

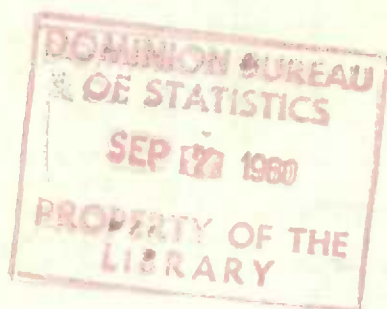
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CANADA



SALES FINANCING 1959

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Industry and Merchandising Division

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PUBLICATIONS RELATING TO RETAIL TRADE

Catalogue number	Title	Price
(a) Weekly		
63-003	Percentage Change in Department Store Sales	per year \$2.00
(b) Monthly		
63-001	Chain Store Sales and Stocks	per year 1.00
63-002	Department Store Sales and Stocks.....	per year 1.00
63-004	Percentage Change in Department Store Sales (Preliminary).....	per year 1.00
63-005	Retail Trade.....	per year 3.00
63-007	New Motor Vehicle Sales and Motor Vehicle Financing	per year 1.00
61-004	Credit Statistics	per year 1.00
(c) Quarterly		
63-006	Retail Credit	per year 2.00
63-009	Farm Implement and Equipment Sales	per year 1.00
(d) Annual		
63-203	Farm Implement and Equipment Sales50
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63-209	Retail Trade (including Shopping Centres).....	.50
63-210	Retail Chain Stores.....	.50
63-211	Sales Financing.....	.25
(e) Biennial		
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63-402	Operating Results of Chain Drug Stores25
63-403	Operating Results of Chain Food Stores50
63-404	Operating Results of Chain Furniture Stores25
63-405	Operating Results of Chain Variety Stores25
63-406	Operating Results and Financial Structure of Independent Retail Clothing Stores75
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63-408	Operating Results and Financial Structure of Filling Stations and Garages50
63-409	Operating Results and Financial Structure of Independent Food Stores.....	.50
63-410	Operating Results and Financial Structure of Independent Fuel Dealers.....	.50
63-411	Operating Results and Financial Structure of Independent General Stores50
63-412	Operating Results and Financial Structure of Independent Retail Hardware, Furniture, Appliance, Radio and Television Stores.....	.50
63-413	Operating Results and Financial Structure of Independent Jewellery Stores.....	.50
63-414	Operating Results and Financial Structure of Independent Restaurants.....	.50
63-415	Operating Results and Financial Structure of Independent Tobacco Stores.....	.50

Other occasional reports and 1951 Census reports on retail trade are shown in a complete list of publications of the Dominion Bureau of Statistics which is available on request from the Information Services Division, D.B.S., or from the Queen's Printer, Ottawa.

SALES FINANCING

1959

The results in this report are based upon an annual survey of all known sales finance companies and similar institutions engaged primarily in financing retail instalment sales. Companies engaged mainly in extending cash loans are not included, nor are acceptance companies who are subsidiaries of large retail merchandisers.

After decreases in the amount of paper purchased in 1957 and 1958, the downward trend was reversed in 1959 when finance companies purchased a record amount of financial paper \$1,258,203,000, an increase of 10.9 per cent over the previous year. Balances outstanding at year end also showed a large increase over the previous year (12.1 per cent) reaching a record \$1,149,562,000.

As shown in table 2, the financing of used passenger cars by sales finance companies decreased in volume from 1958, which contributed largely to the smaller ratio of paper purchased in the consumer goods sector—71.7 per cent of the total compared to 76.7 per cent in 1958. On the other hand, paper purchased for commercial and industrial goods increased 34.3 per cent from the previous year. The largest gain occurred in the category "other commercial goods" in both the amount of paper purchased and in balances outstanding at December 31. Financing of new and used commercial vehicles also showed substantial gains from the previous year, 34.8 per cent and 25.4 per cent respectively.

Ontario continued to hold the first position in respect to the volume of paper purchased for motor

vehicles with Quebec and Alberta in second and third place.

Not all firms were able to provide a breakdown of balances outstanding between new and used vehicles and consumer goods other than passenger cars. The results from those firms which were able to provide this information are shown on page 5. It may be assumed that the non-reporting firms generally had the same pattern as those shown in the tables on page 5.

Commodity	Per cent change 1959 / 1958	
	Paper purchased	Balances outstanding
Total, all commodities	+ 10.9	+ 12.1
Consumer goods	+ 3.8	+ 4.9
New passenger cars	+ 10.6	+ 3.7
Used passenger cars	- 3.1	
Other consumer goods	+ 3.7	+ 8.6
Commercial and industrial goods	+ 34.3	+ 33.6
New commercial vehicles.....	+ 34.8	+ 23.9
Used commercial vehicles.....	+ 25.4	
Other commercial goods (including farm implements, tractors, factory and commercial equipment).....	+ 37.1	+ 41.1

**TABLE 1. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies
Historical Summary, 1941 and 1947-59**

Year	Paper purchased			Balances outstanding (year end)		
	Consumer goods	Commercial and industrial goods	Total	Consumer goods	Commercial and industrial goods	Total
thousands of dollars						
1941	77,326	22,951	100,277	48,854	15,820	64,674
1947	84,374	89,816	174,190	48,275	58,356	106,631
1948	122,522	85,644	208,166	70,451	59,669	130,120
1949 ¹	190,574	94,156	284,730	115,977	68,086	184,063
1950	305,278	123,918	429,196	202,011	91,152	293,163
1951	299,558	167,744	467,302	185,492	127,742	313,234
1952	590,994	227,639	818,633	372,778	167,029	539,807
1953	719,149	228,597	947,746	516,191	184,472	700,663
1954	630,837	174,187	805,024	491,645	164,220	655,865
1955	759,412	217,666	977,078	599,382	191,717	791,099
1956	924,687	323,660	1,248,347	756,304	279,072	1,035,376
1957	900,414	290,577	1,190,991	779,576	287,827	1,067,403
1958	869,847	264,703	1,134,550	768,214	257,380	1,025,594
1959	902,575	355,628	1,258,203	805,627	343,935	1,149,562

¹ Including Newfoundland from 1949.

TABLE 2. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies, by Commodities, 1958 and 1959

Commodity	Paper purchased				Balances outstanding (year end)			
	Amount		Per cent of total		Amount		Per cent of total	
	1958	1959	1958	1959	1958	1959	1958	1959
	\$'000		per cent		\$'000		per cent	
Total, all commodities	1,134,550	1,258,203	100.0	100.0	1,025,594	1,149,562	100.0	100.0
Consumer goods	869,847	902,575	76.7	71.7	768,214	805,627	74.9	70.1
New passenger cars	335,827	371,392	29.6	29.5	587,667	609,525	57.3	53.0
Used passenger cars	333,011	322,746	29.4	25.6				
Other consumer goods (radios, ... television sets, electrical and gas appliances, furniture, jewel- lery, clothing, etc.)	201,009	208,437	17.7	16.6	180,547	196,102	17.6	17.1
Commercial and industrial goods	264,703	355,628	23.3	28.3	257,380	343,935	25.1	29.9
New commercial vehicles	70,280	94,707	6.2	7.6	111,519	138,132	10.9	12.0
Used commercial vehicles	47,432	59,457	4.2	4.7				
Other commercial goods (includ- ing farm implements, tractors, factory and commercial equip- ment)	146,991	201,464	12.9	16.0	145,861	205,803	14.2	17.9

TABLE 3. Motor Vehicle Instalment (paper purchased) by Sales Finance Companies, by Provinces, 1959

Province	Passenger cars					
	New		Used		Total	
	Units	Amount	Units	Amount	Units	Amount
		\$'000		\$'000		\$'000
Canada	158,022	371,392	315,898	322,746	473,920	694,138
Atlantic Provinces	10,661	23,100	26,481	23,015	37,142	46,115
Quebec	39,640	95,898	74,585	76,363	114,225	172,261
Ontario	65,915	152,192	117,927	123,314	183,842	275,506
Manitoba	7,033	16,442	16,026	16,866	23,059	33,308
Saskatchewan	6,676	15,386	16,672	15,517	23,348	30,903
Alberta	15,163	36,656	33,729	34,041	48,892	70,697
British Columbia ¹	12,934	31,718	30,478	33,630	43,412	65,348
	Commercial vehicles					
	New		Used		Total	
	Units	Amount	Units	Amount	Units	Amount
		\$'000		\$'000		\$'000
Canada	25,453	94,707	41,975	59,457	67,428	154,164
Atlantic Provinces	2,275	7,240	4,792	4,258	7,067	11,498
Quebec	6,203	22,291	9,022	11,377	15,225	33,668
Ontario	8,028	29,485	10,570	14,690	18,598	44,175
Manitoba	1,101	4,817	2,019	3,007	3,120	7,824
Saskatchewan	1,463	5,227	2,930	3,144	4,393	8,371
Alberta	3,994	15,845	7,108	11,951	11,102	27,796
British Columbia ¹	2,389	9,802	5,534	11,030	7,923	20,832

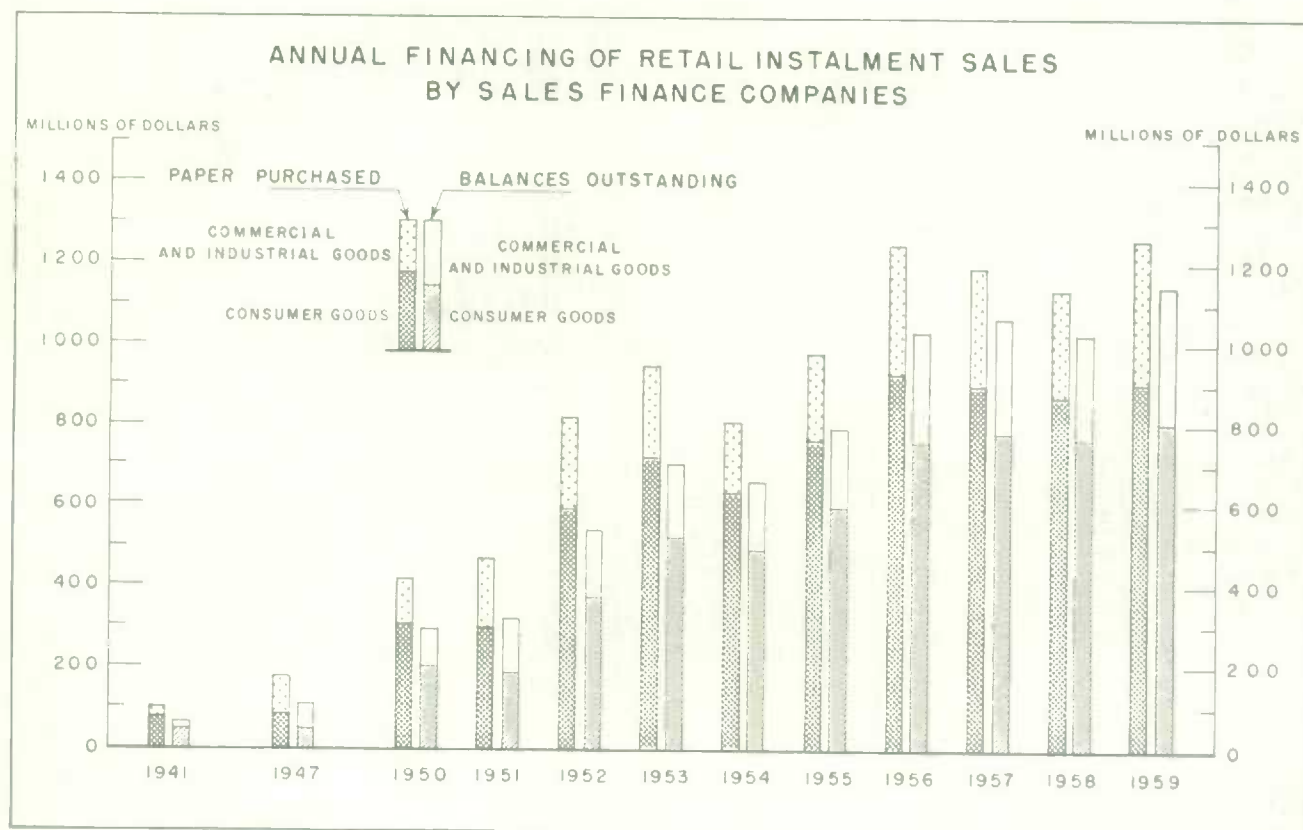
¹ Includes Yukon and Northwest Territories.

**Percentage Breakdown of Credit Outstanding
Between New and Used Motor Vehicles**
(for reporting panel only)

Commodity	Balances outstanding Dec. 31, 1959
	%
Passenger cars	100.0
New passenger cars	53.9
Used passenger cars	46.1
Commercial vehicles	100.0
New commercial vehicles	62.2
Used commercial vehicles	37.8

**Percentage Breakdown of Financing
of "Consumer Goods Other Than
Passenger Cars"**
(for reporting panel only)

Commodity	Paper purchased 1959
	%
Consumer goods other than passenger cars	100.0
Television and radio	16.6
Electrical and gas appliances	24.9
Furniture	15.6
Heating and plumbing equipment	2.7
All other consumer goods	40.2



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