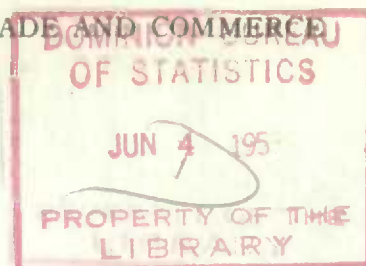


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DOMINION BUREAU OF STATISTICS—DEPARTMENT OF TRADE AND COMMERCE
CANADA



SALES FINANCING 1952

Published by

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Minister of Trade and Commerce

Prepared in the Merchandising and Services Section
Industry and Merchandising Division
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Ottawa

NOTICE

The annual reports prepared by the Industry and Merchandising Division of the Bureau of Statistics are divided into 3 volumes, as follows: **Volume I**—The Primary Industries, including mining, forestry and fisheries; **Volume II**—Manufacturing; **Volume III**—Merchandising and Services.

Volume III consists of the following parts with individual trade reports listed under each:

Part I—Wholesale Statistics

- A—Wholesale Trade, 25¢.
- *B—Operating Results of Food Wholesalers, 25¢.
- *C—Operating Results of Dry goods, Piece Goods, and Footwear Wholesalers, 25¢.
- *D—Operating Results of Miscellaneous Wholesalers, (Automotive parts and accessories, drugs, hardware, plumbing and heating equipment), 25¢.

Part II—Retail Statistics

- E—General Review, 25¢.
- F—Retail Trade, 50¢.
- G—Retail Chain Stores, 50¢.
- *H—Operating Results of Chain Food Stores, 25¢.
- *I—Operating Results of Chain Clothing Stores, 25¢.
- *J—Operating Results of Miscellaneous Chain Stores (variety, drug, furniture), 25¢.
- K—Operating Results of Retail Food Stores, 25¢.
- L—Operating Results of Retail Clothing Stores, 25¢.
- M—Operating Results of Retail Hardware, Furniture, Appliance and Radio Stores, 25¢.
- N—Operating Results of Filling Stations and Garages, 25¢.
- O—Operating Results of Miscellaneous Retail Stores, 25¢.
- P—Retail Consumer Credit, 25¢.

Part III—Service and Special Fields

- Q—Laundries, Cleaners and Dyers, 25¢.
- R—Motion Picture Theatres, Exhibitors, and Distributors, 25¢.
- S—Hotels, 25¢.
- T—Sales Financing, 25¢.
- U—Farm Implement and Equipment Sales, 25¢.
- V—New Motor Vehicle Sales and Motor Vehicle Financing, 25¢.
- W—Advertising Agencies (Memorandum), 25¢.
- X—Motion Picture Production, 10¢.

The reports are punched to permit of filing in a ring binder.

* Biennial reports — not issued for 1952.

NOTES

Results in this report are based on an almost complete coverage of finance and acceptance companies engaged in the purchase or discounting of notes receivable arising from retail instalment sales.

In the first two tables, two principal commodity classifications have been used:

1. Consumers' Goods — including new and used passenger cars, radios, television sets, electric and gas household appliances, furniture, and an "all other" category composed mainly of clothing and jewellery.
 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

1952

Unprecedented increases in financing of retail instalment sales raised the volume of financing to \$818,633,000 in 1952, according to reports received from sales finance and acceptance companies operating in Canada. This amount was 75% higher than the former record figure of \$467,302,000 reported for 1951.

Balances outstanding at the end of 1952 totalled \$539,807,000 an increase of 72% over the \$313,234,000 outstanding on books of sales finance and acceptance companies at the end of 1951.

The provincial distribution of paper purchased and balances outstanding in 1952 followed much the same pattern as in 1951. Ontario handled 39% of all retail financing followed by Quebec with 21%. Alberta and British Columbia accounted for 13% and 9% respectively, while the Atlantic provinces handled 8%. Saskatchewan and Manitoba accounted for smaller proportions of 6% and 5% respectively. Balances outstanding were distributed among the various provinces in approximately the same proportions, as indicated in the following table.

Provincial Distribution of Paper Purchased and Balances Outstanding in 1952

| Province | Total, all commodities Percent of Canada totals | |
|--------------------------|---|-------------------------|
| | Paper purchased | Balances outstanding |
| Canada | 100.0 | 100.0 |
| Atlantic Provinces | 7.6 | 7.4 |
| Quebec | 21.0 | 21.0 |
| Ontario | 39.4 | 38.9 |
| Manitoba | 4.8 | 4.7 |
| Saskatchewan | 5.7 | 6.1 |
| Alberta | 12.8 | 13.6 |
| British Columbia | 8.7 | 8.3 |

CONSUMERS' GOODS

Consumers' goods accounted for 72% of total financing in 1952. This percentage was higher than in any previous year with the exception of 1941 when the proportion was 77%. Consumers' goods were financed to the extent of \$590,994,000 in 1952, an increase of 97% over the 1951 total of \$299,558,000.

Financing of used passenger cars again formed the largest item within the consumers' goods section. These were financed to the extent of \$281,599,000 in 1952, 34% of the total paper purchased and 99% higher than the 1951 volume of \$141,488,000. New passenger car financing accounted for 24% of total financing and increased 72% in volume from \$113,660,000 in 1951 to \$195,185,000 in 1952. Financing of all other consumers' goods amounted to \$114,210,000, an increase of 157% over the 1951 level of \$44,410,000.

At the end of 1952, finance companies and acceptance corporations had \$372,778,000 still outstanding from "con-

sumers' goods" paper purchased during 1952. This amount was twice as large as the \$186,428,000 outstanding on their books at the end of 1951.

Year-end unpaid balances on new passenger cars amounted to \$130,091,000 in 1952, an increase of 62% over the \$80,469,000 owing at the end of 1951. Balances outstanding on used passenger cars increased 110% from \$80,208,000 at the end of 1951 to \$168,509,000 at the end of 1952, while the amount owing on other consumers' goods was \$74,178,000 or 188% above 1951.

COMMERCIAL AND INDUSTRIAL GOODS

Financing of commercial and industrial goods continued to increase in 1952, but to a lesser extent than did the financing of consumers' goods. Commercial and industrial goods were financed to the extent of \$227,639,000, accounting for 28% of all financing and representing an increase of 36% over the \$167,744,000 reported in 1951. Financing of new commercial vehicles advanced 20%, used commercial vehicles 38%, and an increase of 65% was recorded in amount of financing of all other commercial and industrial goods.

Balances outstanding at December 31, 1952 on commercial and industrial goods amounted to \$167,029,000, an increase of 32% over the \$126,806,000 owing at the end of 1951. Of these total balances outstanding, \$77,012,000 was on new commercial vehicles, \$42,631,000 on used commercial vehicles and \$47,386,000 on other commercial and industrial goods, representing increases of 20%, 37%, and 49% over balances outstanding on these items at the end of 1951.

The following table shows percentage changes in amount of financing and balances outstanding between the years 1951 and 1952.

Percentage Change in Financing of Retail Instalment Sales and Balances Outstanding, 1952/1951

| Commodity | Per cent change 1952/1951 | |
|--|------------------------------|-------------------------|
| | Amount of financing | Balances outstanding |
| Total, all commodities | + 75.2 | + 72.3 |
| Consumers' goods | + 97.3 | +100.0 |
| New passenger cars | + 71.7 | + 61.7 |
| Used passenger cars | + 99.0 | +110.1 |
| Radio and television sets | +329.0 | +369.4 |
| Electric and gas household appliances | + 234.7 | +241.5 |
| Furniture | + 103.4 | +123.7 |
| Other consumers' goods, including clothing and jewellery | + 68.9 | +101.6 |
| Commercial and industrial goods | + 35.7 | + 31.7 |
| New commercial vehicles | + 20.2 | + 20.2 |
| Used commercial vehicles | + 37.7 | + 37.5 |
| Other, including farm implements, tractors, factory, and commercial equipment | + 65.2 | + 49.4 |

SALES FINANCING

TABLE 1. Financing of Retail Instalment Sales, by Commodities, 1941, 1950, 1951, 1952.

| Commodity | Amount | | | | Per Cent of total | | | |
|---|----------------|----------------|----------------|----------------|-------------------|--------------|--------------|--------------|
| | 1941 | 1950 | 1951 | 1952 | 1941 | 1950 | 1951 | 1952 |
| | \$'000 | \$'000 | \$'000 | \$'000 | % | % | % | % |
| Paper purchased | | | | | | | | |
| Total, all commodities | 100,277 | 429,196 | 467,302 | 818,633 | 100.0 | 100.0 | 100.0 | 100.0 |
| Consumers' goods | 77,326 | 305,278 | 299,558 | 590,994 | 77.1 | 71.2 | 64.1 | 72.2 |
| New passenger cars | 23,322 | 132,407 | 113,660 | 195,185 | 23.3 | 30.9 | 24.3 | 23.8 |
| Used passenger cars | 44,009 | 122,318 | 141,488 | 281,599 | 43.9 | 28.5 | 30.2 | 34.4 |
| Radio and television sets | 1,951 | 1 | 4,966 | 21,306 | 1.9 | 1 | 1.1 | 2.6 |
| Electric and gas household appliances..... | 5,161 | 1 | 14,881 | 49,803 | 5.1 | 1 | 3.2 | 6.1 |
| Furniture | 1 | 1 | 4,648 | 9,455 | 1 | 1 | 1.1 | 1.2 |
| Other consumers' goods, including clothing and jewellery | 2,883 | 50,553 | 19,915 | 33,646 | 2.9 | 11.8 | 4.2 | 4.1 |
| Commercial and industrial goods | 22,951 | 123,918 | 167,744 | 227,639 | 22.9 | 28.8 | 35.9 | 27.8 |
| New commercial vehicles | 11,548 | 60,694 | 81,545 | 98,007 | 11.5 | 14.1 | 17.4 | 12.0 |
| Used commercial vehicles..... | 6,779 | 30,121 | 46,549 | 64,120 | 6.8 | 7.0 | 10.0 | 7.8 |
| Other, including farm implements, tractors, factory and commercial equipment..... | 4,624 | 33,103 | 39,650 | 65,512 | 4.6 | 7.7 | 8.5 | 8.0 |
| Balances outstanding (Year end) | | | | | | | | |
| Total, all commodities | 64,674 | 293,163 | 313,234 | 539,807 | 100.0 | 100.0 | 100.0 | 100.0 |
| Consumers' goods | 48,854 | 202,011 | 186,428 | 372,778 | 75.5 | 68.9 | 59.5 | 69.0 |
| New passenger cars | 2 | 94,321 | 80,469 | 130,091 | 2 | 32.2 | 25.7 | 24.1 |
| Used passenger cars | 2 | 73,445 | 80,208 | 168,509 | 2 | 25.0 | 25.6 | 31.2 |
| Radio and television sets | 2 | 1 | 3,286 | 15,423 | 2 | 1 | 1.1 | 2.8 |
| Electric and gas household appliances..... | 2 | 1 | 9,164 | 31,294 | 2 | 1 | 2.9 | 5.8 |
| Furniture | 2 | 1 | 2,929 | 6,551 | 2 | 1 | 0.9 | 1.2 |
| Other consumers' goods, including clothing and jewellery | 2 | 34,245 | 10,372 | 20,910 | 2 | 11.7 | 3.3 | 3.9 |
| Commercial and industrial goods | 15,820 | 91,152 | 126,806 | 167,029 | 24.5 | 31.1 | 40.5 | 31.0 |
| New commercial vehicles | 2 | 45,774 | 64,089 | 77,012 | 2 | 15.6 | 20.5 | 14.3 |
| Used commercial vehicles | 2 | 20,001 | 30,995 | 42,631 | 2 | 6.8 | 9.9 | 7.9 |
| Other, including farm implements, tractors, factory and commercial equipment..... | 2 | 25,377 | 31,722 | 47,386 | 2 | 8.7 | 10.1 | 8.8 |

1. Included with "All other consumers' goods".

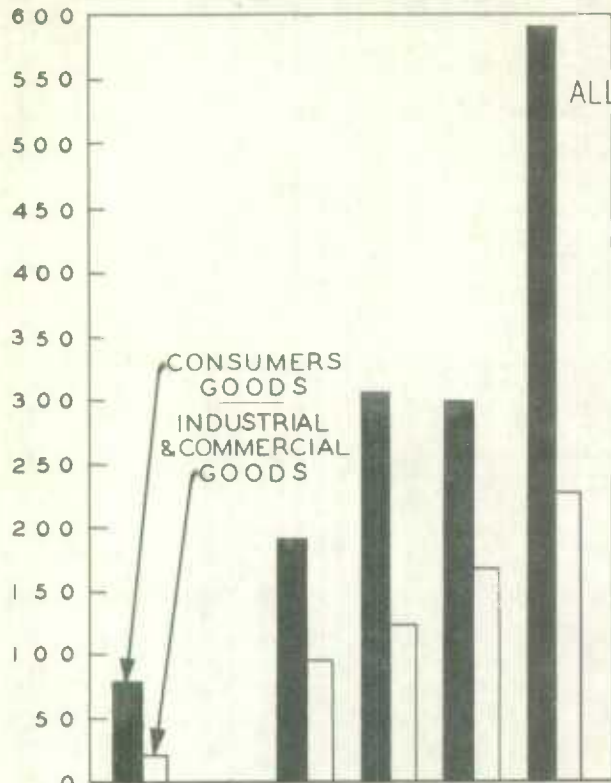
2. Not available.

TABLE 2. Financing of Retail Instalment Sales, by Provinces, 1941, 1951, 1952.

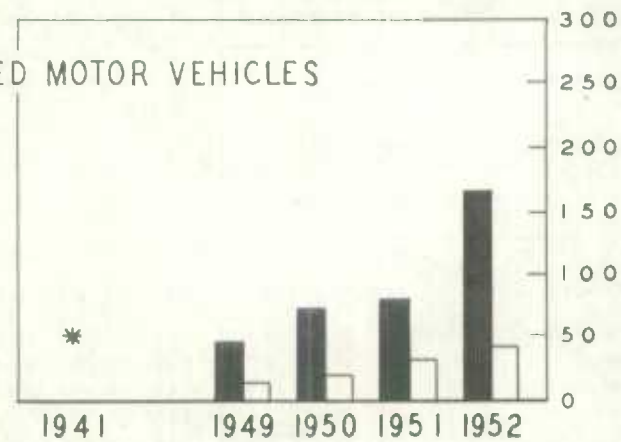
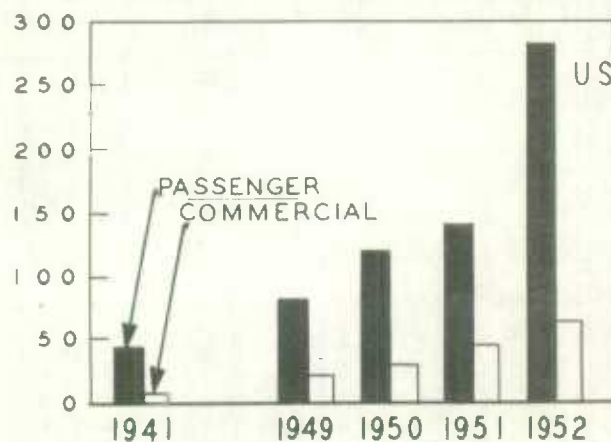
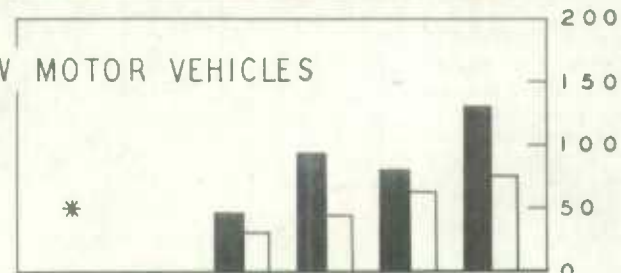
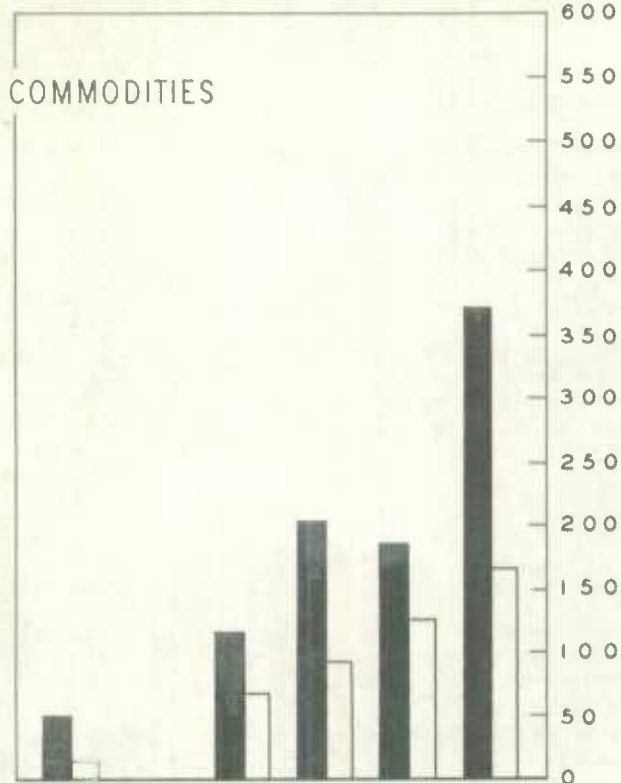
| Province | Paper purchased | | | | | | | | | | Balances outstanding | | | |
|-------------------------|-----------------------------|----------------|------------------------|----------------|---------------------------------|----------------|-----------------------|----------------|----------------|-----------------|-----------------------|----------------|----------------|-----------------|
| | New and used passenger cars | | Other consumers' goods | | Commercial and industrial goods | | Total all commodities | | | Per cent change | Total all commodities | | | Per cent change |
| | 1951 | 1952 | 1951 | 1952 | 1951 | 1952 | 1941 | 1951 | 1952 | 1952/1951 | 1941 | 1951 | 1952 | 1952/1951 |
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | % | \$'000 | \$'000 | \$'000 | % |
| Canada | 255,148 | 476,784 | 44,410 | 114,210 | 167,744 | 227,639 | 100,277 | 467,302 | 818,633 | +75.2 | 64,674 | 313,234 | 539,807 | +72.3 |
| Atlantic provinces..... | 18,605 | 38,343 | 2,703 | 7,037 | 12,757 | 16,707 | 6,615 | 34,065 | 62,087 | +82.3 | 4,169 | 22,624 | 40,052 | +77.0 |
| Quebec | 54,231 | 96,087 | 7,713 | 21,379 | 40,074 | 54,627 | 16,195 | 102,018 | 172,093 | +68.7 | 10,103 | 70,951 | 113,427 | +59.9 |
| Ontario | 98,057 | 192,851 | 26,088 | 65,036 | 53,184 | 64,459 | 48,095 | 177,329 | 322,346 | +81.8 | 29,641 | 114,495 | 209,853 | +83.3 |
| Manitoba | 12,852 | 23,893 | 1,499 | 2,640 | 9,349 | 12,754 | 5,085 | 23,700 | 39,287 | +65.8 | 3,349 | 15,695 | 25,602 | +63.1 |
| Saskatchewan..... | 16,276 | 27,299 | 1,286 | 2,040 | 11,680 | 17,329 | 5,838 | 29,242 | 46,668 | +59.6 | 4,560 | 20,342 | 32,640 | +60.5 |
| Alberta | 27,650 | 50,444 | 3,058 | 10,400 | 24,590 | 43,900 | 8,959 | 55,298 | 104,744 | +89.4 | 6,362 | 38,996 | 73,452 | +88.4 |
| British Columbia | 27,477 | 47,867 | 2,063 | 5,678 | 16,110 | 17,863 | 9,490 | 45,650 | 71,408 | +56.4 | 6,490 | 30,131 | 44,781 | +48.6 |

FINANCING OF RETAIL INSTALMENT SALES BY FINANCE COMPANIES 1941-1949 TO 1952

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OF DOLLARS PAPER PURCHASED



MILLIONS
OF DOLLARS BALANCES OUTSTANDING



* NOT AVAILABLE

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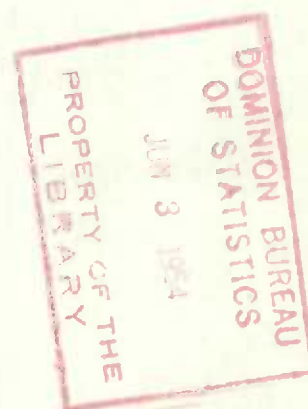
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SALES FINANCING 1953



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DOMINION BUREAU OF STATISTICS
Industry and Merchandising Division
Merchandising and Services Section

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- A — Wholesale Trade (not issued 1953)
- B — Operating Results of Food Wholesalers 25¢
- C — Operating Results of Dry Goods, Piece Goods and Footwear Wholesalers 25¢
- D — 1 Operating Results of Automotive Parts and Accessories Wholesalers 25¢
 - 2 Operating Results of Drug Wholesalers 25¢
 - 3 Operating Results of Hardware Wholesalers 25¢
 - 4 Operating Results of Plumbing and Heating Equipment Wholesalers 25¢
 - 5 Operating Results of Household Appliance and Electrical Supply Wholesaler 25¢

Part II — Retail Statistics

- E — General Review — (Discontinued)
- F — Retail Trade 50¢
- G — Retail Chain Stores 50¢
- H — Operating Results of Chain Food Stores 25¢
- I — Operating Results of Chain Clothing Stores 25¢
- J — 1 Operating Results of Chain Variety Stores 25¢
 - 2 Operating Results of Chain Drug Stores 25¢
 - 3 Operating Results of Chain Furniture Stores 25¢
- *K — Operating Results of Independent Food Stores 25¢
- *L — Operating Results of Independent Clothing Stores 25¢
- *M — Operating Results of Independent Hardware, Furniture, Appliance and Radio Stores 25¢
- *N — Operating Results of Filling Stations and Garages 25¢
- *O — 1 Operating Results of Independent General Stores 25¢
 - 2 Operating Results of Independent Restaurants 25¢
 - 3 Operating Results of Independent Fuel Dealers 25¢
 - 4 Operating Results of Independent Drug Stores 25¢
 - 5 Operating Results of Independent Jewellery Stores 25¢
 - 6 Operating Results of Independent Tobacco Stores 25¢
- P — Retail Consumer Credit

Part III — Services and Special Fields

- Q — Laundries, Cleaners and Dyers 25¢
- R — Motion Picture Theatres, Exhibitors and Distributors 25¢
- S — Hotels 25¢
- T — Sales Financing 25¢
- U — Farm Implement and Equipment Sales 25¢
- V — New Motor Vehicle Sales and Motor Vehicle Financing 25¢
- W — Advertising Agencies (Memorandum) 10¢
- X — Motion Picture Production (Memorandum) 10¢

The reports are punched to permit filing in a ring binder.

* Biennial reports — not issued for 1953.

SALES FINANCING

1953

Another record year in financing of retail instalment sales raised the volume of business handled by sales finance and acceptance companies to a new high of \$942,746,000 in 1953. This amount was 15% above the \$818,633,000 reported for 1952.

Sales finance and acceptance companies had \$696,663,000 outstanding on their books at the end of 1953, an increase of 29% over balances outstanding of \$539,807,000 reported at the end of 1952.

Very little change was evident in the pattern of provincial distribution of paper purchased and balances outstanding in 1953 compared with 1952. Ontario handled 40% of all retail financing while Quebec accounted for 21%. Alberta lead the Western provinces with 13% followed by British Columbia with 9% and Saskatchewan and Manitoba with 5%. The Atlantic provinces obtained 8% of the retail financing during 1953. Balances outstanding were distributed among the various provinces in approximately the same proportions as were paper purchases, as indicated in the following table.

Provincial Distribution of Paper Purchased and Balances Outstanding in 1953

| Province | Total, all commodities Percent of Canada totals | |
|--------------------------|---|-------------------------|
| | Paper purchased | Balances outstanding |
| Canada | 100.0 | 100.0 |
| Atlantic Provinces | 7.8 | 7.6 |
| Quebec | 20.7 | 21.0 |
| Ontario | 40.2 | 39.4 |
| Manitoba | 4.6 | 4.7 |
| Saskatchewan | 5.4 | 5.7 |
| Alberta | 12.7 | 13.3 |
| British Columbia | 8.6 | 8.3 |

CONSUMERS' GOODS

Consumers' goods accounted for 76% of total financing in 1953 compared with 72% in 1952 and 77% in 1941. Consumers' goods were financed to the extent of \$714,149,000 in 1953, 21% higher than the 1952 total of \$590,994,000.

Used passenger cars were financed to the extent of \$321,225,000 in 1953 representing 34% of the total paper purchased and 14% higher than the 1952 volume of \$281,599,000. New passenger car financing amounted to \$252,336,000 in 1953, accounted for 27% of all financing and was 29% higher than the 1952 volume of \$195,185,000. Financing of all the other items within the consumers' goods section amounted to \$140,588,000 in 1953, an increase of 23% over the 1952 level of \$114,210,000.

Finance companies and acceptance corporations reported \$512,191,000 still outstanding at the end of 1953 from "consumers' goods" paper purchased during the year. This amount was 37% greater than the \$372,778,000 outstanding on their books at the end of 1952.

Year-end unpaid balances on new passenger cars increased 50%, from \$130,091,000 at the end of 1952 to \$194,950,000 at the end of 1953. Balances outstanding on used passenger cars amounted to \$215,885,000 at the end of 1953, an increase of 28% over the \$168,509,000 owing at the end of 1952, while balances outstanding on all other consumers' goods amounted to \$101,356,000 compared with \$74,178,000 owing at the end of 1952.

COMMERCIAL AND INDUSTRIAL GOODS

Financing of commercial and industrial goods in 1953 showed only a fractional increase over 1952. These were financed to the extent of \$228,597,000 in 1953 representing 24% of all financing and less than 1% higher than the \$227,639,000 reported in 1952. Financing of both new and used commercial vehicles registered declines in 1953, new commercial vehicles dropping from \$98,007,000 in 1952 to \$90,059,000 in 1953, a decrease of 8%. Used commercial vehicle financing amounted to \$62,980,000 in 1953, a drop of 2% from the \$64,120,000 reported for this item in 1952. All other commercial and industrial goods were financed to the extent of \$75,558,000 in 1953, an increase of 15% over the 1952 level of \$65,512,000.

On December 31, 1953 balances outstanding on commercial and industrial goods amounted to \$184,472,000, an increase of 10% over the \$167,029,000 owing at the end of 1952. Of these total balances outstanding, \$77,577,000 was on new commercial vehicles, \$45,751,000 on used commercial vehicles and \$61,144,000 on all other commercial and industrial goods, representing increases of 1%, 7% and 29% respectively over unpaid balances on these items at the end of 1952.

The following table shows percentage changes in amount of financing and balances outstanding between the years 1952 and 1953.

Percentage Change in Financing of Retail Instalment Sales and Balances Outstanding, 1953/1952

| Commodity | Per cent change 1953/1952 | |
|---|------------------------------|-------------------------|
| | Amount of financing | Balances outstanding |
| Total, all commodities | + 15.2 | + 29.1 |
| Consumers' goods | + 20.8 | + 37.4 |
| New passenger cars | + 29.3 | + 49.9 |
| Used passenger cars | + 14.1 | + 28.1 |
| Radio and television sets | + 77.3 | + 85.3 |
| Electric and gas household appliances | + 23.2 | + 48.2 |
| Furniture | + 48.1 | + 54.3 |
| Other consumers' goods, including clothing and jewellery | - 25.9 | - 22.1 |
| Commercial and industrial goods | + 0.4 | + 10.4 |
| New commercial vehicles | - 8.1 | + 0.7 |
| Used commercial vehicles | - 1.8 | + 7.3 |
| Other, including farm implements, tractors, factory, and commercial equipment | + 15.3 | + 29.0 |

SALES FINANCING

TABLE 1. Financing of Retail Instalment Sales, by Commodities, 1941, 1951, 1952, 1953

| Commodity | Amount | | | | Per Cent of Total | | | |
|--|----------------|----------------|----------------|----------------|-------------------|--------------|--------------|--------------|
| | 1941 | 1951 | 1952 | 1953 | 1941 | 1951 | 1952 | 1953 |
| | \$'000 | \$'000 | \$'000 | \$'000 | % | % | % | % |
| Paper purchased | | | | | | | | |
| Total, all commodities | 100,277 | 467,302 | 818,633 | 942,746 | 100.0 | 100.0 | 100.0 | 100.0 |
| Consumers' goods | 77,326 | 229,558 | 590,994 | 714,149 | 77.1 | 64.1 | 72.2 | 75.8 |
| New passenger cars | 23,322 | 113,660 | 195,185 | 252,336 | 23.3 | 24.3 | 23.8 | 26.8 |
| Used passenger cars | 44,009 | 141,488 | 281,599 | 321,225 | 43.9 | 30.2 | 34.4 | 34.1 |
| Radio and television sets | 1,951 | 4,966 | 21,306 | 37,784 | 1.9 | 1.1 | 2.6 | 4.0 |
| Electric and gas household appliances | 5,161 | 14,881 | 49,803 | 63,864 | 5.1 | 3.2 | 6.1 | 6.8 |
| Furniture | 1 | 4,648 | 9,455 | 14,003 | 1 | 1.1 | 1.2 | 1.5 |
| Other consumers' goods, including clothing and jewellery | 2,883 | 19,915 | 33,646 | 24,937 | 2.9 | 4.2 | 4.1 | 2.6 |
| Commercial and industrial goods | 22,951 | 167,744 | 227,639 | 228,597 | 22.9 | 35.9 | 27.8 | 24.2 |
| New commercial vehicles | 11,548 | 81,545 | 98,007 | 90,059 | 11.5 | 17.4 | 12.0 | 9.5 |
| Used commercial vehicles | 6,779 | 46,549 | 64,120 | 62,980 | 6.8 | 10.0 | 7.8 | 6.7 |
| Other, including farm implements, tractors, factory and commercial equipment | 4,624 | 39,650 | 65,512 | 75,558 | 4.6 | 8.5 | 8.0 | 8.0 |
| Balances outstanding (Year end) | | | | | | | | |
| Total, all commodities | 64,674 | 313,234 | 539,807 | 696,663 | 100.0 | 100.0 | 100.0 | 100.0 |
| Consumers' goods | 48,854 | 186,428 | 372,778 | 512,191 | 75.5 | 59.5 | 69.0 | 73.5 |
| New passenger cars | 1 | 80,469 | 130,091 | 194,950 | 1 | 25.7 | 24.1 | 28.0 |
| Used passenger cars | 1 | 80,208 | 168,509 | 215,885 | 1 | 25.6 | 31.2 | 31.0 |
| Radio and television sets | 1 | 3,286 | 15,423 | 28,579 | 1 | 1.1 | 2.8 | 4.1 |
| Electric and gas household appliances | 1 | 9,164 | 31,294 | 46,380 | 1 | 2.9 | 5.8 | 6.7 |
| Furniture | 1 | 2,929 | 6,551 | 10,105 | 1 | 0.9 | 1.2 | 1.4 |
| Other consumers' goods, including clothing and jewellery | 1 | 10,372 | 20,910 | 16,292 | 1 | 3.3 | 3.9 | 2.3 |
| Commercial and industrial goods | 15,820 | 126,806 | 167,029 | 184,472 | 24.5 | 40.5 | 31.0 | 26.5 |
| New commercial vehicles | 1 | 64,089 | 77,012 | 77,577 | 1 | 20.5 | 14.3 | 11.1 |
| Used commercial vehicles | 1 | 30,995 | 42,631 | 45,751 | 1 | 9.9 | 7.9 | 6.6 |
| Other, including farm implements, tractors, factory and commercial equipment | 1 | 31,722 | 47,386 | 61,144 | 1 | 10.1 | 8.8 | 8.8 |

1. Not available.

TABLE 2. Financing of Retail Instalment Sales, by Provinces, 1951, 1952, 1953

| 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 |
| | 1952 | 1953 | 1952 | 1953 | 1952 | 1953 | 1951 | 1952 | 1953 | 1953/1952 | 1951 | 1952 | 1953 | 1953/1952 |
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | % | \$'000 | \$'000 | \$'000 | % |
| Canada | 476,784 | 573,561 | 114,210 | 140,588 | 227,639 | 228,597 | 467,302 | 818,633 | 942,746 | +15.2 | 313,234 | 539,807 | 696,663 | +29.1 |
| Atlantic provinces | 38,343 | 46,400 | 7,037 | 8,341 | 16,707 | 18,356 | 34,065 | 62,087 | 73,097 | +17.7 | 22,624 | 40,052 | 53,059 | +32.5 |
| Quebec | 96,087 | 119,763 | 21,379 | 28,644 | 54,627 | 46,281 | 102,018 | 172,093 | 194,688 | +13.1 | 70,951 | 113,427 | 146,213 | +28.9 |
| Ontario | 192,851 | 234,539 | 65,036 | 76,439 | 64,459 | 68,299 | 177,329 | 322,346 | 379,277 | +17.7 | 114,495 | 209,853 | 274,333 | +30.7 |
| Manitoba | 23,893 | 27,406 | 2,640 | 3,037 | 12,754 | 13,350 | 23,700 | 39,287 | 43,793 | +11.5 | 15,695 | 25,602 | 32,702 | +27.7 |
| Saskatchewan | 27,299 | 30,710 | 2,040 | 2,856 | 17,329 | 17,810 | 29,242 | 46,668 | 51,376 | +10.1 | 20,342 | 32,640 | 40,218 | +23.2 |
| Alberta | 50,444 | 59,647 | 10,400 | 13,279 | 43,900 | 46,437 | 55,298 | 104,744 | 119,363 | +14.0 | 38,996 | 73,452 | 92,471 | +25.9 |
| British Columbia | 47,867 | 55,096 | 5,678 | 7,992 | 17,863 | 18,064 | 45,650 | 71,408 | 81,152 | +13.6 | 30,131 | 44,781 | 57,667 | +28.3 |

FINANCING OF RETAIL INSTALMENT SALES BY FINANCE COMPANIES, 1941-1950 TO 1953

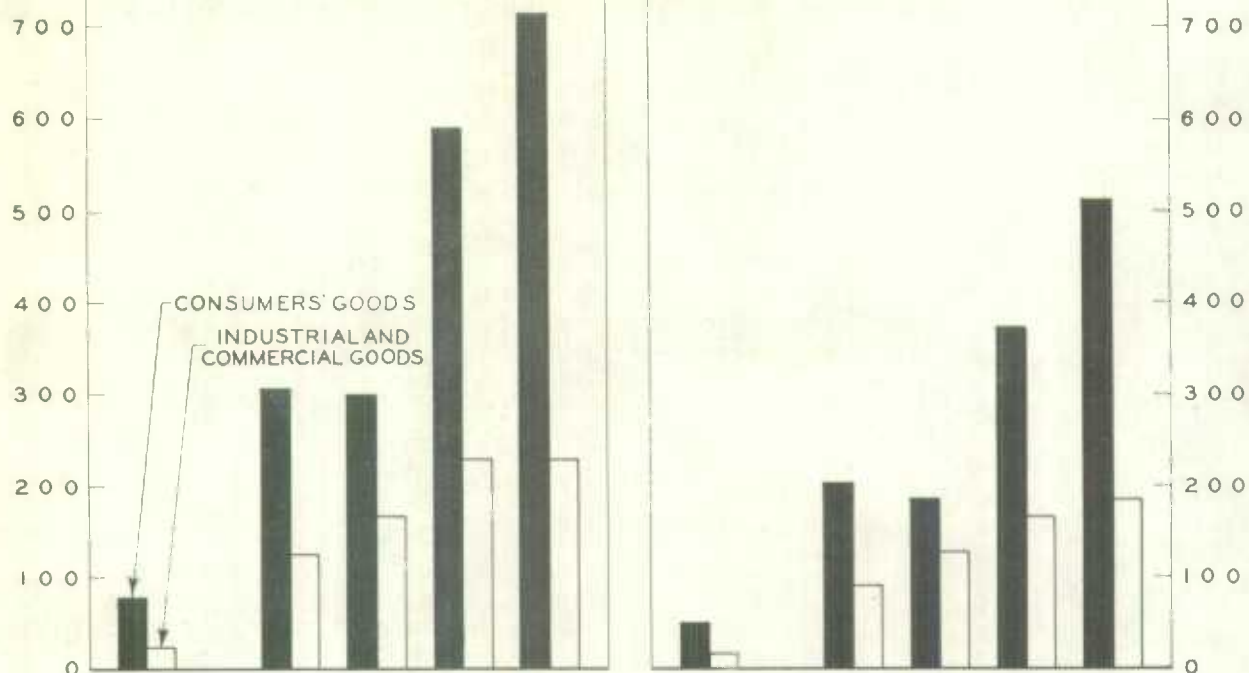
MILLIONS
OF DOLLARS
800

PAPER PURCHASED

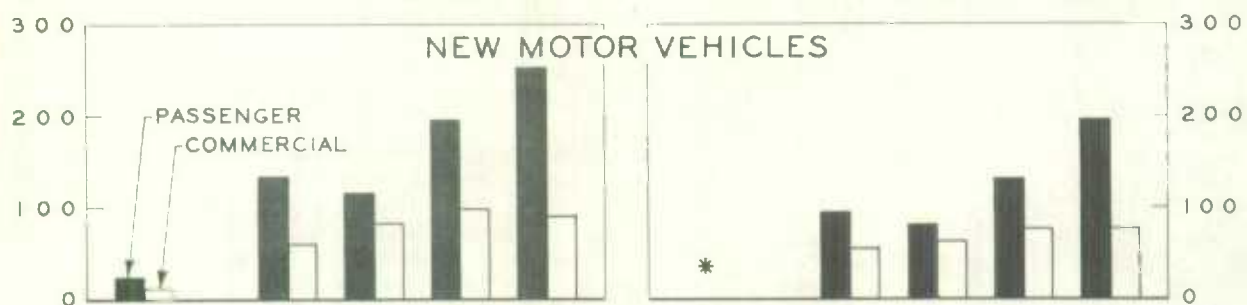
BALANCES OUTSTANDING

MILLIONS
OF DOLLARS
800

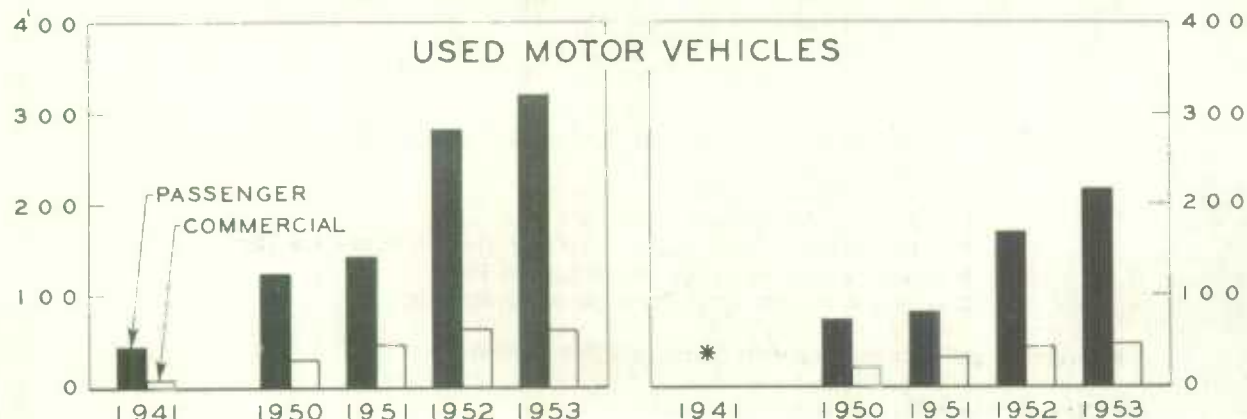
ALL COMMODITIES



NEW MOTOR VEHICLES



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