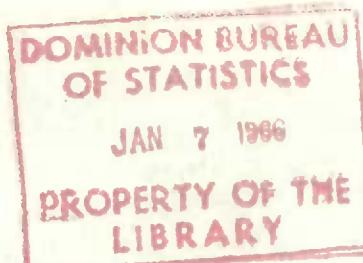


CATALOGUE No.

63-211

ANNUAL



## SALES FINANCING

1964

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## PUBLICATIONS RELATING TO RETAIL TRADE

Catalogue number	Title	Price
<b>(a) Weekly</b>		
63 - 003	Department Store Sales by Regions .....	per year \$2.00
<b>(b) Monthly</b>		
61 - 004	Credit Statistics .....	per year 2.00
63 - 001	Chain Store Sales and Stocks .....	per year 1.00
63 - 002	Department Store Sales and Stocks .....	per year 1.00
63 - 004	Department Store Sales by Regions .....	per year 1.00
63 - 005	Retail Trade .....	per year 2.00
63 - 007	New Motor Vehicle Sales .....	per year 1.00
<b>(c) Annual</b>		
63 - 208	New Motor Vehicle Sales .....	.50
63 - 209	Retail Trade .....	.50
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63 - 211	Sales Financing .....	.25
63 - 213	Vending Machine Operators .....	.25
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63 - 402	Operating Results of Chain Drug Stores .....	.25
63 - 403	Operating Results of Chain Food Stores .....	.50
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63 - 405	Operating Results of Chain Variety Stores .....	.25
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<b>(e) Occasional</b>		
63 - 505	Retail Trade, 1930 - 51 .....	.25

*Other occasional reports and 1961 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 Publications Distribution Unit, Financial Control Section; D.B.S., or from the Queen's Printer, Ottawa.*

SALES FINANCING

1964

This annual survey on sales financing covers all known firms whose principal activity is that of financing instalment sales. Firms engaged in extending cash loans as their main activity and acceptance companies which are subsidiaries of large retail merchandisers are not included.

The 1964 transactions of sales finance companies advanced over the 1963 record totals to new high levels; paper purchased during the year reached \$1,536,801,000 while balances owing at year end totalled \$1,621,113,000. The rate of increase was greater for outstanding balances (+ 16.3%) than for paper purchased (+ 14.3%); this suggests a lengthening in repayment period. This situation of greater change in balances owing than credit extended occurred in the area of consumer goods.

The amount of new paper purchased on consumer goods increased 14.5% over the previous year while commercial paper purchased showed a gain of 13.7%. The respective increases in outstanding balances were 18.5% and 12.7%. Percentage gains exceeded 10% in all commodity groups except paper purchased from the sale of used commercial vehicles where there was a small increase of 1.0%.

A consistent pattern of growth in sales finance company business, interrupted in 1957 and uneven from that year until 1961, is again evident. The last three years have seen a steady rate of increase - 1962 showed a 10.5% increase in paper purchased and 7.8% in balances outstanding, 1963, 9.4% and 1964, 14.3% and 16.3% respectively.

As stated in previous reports, not all firms were able to provide a breakdown of balances outstanding between new and used vehicles and paper purchased for consumer goods other than passenger cars. The results from the panel of firms which were able to provide this information are shown in Text Tables on page 5.

Commodity	Per cent change 1964/63	
	Paper purchased	Balances outstanding
TOTAL, ALL COMMODITIES .....	+ 14.3	+ 16.3
Consumer goods .....	+ 14.5	+ 18.5
New passenger cars .....	+ 15.6	) + 17.8
Used passenger cars .....	+ 10.7	) + 21.0
Other consumer goods .....	+ 17.7	
Commercial and industrial goods .....	+ 13.7	+ 12.7
New commercial vehicles .....	+ 14.2	) + 15.9
Used commercial vehicles .....	+ 1.0	)
Other commercial goods (including farm implements, tractors, factory and commercial equipment) .....	+ 15.9	+ 11.2

## MERCHANDISING AND SERVICES

TABLE 1. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies  
Historical Summary, 1941 and 1947-64

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
1960 .....	877,901	366,003	1,243,904	828,419	393,392	1,221,811
1961 .....	768,115	344,412	1,112,527	755,791	395,123	1,150,914
1962 .....	851,120	378,435	1,229,555	801,015	439,900	1,240,915
1963 .....	924,813	420,296	1,345,109	873,799	519,555	1,393,354
1964 .....	1,059,128	477,673	1,536,801	1,035,327	585,786	1,621,113

(1) Including Newfoundland from 1949.

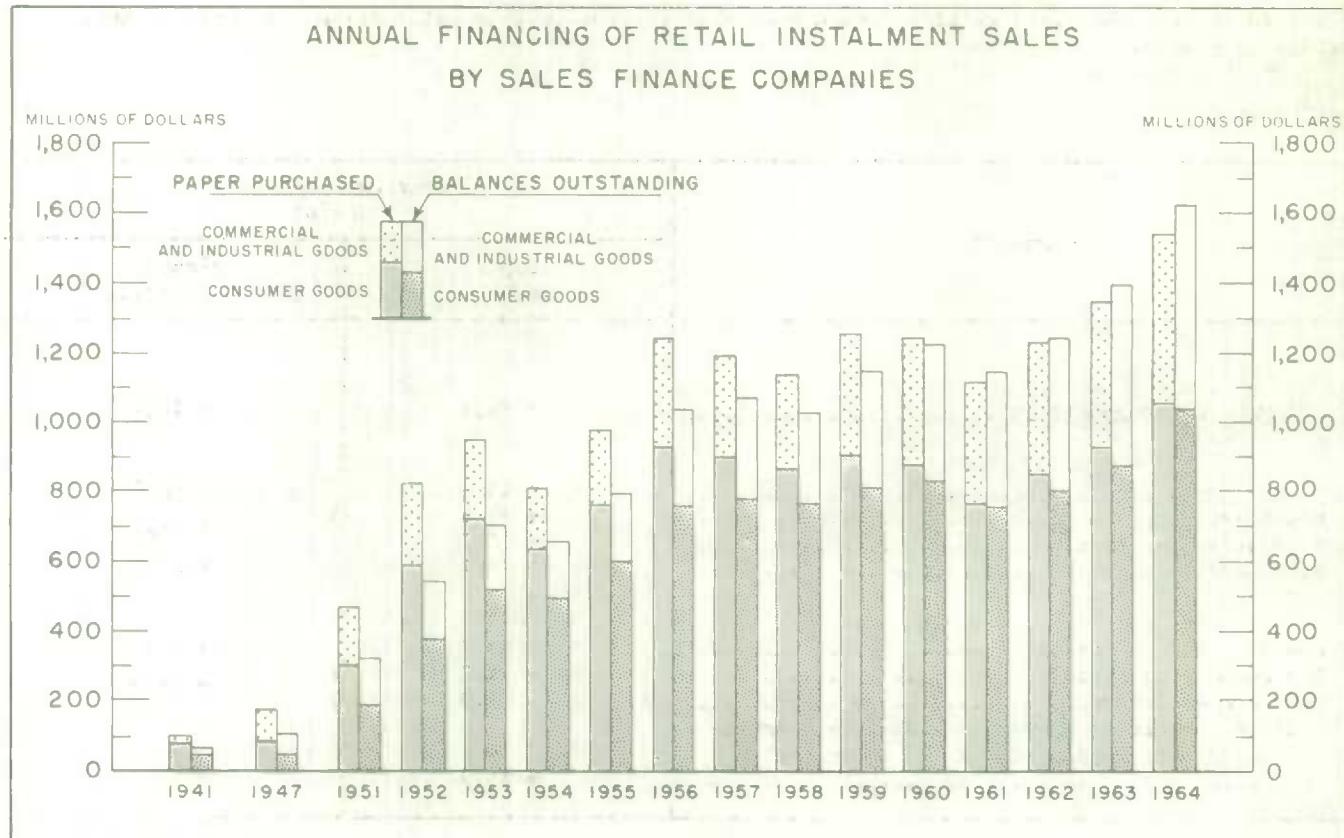


TABLE 2. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies,  
by Commodities, 1963 and 1964

Commodity	Paper purchased				Balances outstanding (year end)			
	Amount		Per cent of total		Amount		Per cent of total	
	1963	1964	1963	1964	1963	1964	1963	1964
	\$'000		%		\$'000		%	
TOTAL, ALL COMMODITIES .....	1,345,109	1,536,801	100.0	100.0	1,393,354	1,621,113	100.0	100.0
Consumer goods .....	924,813	1,059,128	68.8	68.9	873,799	1,035,327	62.7	63.9
New passenger cars .....	442,186	511,367	32.9	33.3	687,109	809,493	49.3	50.0
Used passenger cars .....	287,875	318,565	21.4	20.7				
Other consumer goods (radios, television sets, electrical and gas appliances, furniture, jew- ellery, clothing, etc.) .....	194,752	229,196	14.5	14.9	186,690	225,834	13.4	13.9
Commercial and industrial goods .....	420,296	477,673	31.2	31.1	519,555	585,786	37.3	36.1
New commercial vehicles .....	108,152	123,458	8.0	8.0	170,188	197,257	12.2	12.1
Used commercial vehicles .....	50,750	51,240	3.8	3.4				
Other commercial goods (including farm implements, tractors, factory and commercial equip- ment) .....	261,394	302,975	19.4	19.7	349,367	388,529	25.1	24.0

#### Percentage Breakdown of Credit Outstanding

Between New and Used Motor Vehicles

(for reporting panel only)

Commodity	Balances outstanding Dec. 31, 1964 dollars
Passenger cars .....	100.0
New passenger cars .....	63.0
Used passenger cars .....	37.0
Commercial vehicles .....	100.0
New commercial vehicles ...	67.4
Used commercial vehicles ..	32.6

#### Percentage Breakdown of Financing of "Consumer Goods other than Passenger Cars"

(for reporting panel only)

Commodity	Paper purchased 1964 per cent
Consumer goods other than pas- senger cars .....	100.0
Television and radio .....	17.0
Electrical and gas appliances	21.5
Furniture .....	16.9
Plumbing, heating and air conditioning equipment ....	5.7
Mobile and prefabricated homes .....	9.9
All other consumer goods .....	29.0

Financing of motor vehicle sales

The data in the following tables relate to the financing of sales of new and used motor vehicles - passenger and commercial - by sales finance and acceptance companies. No other institutions engaged in this field of activity are included. The information represents a revised summary of the twelve monthly reports of motor vehicle financing published during 1964 in the report "Credit Statistics", Catalogue No. 61-004.

TABLE 3. Financing of Motor Vehicle Sales in Canada, 1947-64

Year	Total new and used vehicles		New vehicles				Used vehicles			
			Passenger		Commercial		Passenger		Commercial	
	Number	Amount	Number	Amount	Number	Amount	Number	Amount	Number	Amount
		\$'000		\$'000		\$'000		\$'000		\$'000
1947 .....	118,867	108,745	27,409	32,419	19,291	33,004	56,024	29,643	16,143	13,679
1948 .....	155,634	144,955	29,923	37,680	21,944	36,126	83,323	53,255	20,444	17,894
1949 .....	232,988	219,184	53,185	71,044	28,317	44,467	124,595	81,983	26,891	21,690
1950 .....	364,681	342,081	97,051	131,003	38,253	60,432	189,635	120,771	39,742	29,875
1951 .....	423,830	376,671	81,726	110,146	44,529	81,057	239,140	138,775	58,435	46,693
1952 .....	620,354	639,689	124,879	194,422	47,708	98,032	375,825	283,069	71,942	64,166
1953 .....	640,512	725,545	146,431	252,160	42,621	90,087	382,106	320,321	69,354	62,977
1954 .....	538,728	611,646	126,099	230,900	28,005	61,359	325,953	269,144	58,671	50,243
1955 .....	599,330	719,328	156,191	305,069	28,936	70,928	355,638	294,508	58,565	48,823
1956 .....	663,749	910,833	190,109	408,993	34,796	111,951	382,026	337,154	56,818	52,735
1957 .....	615,251	878,522	171,904	385,043	29,116	95,056	365,883	344,799	48,348	53,624
1958 .....	550,367	786,550	147,402	335,827	21,119	70,280	339,414	333,011	42,432	47,432
1959 .....	541,348	848,302	158,022	371,392	25,453	94,707	315,898	322,746	41,975	59,457
1960 .....	520,511	830,406	164,335	377,851	24,864	97,506	291,560	298,415	39,752	56,634
1961 .....	444,853	714,325	141,234	330,199	22,177	86,760	248,728	250,366	32,714	47,000
1962 .....	457,901	789,028	154,561	380,879	23,762	94,454	248,186	264,924	31,392	48,771
1963 .....	473,404	888,963	168,161	442,186	27,143	108,152	247,449	287,875	30,651	50,750
1964 .....	495,069	1,004,630	186,361	511,367	28,934	123,458	250,333	318,565	29,441	51,240

TABLE 4. Financing of Motor Vehicles Sales, by Sales Finance Companies,  
by Provinces, 1964

Province	Passenger cars					
	New		Used		Total	
	Number	Amount	Number	Amount	Number	Amount
	\$'000		\$'000		\$'000	
CANADA .....	186,361	511,367	250,333	318,565	436,694	829,932
Atlantic Provinces .....	12,460	32,252	18,674	21,399	31,134	53,651
Quebec .....	65,169	180,793	82,617	105,774	147,786	286,567
Ontario .....	66,297	179,530	76,357	103,207	142,654	282,737
Manitoba .....	5,805	15,710	10,322	11,935	16,127	27,645
Saskatchewan .....	6,853	18,590	14,141	15,153	20,994	33,743
Alberta .....	14,495	40,237	24,920	30,106	39,415	70,343
British Columbia(1) .....	15,282	44,255	23,302	30,991	38,584	75,246
Commercial vehicles						
	New		Used		Total	
	Number	Amount	Number	Amount	Number	Amount
	\$'000		\$'000		\$'000	
CANADA .....	28,934	123,458	29,441	51,240	58,375	174,698
Atlantic Provinces .....	2,899	11,322	2,913	4,357	5,812	15,679
Quebec .....	7,816	40,905	6,721	13,327	14,537	54,232
Ontario .....	8,063	33,473	6,111	10,792	14,174	44,265
Manitoba .....	1,050	4,485	1,348	2,688	2,398	7,173
Saskatchewan .....	1,923	6,397	2,487	3,234	4,410	9,631
Alberta .....	4,338	15,773	6,059	10,237	10,397	26,010
British Columbia(1) .....	2,845	11,103	3,802	6,605	6,647	17,708

(1) Includes Yukon and Northwest Territories.

TABLE 5. Percentage Change in Number of Vehicles Financed and Amount of Financing,  
by Provinces, 1964/63

Province	Number				Amount			
	New vehicles		Used vehicles		New vehicles		Used vehicles	
	Passenger	Commercial	Passenger	Commercial	Passenger	Commercial	Passenger	Commercial
CANADA .....	+ 10.8	+ 6.6	+ 1.2	- 3.9	+ 15.6	+ 14.2	+ 10.7	+ 1.0
Atlantic Provinces .....	+ 11.9	+ 9.9	- 0.9	- 7.3	+ 16.0	+ 15.7	+ 9.2	+ 4.0
Quebec .....	+ 11.9	+ 2.8	+ 6.5	- 9.1	+ 17.2	+ 15.5	+ 17.1	- 1.9
Ontario .....	+ 7.5	+ 4.0	- 3.5	- 8.8	+ 12.2	+ 10.5	+ 5.1	- 10.1
Manitoba .....	+ 7.5	+ 10.4	- 4.5	+ 8.3	+ 12.8	+ 18.6	+ 4.0	+ 25.2
Saskatchewan .....	+ 8.8	+ 20.1	+ 9.2	+ 3.2	+ 14.9	+ 25.9	+ 19.5	- 0.9
Alberta .....	+ 11.3	+ 5.5	- 1.2	+ 0.9	+ 15.8	+ 10.2	+ 8.0	+ 7.6
British Columbia(1) .....	+ 23.3	+ 14.4	+ 1.5	+ 1.5	+ 25.5	+ 17.1	+ 11.8	+ 9.2

(1) Includes Yukon and Northwest Territories.

TABLE 6. Number of Motor Vehicles Financed, by Provinces and by Months, 1964

Month	Canada	Atlantic Provinces	Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia(1)
New passenger cars								
ANNUAL TOTALS .....	186,361	12,460	65,169	66,297	5,805	6,853	14,495	15,282
January .....	11,327	625	3,700	4,327	370	438	931	936
February .....	12,173	737	3,921	4,825	334	461	1,009	886
March .....	15,580	1,009	5,473	5,757	440	597	1,230	1,074
April .....	18,740	1,290	6,880	6,502	567	619	1,584	1,298
May .....	18,741	1,465	7,180	6,292	568	611	1,366	1,259
June .....	20,365	1,506	7,043	7,598	614	762	1,520	1,322
July .....	18,526	1,242	6,617	6,587	539	618	1,354	1,569
August .....	15,289	1,244	5,145	5,249	507	588	1,221	1,335
September .....	14,709	960	4,684	4,836	497	513	1,057	2,162
October .....	16,268	983	5,791	5,387	547	720	1,361	1,479
November .....	13,146	784	4,800	4,662	443	483	930	1,044
December .....	11,497	615	3,935	4,275	379	443	932	918
New commercial vehicles								
ANNUAL TOTALS .....	28,934	2,899	7,816	8,063	1,050	1,923	4,338	2,845
January .....	1,890	170	506	531	62	130	300	191
February .....	1,790	175	489	516	55	129	267	159
March .....	2,000	189	538	603	62	130	311	167
April .....	2,843	294	698	941	99	177	414	220
May .....	2,790	347	739	779	100	164	454	207
June .....	2,968	340	742	831	121	206	438	290
July .....	2,689	288	752	750	103	142	376	278
August .....	2,257	203	639	600	94	175	324	222
September .....	2,353	234	670	543	74	171	338	323
October .....	2,638	250	676	728	114	186	403	281
November .....	2,478	223	713	652	97	171	359	263
December .....	2,238	186	654	589	69	142	354	244
Used passenger cars								
ANNUAL TOTALS .....	250,333	18,674	82,617	76,357	10,322	14,141	24,920	23,302
January .....	16,101	961	4,727	5,187	682	908	1,884	1,752
February .....	17,957	1,107	5,598	5,817	732	950	1,975	1,778
March .....	21,664	1,472	7,331	6,741	797	1,172	2,201	1,950
April .....	25,768	1,854	8,626	7,465	1,128	1,541	2,747	2,407
May .....	25,295	2,009	8,972	7,637	951	1,301	2,365	2,060
June .....	27,317	2,149	8,976	8,436	1,314	1,573	2,631	2,238
July .....	25,715	2,036	8,840	7,813	1,032	1,297	2,302	2,395
August .....	21,060	1,882	6,760	6,359	857	1,161	2,054	1,987
September .....	18,699	1,472	6,160	5,566	780	1,041	1,718	1,962
October .....	18,485	1,403	6,230	5,424	740	1,071	1,856	1,761
November .....	17,606	1,314	5,653	5,290	735	1,270	1,779	1,565
December .....	14,666	1,015	4,744	4,622	574	856	1,408	1,447
Used commercial vehicles								
ANNUAL TOTALS .....	29,441	2,913	6,721	6,111	1,348	2,487	6,059	3,802
January .....	1,961	195	396	418	99	147	431	275
February .....	2,122	209	429	462	91	173	478	280
March .....	2,279	206	468	500	99	202	490	314
April .....	2,883	256	662	659	141	281	560	324
May .....	2,800	314	680	542	106	252	577	329
June .....	2,931	298	647	660	153	231	592	350
July .....	2,585	248	604	517	116	212	537	351
August .....	2,587	268	583	516	133	238	537	312
September .....	2,615	245	634	496	104	212	455	469
October .....	2,319	254	553	467	96	173	473	303
November .....	2,398	239	607	479	102	214	484	273
December .....	1,961	181	458	395	108	152	445	222

(1) Includes Yukon and Northwest Territories.

TABLE 7. Amount of Motor Vehicle Financing, by Provinces and by Months, 1964

Month	Canada	Atlantic Provinces	Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia(l)
thousands of dollars								
New passenger cars								
ANNUAL TOTALS .....								
January .....	511,367	32,252	180,793	179,530	15,710	18,590	40,237	44,255
February .....	31,086	1,718	10,202	11,678	1,010	1,166	2,544	2,768
March .....	33,215	1,934	10,674	13,032	910	1,220	2,850	2,595
April .....	42,306	2,584	14,995	15,475	1,152	1,593	3,398	3,109
May .....	51,314	3,267	18,762	17,823	1,514	1,685	4,477	3,786
June .....	51,262	3,691	19,623	17,081	1,547	1,688	3,882	3,750
July .....	56,633	3,963	19,864	20,762	1,665	2,090	4,327	3,962
August .....	51,141	3,212	18,496	17,938	1,480	1,696	3,714	4,605
September .....	42,001	3,205	14,437	14,143	1,385	1,605	3,363	3,863
October .....	39,647	2,434	13,042	12,687	1,311	1,362	2,851	5,960
November .....	44,521	2,506	16,288	14,440	1,496	1,915	3,674	4,202
December .....	36,023	2,036	13,312	12,562	1,202	1,314	2,587	3,010
	32,218	1,702	11,098	11,909	1,038	1,256	2,570	2,645
New commercial vehicles								
ANNUAL TOTALS .....								
January .....	123,458	11,322	40,905	33,473	4,485	6,397	15,773	11,103
February .....	7,366	596	2,288	1,840	233	530	1,198	681
March .....	7,135	662	2,376	1,935	251	394	927	590
April .....	8,139	650	2,637	2,167	296	346	1,197	846
May .....	12,360	1,194	3,294	4,670	443	561	1,328	870
June .....	12,123	1,443	3,764	3,361	441	561	1,616	937
July .....	13,269	1,316	4,096	3,796	499	767	1,618	1,177
August .....	12,121	1,264	4,058	3,317	467	444	1,429	1,142
September .....	9,884	758	3,718	2,422	323	594	1,147	922
October .....	10,624	951	4,034	2,446	353	591	1,219	1,030
November .....	10,391	882	3,467	2,583	473	614	1,430	942
December .....	10,689	816	3,725	2,709	503	499	1,383	1,054
	9,357	790	3,448	2,227	203	496	1,281	912
Used passenger cars								
ANNUAL TOTALS .....								
January .....	318,565	21,399	105,774	103,207	11,935	15,153	30,106	30,991
February .....	21,055	1,134	6,083	7,197	801	980	2,399	2,461
March .....	22,894	1,315	7,032	7,873	877	1,038	2,441	2,318
April .....	27,422	1,652	9,342	9,027	933	1,237	2,679	2,552
May .....	32,713	2,156	10,947	10,212	1,248	1,671	3,402	3,077
June .....	32,240	2,308	11,541	10,406	1,097	1,359	2,929	2,600
July .....	34,806	2,603	11,430	11,299	1,637	1,597	3,245	2,995
August .....	32,123	2,317	10,985	10,362	1,238	1,362	2,728	3,131
September .....	25,873	1,983	8,540	8,324	926	1,204	2,339	2,557
October .....	22,780	1,637	7,576	7,341	807	1,082	1,875	2,462
November .....	23,536	1,602	8,199	7,262	786	1,133	2,163	2,391
December .....	23,079	1,517	7,479	7,305	860	1,464	2,151	2,303
	20,044	1,175	6,620	6,599	725	1,026	1,755	2,144
Used commercial vehicles								
ANNUAL TOTALS .....								
January .....	51,240	4,357	13,327	10,792	2,688	3,234	10,237	6,605
February .....	3,355	316	727	745	210	190	729	438
March .....	3,419	303	704	826	168	231	748	439
April .....	3,683	274	856	731	191	239	849	543
May .....	4,537	372	1,079	1,138	269	353	742	584
June .....	5,364	443	1,312	1,109	240	334	1,271	655
July .....	5,488	511	1,285	1,303	319	375	1,073	622
August .....	4,468	384	1,167	920	245	290	876	586
September .....	4,467	380	1,156	864	309	291	1,010	457
October .....	4,893	352	1,485	909	188	259	795	905
November .....	3,884	380	1,204	791	165	211	631	502
December .....	4,157	358	1,367	750	188	245	796	453
	3,525	284	985	706	196	216	717	421

(1) Includes Yukon and Northwest Territories.

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