ 2.1	1,958	2,143	+ 9.4
Quebec .....	8,004	8,059	+ 0.7	25,485	25,903	+ 1.6
Ontario .....	13,439	15,253	+13.5	39,832	47,057	+18.1
Manitoba .....	1,572	2,046	+30.2	4,656	6,518	+40.0
Saskatchewan.....	1,446	1,934	+33.7	4,335	5,985	+38.1
Alberta .....	2,519	3,645	+44.7	7,581	11,397	+50.3
British Columbia <sup>2</sup> .....	2,598	3,782	+45.6	7,522	11,200	+48.9
<b>Canada .....</b>	<b>31,636</b>	<b>37,037</b>	<b>+17.1</b>	<b>95,032</b>	<b>114,649</b>	<b>+20.6</b>

(1) Revised

(2) Includes Yukon and Northwest Territories

**TABLE 2 Financing of Sales of New Motor Vehicles, by Provinces**  
February 1958 and 1959

Province	Number of Vehicles			Amount of Financing		
	1958	1959	% Change, 1959/58	1958	1959	% Change, 1959/58
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Atlantic Provinces .....	568	533	- 6.2	1,179	1,179	0.0
Quebec .....	2,371	2,498	+ 5.4	5,625	6,173	+ 9.7
Ontario .....	4,040	4,016	- 0.6	8,838	9,201	+ 4.1
Manitoba .....	379	333	-12.1	831	771	- 7.2
Saskatchewan.....	391	366	- 6.4	864	846	- 2.1
Alberta .....	868	985	+13.5	2,067	2,369	+14.6
British Columbia <sup>2</sup> .....	899	748	-16.8	2,008	1,887	- 6.0
<b>Canada .....</b>	<b>9,516</b>	<b>9,479</b>	<b>- 0.4</b>	<b>21,412</b>	<b>22,426</b>	<b>+ 4.7</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	121	111	- 8.3	281	287	+ 2.1
Quebec .....	340	482	+41.8	1,006	1,683	+67.3
Ontario .....	403	512	+27.0	1,282	1,672	+30.4
Manitoba .....	42	82	+95.2	213	342	+60.6
Saskatchewan.....	70	88	+25.7	163	317	+94.5
Alberta .....	174	284	+63.2	584	1,124	+92.5
British Columbia <sup>2</sup> .....	131	148	+13.0	330	567	+71.8
<b>Canada .....</b>	<b>1,281</b>	<b>1,707</b>	<b>+33.3</b>	<b>3,859</b>	<b>5,992</b>	<b>+55.3</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	689	644	- 6.5	1,460	1,466	+ 0.4
Quebec .....	2,711	2,980	+ 9.9	6,631	7,856	+18.5
Ontario .....	4,443	4,528	+ 1.9	10,120	10,873	+ 7.4
Manitoba .....	421	415	- 1.4	1,044	1,113	+ 6.6
Saskatchewan.....	461	454	- 1.5	1,027	1,163	+13.2
Alberta .....	1,042	1,269	+21.8	2,651	3,493	+31.8
British Columbia <sup>2</sup> .....	1,030	896	-13.0	2,338	2,454	+ 5.0
<b>Canada .....</b>	<b>10,797</b>	<b>11,186</b>	<b>+ 3.6</b>	<b>25,271</b>	<b>28,418</b>	<b>+12.5</b>

(2) Includes Yukon and Northwest Territories.



**TABLE 3 Financing of Sales of Used Motor Vehicles, by Provinces**  
February 1958 and 1959

Province	Number of Vehicles			Amount of Financing		
	1958	1959	% Change, 1959/58	1958	1959	% Change, 1959/58
			%	\$'000	\$'000	%
<b>Passenger Cars</b>						
Atlantic Provinces .....	1,676	1,427	-14.9	1,437	1,252	-12.9
Quebec .....	4,312	5,058	+17.3	4,658	5,447	+16.9
Ontario .....	8,859	8,223	- 7.2	8,862	8,674	- 2.1
Manitoba .....	877	872	- 0.6	829	929	+12.1
Saskatchewan.....	963	870	- 9.7	862	819	- 5.0
Alberta .....	2,339	2,220	- 5.1	2,251	2,265	+ 0.6
British Columbia <sup>2</sup> .....	2,450	2,200	-10.2	2,673	2,226	-16.7
<b>Canada .....</b>	<b>21,476</b>	<b>20,870</b>	<b>- 2.8</b>	<b>21,572</b>	<b>21,612</b>	<b>+ 0.2</b>
<b>Commercial Vehicles</b>						
Atlantic Provinces .....	339	266	-21.5	288	243	-15.6
Quebec .....	538	576	+ 7.1	618	773	+25.1
Ontario .....	774	705	- 8.9	776	1,022	+31.7
Manitoba .....	140	143	+ 2.1	218	214	- 1.8
Saskatchewan.....	153	155	+ 1.3	119	167	+40.3
Alberta .....	435	503	+15.6	593	986	+66.3
British Columbia <sup>2</sup> .....	394	429	+ 8.9	654	999	+52.8
<b>Canada .....</b>	<b>2,773</b>	<b>2,777</b>	<b>+ 0.1</b>	<b>3,266</b>	<b>4,404</b>	<b>+34.8</b>
<b>Total - Passenger Cars and Commercial Vehicles</b>						
Atlantic Provinces .....	2,015	1,693	-16.0	1,725	1,495	-13.3
Quebec .....	4,850	5,634	+16.2	5,276	6,220	+17.9
Ontario .....	9,633	8,928	- 7.3	9,638	9,696	+ 0.6
Manitoba .....	1,017	1,015	- 0.2	1,047	1,143	+ 9.2
Saskatchewan.....	1,116	1,025	- 8.2	981	986	+ 0.5
Alberta .....	2,774	2,723	- 1.8	2,844	3,251	+14.3
British Columbia <sup>2</sup> .....	2,844	2,629	- 7.6	3,327	3,225	- 3.1
<b>Canada .....</b>	<b>24,249</b>	<b>23,647</b>	<b>- 2.5</b>	<b>24,838</b>	<b>26,016</b>	<b>+ 4.7</b>

(2) Includes Yukon and Northwest Territories.