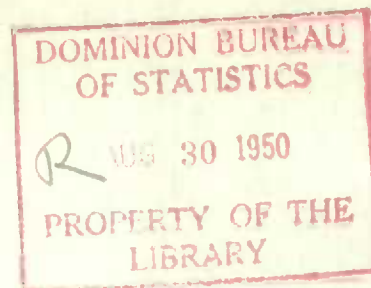


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DOMINION BUREAU OF STATISTICS - DEPARTMENT OF TRADE AND COMMERCE
CANADA



SALES FINANCING

1949

Published by Authority of the RT. HON. C. D. HOWE
Minister of Trade and Commerce

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Industry and Merchandising Division,
Dominion Bureau of Statistics, Ottawa

DIRECTORY

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Results in this report are based on an almost complete coverage of financial institutions in Canada engaged in the purchase or discounting of notes receivable arising from retail instalment sales.

Throughout the publication, two principal classifications have been used:

- (1) Consumers' Goods — including new and used passenger cars, and an "all other" category composed mainly of radios and household appliances.
- (2) Commercial and Industrial Goods — including new and used trucks and buses, and an "all other" group under which are included such items as farm machinery, tractors, etc.

SALES FINANCING

1949

Reports received from 104 sales finance and acceptance companies showed total retail financing of \$284,730,000 in 1949. This figure exceeded by 37% the total of \$208,166,000 reported by 94 companies in 1948.

Balances outstanding at the end of 1949 were \$184,063,000, an increase of 42% over the \$130,120,000 reported at December 31, 1948. At the end of 1941, balances outstanding on the books of sales finance companies totalled \$64,674,000.

Consumers' Goods

Consumers' goods accounted for a larger proportion of the total than in the two previous years. These goods were financed to the extent of \$190,574,000 in 1949 and formed 67% of all goods financed. The 1948 total of \$122,522,000 constituted 59% of all retail financing. In 1941, consumers' goods accounted for 77% of all retail paper purchased.

Balances outstanding on consumers' goods paper were \$115,977,000 at the end of 1949,

\$70,451,000 a year previously, and \$48,854,000 on December 31, 1941.

Used passenger car financing, amounting to \$83,001,000 or 29% of the total, was the largest item within the consumers' goods category. The greatest expansion, however, occurred in new car financing which increased from \$38,027,000 in 1948 to \$71,602,000 in 1949. Other consumers' goods were financed for an amount of \$35,971,000.

Commercial and Industrial Goods

Commercial and industrial goods' financing amounted to \$94,156,000 in 1949, forming a smaller proportion of total retail financing than in the past two years. Financing of new and used commercial vehicles continued to rise but the residual category showed a further decline in 1949 as finance company activities became more concentrated in the automotive field.

Balances outstanding on commercial and industrial goods were reported to be \$68,086,000 at December 31, 1949, an increase of 14% over the \$59,669,000 outstanding at December 31, 1948, and over four times the amount owing at the end of 1941. The amounts outstanding on both new and used commercial vehicles increased 29%, while a decrease of 9% was recorded for other commercial and industrial goods.

Notes on Tables

Summaries of paper purchased and balances outstanding by commodities in Table 1 are followed by a provincial tabulation in somewhat lesser detail in Table 2.

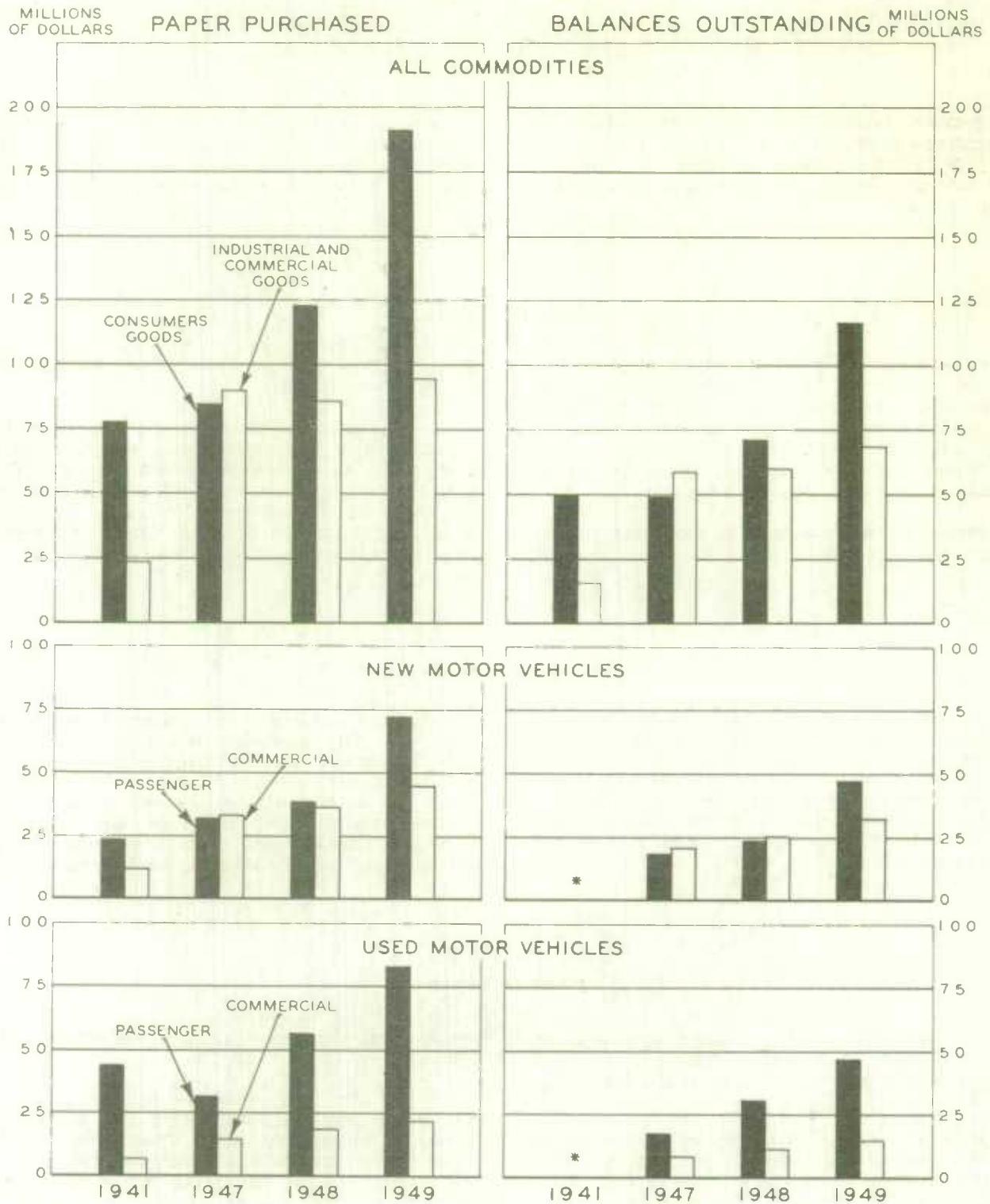
Monthly totals, estimated on the basis of partial returns, are shown in Table 3 and also in graphic form in the chart following this table. The major distinction in this table is between "Automotive" and "Non-Automotive" financing

rather than "Consumers' Goods" and "Commercial Goods".

Totals for the automotive classes given in this report are slightly different from those contained in the summary report "New Motor Vehicle Sales and Motor Vehicle Financing, 1949". The differences are not significant, and they are due entirely to minor inconsistencies in information reported to this Bureau on different occasions.

FINANCING OF RETAIL INSTALMENT SALES

1941-1947-1948-1949



* NOT AVAILABLE

SALES FINANCING

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TABLE 1. Financing of Retail Instalment Sales, by Commodities, 1941, 1947-1949

Commodity	Amount				Per cent of total			
	1941	1947	1948	1949	1941	1947	1948	1949
	\$'000	\$'000	\$'000	\$'000	%	%	%	%
PAPER PURCHASED								
Total, All Commodities.....	100,277	174,190	208,166	284,730	100.0	100.0	100.0	100.0
Consumers' goods.....	77,326	84,374	122,522	190,574	77.1	48.4	58.9	66.9
New passenger cars.....	23,322	32,028	38,027	71,602	23.2	18.4	18.3	25.1
Used passenger cars.....	44,009	31,691	56,572	83,001	43.9	18.2	27.2	29.2
All other consumers' goods.....	9,995	20,655	27,923	35,971	10.0	11.8	13.4	12.6
Commercial and industrial goods.....	22,951	89,816	85,644	94,156	22.9	51.6	41.1	33.1
New commercial vehicles.....	11,548	32,929	36,173	44,601	11.5	18.9	17.4	15.7
Used commercial vehicles.....	6,779	14,033	18,350	21,822	6.8	8.1	8.8	7.7
All other commercial and industrial goods.....	4,624	42,854	31,121	27,733	4.6	24.6	14.9	9.7
BALANCES OUTSTANDING (YEAR END)								
Total, All Commodities.....	64,674	106,631	130,120	184,063	100.0	100.0	100.0	100.0
Consumers' goods.....	48,854	48,275	70,451	115,977	75.5	45.3	54.1	63.0
New passenger cars.....	1	18,853	23,627	46,970	1	17.7	18.1	25.5
Used passenger cars.....	1	17,303	30,599	46,342	1	16.2	23.5	25.2
All other consumers' goods.....	1	12,119	16,225	22,665	1	11.4	12.5	12.3
Commercial and industrial goods.....	15,820	58,356	59,669	68,086	24.5	54.7	45.9	37.0
New commercial vehicles.....	1	20,900	24,734	31,965	1	19.6	19.0	17.4
Used commercial vehicles.....	1	8,234	11,135	14,401	1	7.7	8.6	7.8
All other commercial and industrial goods.....	1	29,222	23,800	21,720	1	27.4	18.3	11.8

1. Not available.

TABLE 2. Financing of Retail Instalment Sales, by Provinces, 1941, 1948, and 1949

Province	Paper purchased										Balances outstanding			
	New and used passenger cars		Other consumers' goods		Commercial and industrial goods		Total, all commodities			Per cent change	Total, all commodities			Per cent change
	1948	1949	1948	1949	1948	1949	1941	1948	1949	1949/1948	1941	1948	1949	1949/1948
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	%	\$'000	\$'000	\$'000	%
Canada.....	94,599	154,603	27,923	35,971	85,644	94,156	100,277	208,166	284,730	+ 36.8	64,674	130,120	184,063	+ 41.5
Atlantic Provinces	5,786	12,086	2,023	3,212	7,184	8,928	6,615	14,993	24,226	+ 61.6	4,169	9,621	15,419	+ 60.3
Quebec.....	18,704	30,506	4,312	6,622	22,601	21,955	16,195	45,617	59,083	+ 29.5	10,103	30,068	39,782	+ 32.3
Ontario.....	44,683	70,585	15,656	19,283	27,262	29,696	48,095	87,601	119,564	+ 36.5	29,641	53,722	75,662	+ 40.8
Manitoba.....	3,802	5,762	1,474	1,286	4,760	5,325	5,085	10,036	12,373	+ 23.3	3,349	6,022	8,507	+ 41.3
Saskatchewan.....	2,781	5,600	716	967	3,433	5,358	5,838	6,930	11,925	+ 72.1	4,560	4,073	7,344	+ 80.3
Alberta.....	7,046	12,679	1,629	2,318	10,074	13,715	8,959	18,749	28,712	+ 53.1	6,362	11,718	18,726	+ 59.8
British Columbia...	11,797	17,385	2,113	2,283	10,330	9,179	9,490	24,240	28,847	+ 19.0	6,490	14,896	18,623	+ 25.0

TABLE 3. Estimated Monthly Purchases of Retail Paper and Balances Outstanding, 1947, 1948, and 1949
(millions of dollars)

Year and Month	Automotive paper		Non-automotive paper		Total, all retail paper	
	Amount of financing	Balances outstanding	Amount of financing	Balances outstanding	Amount of financing	Balances outstanding
1947						
January.....	4.6	23.3	2.9	21.2	7.5	44.5
February.....	5.6	26.1	4.0	23.0	9.6	49.1
March.....	7.2	29.4	4.4	24.7	11.6	54.1
April.....	9.9	35.5	6.1	28.0	16.0	63.5
May.....	10.6	41.4	6.8	31.8	17.4	73.2
June.....	10.4	47.3	7.1	35.1	17.5	82.4
July.....	10.0	50.9	5.9	37.1	15.9	88.0
August.....	9.3	54.7	5.1	38.3	14.4	93.0
September.....	10.9	58.5	5.3	39.3	16.2	97.8
October.....	12.0	62.4	4.9	39.3	16.9	101.7
November.....	11.2	65.6	5.1	40.1	16.3	105.7
December.....	9.1	65.3	5.9	41.3	15.0	106.6
1948						
January.....	7.5	64.0	4.1	42.6	11.6	106.6
February.....	8.3	64.4	5.0	43.0	13.3	107.4
March.....	12.1	66.6	5.1	44.1	17.2	110.5
April.....	15.4	72.8	6.0	44.2	21.4	117.0
May.....	14.8	78.0	5.4	44.9	20.2	122.9
June.....	14.5	82.2	5.5	44.9	20.0	127.1
July.....	13.7	85.0	4.9	44.1	18.6	129.1
August.....	11.7	87.0	4.4	43.3	16.1	130.3
September.....	12.5	88.3	4.5	41.8	17.0	130.1
October.....	13.4	89.5	4.7	40.5	18.1	130.0
November.....	13.1	90.4	4.3	39.5	17.4	129.9
December.....	12.3	90.1	5.3	40.0	17.6	130.1
1949						
January.....	9.6	89.1	3.7	40.8	13.3	129.9
February.....	10.6	89.0	4.3	40.8	14.9	129.8
March.....	16.3	92.0	4.9	40.4	21.2	132.4
April.....	23.6	103.0	5.7	41.9	29.3	144.9
May.....	24.4	113.5	6.2	43.1	30.6	156.6
June.....	21.5	121.3	6.1	44.0	27.6	165.3
July.....	20.7	127.7	5.3	44.0	26.0	171.7
August.....	19.0	131.1	5.0	43.4	24.0	174.5
September.....	18.8	134.1	5.3	42.5	24.1	176.6
October.....	20.7	137.7	5.4	42.3	26.1	180.0
November.....	18.8	139.0	5.6	42.4	24.4	181.4
December.....	17.0	139.7	6.2	44.4	23.2	184.1

