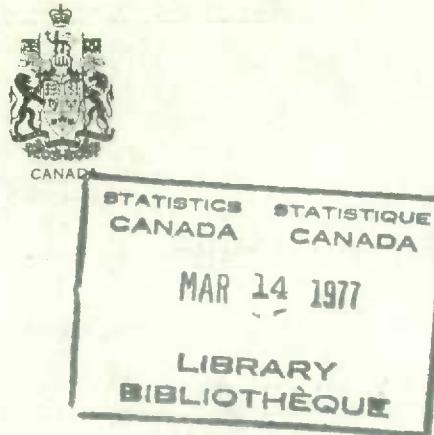


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ANNUAL



SALES FINANCING 1965

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61-004	Credit Statistics	per year 2.00
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63-002	Department Store Sales and Stocks	" 1.00
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Other occasional reports and 1961 Census publications on retail trade are shown in detail in "Canadian Government Publications Catalogue - Dominion Bureau of Statistics, 1964". This catalogue is available on request from the Publications Distribution Unit, Financial Services Section, DBS, or from the Queen's Printer, Ottawa.

SALES FINANCING

1965

This annual survey of sales financing in Canada covers all known firms whose principal activity is the financing of instalment sales. However, firms which are principally engaged in extending cash loans and acceptance companies which are subsidiaries of large retailing organizations are not included.

The transactions of sales finance companies reached new record levels in 1965: the paper purchased during the year amounted to \$1,576,705,000 while balances outstanding stood at \$1,796,045,000 at year end (Table 1). As in past years, balances outstanding increased at a faster rate than paper purchased - for all commodities, 10.6 per cent as compared to 4.7 per cent. Similar differences in the rate of increase between paper purchased and credit outstanding occurred in every area in which sales financing transactions took place. In general, this would tend to support the evident trend towards a lengthening of the period of repayment.

Despite the new high levels achieved by Canadian sales finance companies, the consistent pattern of growth noted during the 1962-64 period was to a great extent neutralized in 1965. Not only was there a slowdown in the rate of growth during 1965 as compared to 1964 (for total purchases of paper, the rate of increase was 4.7 per cent as against 14.3 per cent, and for balances outstanding, it was 10.6 per cent as against 16.3 per cent), but actual declines were experienced in paper purchased for some consumer goods — 1.8 per cent for used passenger cars and 3.3 per cent for other consumer goods.

In Table 2, under the heading of consumer goods, the reader will note that used passenger cars accounted for 19.8 per cent of all paper purchased in 1965, as compared to 21.2 per cent in 1964, and other consumer goods accounted for 12.2 per cent in 1965, as compared to 13.2 per cent in 1964. As a result, the total accounted for by consumer goods of all kinds declined marginally from 68.3 per cent in 1964 to 67.7 per cent in 1965 — the lowest this proportion has been in more than a decade.

Table 5 shows the percentage changes from 1964 to 1965 in the number of vehicles financed and the amount of financing, by provinces. It is evident from this table that the decline in paper purchased in the used car field can be traced to the significant drop in the number of such automobiles financed. For the country as a whole, there was a decrease in the number of financed used cars of 9.9 per cent in the passenger field and of 9.2 per cent in the commercial field. Although the effects on amount financed were much less severe, nonetheless this fell by 1.8 per cent for used passenger vehicles and increased only fractionally in the used commercial vehicle field. The large increases which took place in Manitoba, Saskatchewan and British Columbia were offset by the decreases experienced in the Atlantic Provinces, Quebec, Ontario and Alberta.

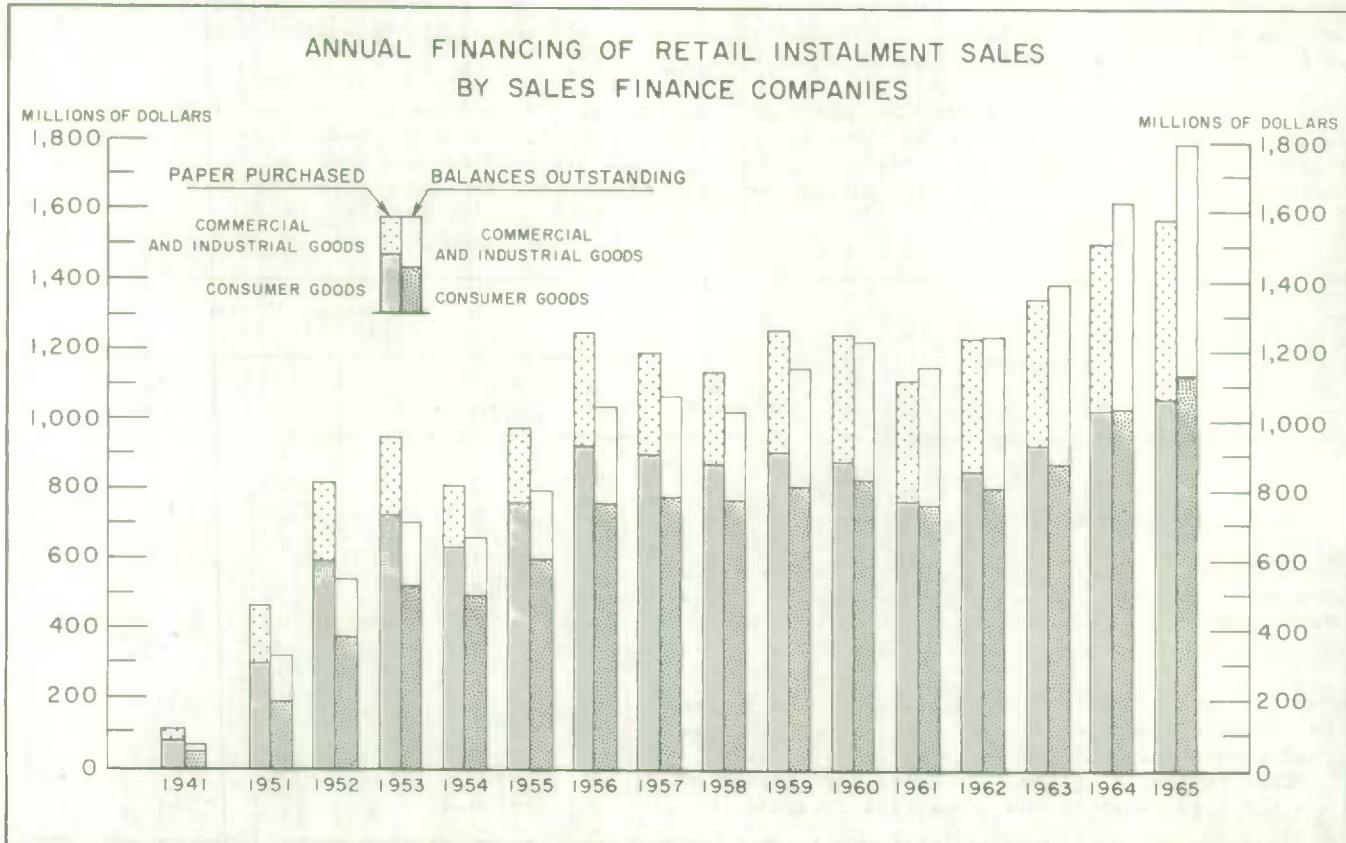
As stated in previous reports, not all firms were able to provide a breakdown of balances outstanding between new and used automobiles and paper purchased for consumer goods other than passenger vehicles. However, a number of firms in a reporting panel did provide such detailed information and the results have been tabulated on a percentage basis in the text tables on page 5.

Commodity	Percentage change 1965/64	
	Paper purchased	Balances outstanding
Totals, all commodities	+ 4.7	+ 10.6
Consumer goods	+ 3.8	+ 9.2
New passenger cars	+ 10.0	) + 11.3
Used passenger cars	- 1.8	) + 2.0
Other consumer goods	- 3.3	
Commercial and industrial goods	+ 6.5	+ 13.0
New commercial vehicles	+ 4.6	) + 9.7
Used commercial vehicles	+ 0.2	
Other commercial goods (including farm implements, tractors, factory and commercial equipment)	+ 8.3	+ 14.7

MERCHANDISING AND SERVICESTABLE 1. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies,
Historical Summary, 1941 and 1947-65

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	1,028,908 ^r	477,673	1,506,581 ^r	1,035,327	588,453 ^r	1,623,780 ^r
1965	1,067,918	508,787	1,576,705	1,131,061	664,984	1,796,063

(1) Including Newfoundland from 1949.

^r Revised figures.

SALES FINANCINGTABLE 2. Retail Instalment Credit (extended and outstanding) of Sales Finance Companies,
by Commodities, 1964 and 1965

	Paper purchased				Balances outstanding (year end)			
	Amount		Per cent of total		Amount		Per cent of total	
	1964	1965	1964	1965	1964	1965	1964	1965
	\$'000		%		\$'000		%	
Totals, all commodities	1,506,581 ^t	1,576,705	100.0	100.0	1,623,780 ^t	1,796,045	100.0	100.0
Consumer goods	1,028,908 ^t	1,067,918	68.3	67.7	1,035,327	1,131,061	63.8	63.0
New passenger cars	511,367	562,630	33.9	35.7	)	809,493	900,763	49.9
Used passenger cars	318,565	312,810	21.2	19.8	)			50.2
Other consumer goods (radios, television sets, electrical and gas appliances, furniture, jewellery, clothing, etc.)	198,976 ^t	192,478	13.2	12.2	225,834	230,298	13.9	12.8
Commercial and industrial goods ...	477,673	508,787	31.7	32.3	588,453 ^t	664,984	36.2	37.0
New commercial vehicles	123,458	129,181	8.2	8.2	)	197,257	216,348	12.1
Used commercial vehicles	51,240	51,349	3.4	3.3	)			12.0
Other commercial goods (including farm implements, tractors, factory and commercial equip- ment)	302,975	328,257	20.1	20.8	391,196 ^t	448,636	24.1	25.0

^t Revised figures.Percentage Breakdown of Credit Outstanding
Between New and Used Motor Vehicles

(for reporting panel only)

Commodity	Balances outstanding December 31, 1965
	per cent
Passenger cars	100.0
New passenger cars	64.6
Used passenger cars	35.4
Commercial vehicles	100.0
New commercial vehicles	73.3
Used commercial vehicles	26.7

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

(for reporting panel only)

Commodity	Paper purchased 1965
	per cent
Consumer goods other than passenger cars	100.0
Television and radio	14.8
Electrical and gas appliances	18.1
Furniture	15.0
Plumbing, heating and air condition- ing equipment	2.1
Mobile and prefabricated homes	12.1
All other consumer goods	37.9

MERCHANDISING AND SERVICESFinancing 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 1965 in the report "Credit Statistics", Catalogue No. 61-004.

TABLE 3. Financing of Motor Vehicle Sales in Canada, 1947-65

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
1965	482,089	1,055,970	199,587	562,630	30,213	129,181	225,553	312,810	26,736	51,349

SALES FINANCINGTABLE 4. Financing of Motor Vehicles Sales, by Sales Finance Companies,
by Provinces, 1965

Province	Passenger cars					
	New		Used		Total	
	Number	Amount	Number	Amount	Number	Amount
		\$'000		\$'000		\$'000
CANADA	199,587	562,630	225,553	312,810	425,140	875,440
Atlantic Provinces	12,612	33,601	16,921	21,070	29,533	54,671
Quebec	67,834	193,700	75,866	107,480	143,700	301,180
Ontario	73,545	204,293	68,338	99,351	141,883	303,644
Manitoba	5,749	15,785	9,025	10,969	14,774	26,754
Saskatchewan	6,882	19,392	12,745	14,814	19,627	34,206
Alberta	14,977	42,139	20,949	27,071	35,926	69,210
British Columbia(1)	17,988	53,720	21,709	32,055	39,697	85,775
Commercial vehicles						
Province	New		Used		Total	
	Number	Amount	Number	Amount	Number	Amount
		\$'000		\$'000		\$'000
CANADA	30,213	129,181	26,736	51,349	56,949	180,530
Atlantic Provinces	2,786	10,609	2,535	3,729	5,321	14,338
Quebec	7,527	38,209	5,628	12,036	13,155	50,245
Ontario	8,349	34,411	5,282	9,971	13,631	44,382
Manitoba	1,082	4,581	1,303	3,074	2,385	7,655
Saskatchewan	2,212	8,041	2,733	4,153	4,945	12,194
Alberta	4,749	16,887	5,631	10,234	10,380	27,121
British Columbia(1)	3,508	16,443	3,624	8,152	7,132	24,595

(1) Includes Yukon and Northwest Territories.

TABLE 5. Percentage Change in Number of Vehicles Financed and Amount of Financing,
by Provinces, 1965/64

Province	Number				Amount			
	New vehicles		Used vehicles		New vehicles		Used vehicles	
	Passenger	Commercial	Passenger	Commercial	Passenger	Commercial	Passenger	Commercial
CANADA	+ 7.1	+ 4.4	- 9.9	- 9.2	+ 10.0	+ 4.6	- 1.8	+ 0.2
Atlantic Provinces	+ 1.2	- 3.9	- 9.4	- 13.0	+ 4.2	- 6.3	- 1.5	- 14.4
Quebec	+ 4.1	- 3.7	- 8.2	- 16.3	+ 7.1	- 6.6	+ 1.6	- 9.7
Ontario	+ 10.9	+ 3.5	- 10.5	- 13.6	+ 13.8	+ 2.8	- 3.7	- 7.6
Manitoba	- 1.0	+ 3.0	- 12.6	- 3.3	+ 0.5	+ 2.1	- 8.1	+ 14.4
Saskatchewan	+ 0.4	+ 15.0	- 9.9	+ 9.9	+ 4.3	+ 25.7	- 2.2	+ 28.4
Alberta	+ 3.3	+ 9.5	- 15.9	- 7.1	+ 4.7	+ 7.1	- 10.1	(2)
British Columbia(1)	+ 17.7	+ 23.3	- 6.8	- 4.7	+ 21.4	+ 48.1	+ 3.4	+ 23.4

(1) Includes Yukon and Northwest Territories.

(2) No change.

MERCHANDISING AND SERVICES

TABLE 6. Number of Motor Vehicles Financed, by Provinces and by Months, 1965

Month	Canada	Atlantic Provinces	Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia(1)
New passenger cars								
Annual totals								
199,587	12,612	67,834	73,545	5,749	6,882	14,977	17,988	
January	10,507	591	3,529	3,989	333	337	918	810
February	12,717	763	4,133	5,044	316	402	955	1,104
March	16,816	1,075	5,728	6,375	528	485	1,232	1,393
April	19,484	1,301	6,673	7,029	488	616	1,549	1,828
May	20,111	1,361	7,136	7,411	528	629	1,475	1,571
June	21,131	1,408	7,063	7,902	586	671	1,524	1,977
July	18,169	1,160	6,298	6,548	520	601	1,281	1,761
August	17,638	1,390	6,032	5,968	568	621	1,382	1,677
September	14,563	980	5,156	4,691	479	598	1,159	1,500
October	15,561	934	5,267	5,656	489	651	1,074	1,490
November	16,787	905	5,679	6,276	517	646	1,271	1,493
December	16,103	744	5,140	6,656	397	625	1,157	1,384
New commercial vehicles								
Annual totals								
30,213	2,786	7,527	8,349	1,082	2,212	4,749	3,508	
January	1,700	178	441	440	55	100	311	175
February	1,845	181	497	516	50	101	282	218
March	2,397	246	551	669	72	160	422	277
April	2,688	221	621	856	84	198	420	288
May	2,908	312	713	818	112	177	440	336
June	3,048	304	741	879	127	198	472	327
July	2,554	236	602	709	86	199	404	318
August	2,696	304	662	666	107	189	402	366
September	2,326	207	702	523	101	209	345	232
October	2,204	160	554	583	78	218	335	276
November	2,932	228	670	857	106	235	516	310
December	2,915	209	773	833	104	228	400	368
Used passenger cars								
Annual totals								
225,553	16,921	75,866	68,338	9,025	12,745	20,949	21,709	
January	13,489	970	4,228	4,451	555	668	1,377	1,240
February	16,289	1,142	5,350	5,190	599	758	1,518	1,732
March	21,184	1,576	7,495	6,206	782	1,109	1,999	2,017
April	22,400	1,660	7,813	6,579	871	1,268	2,150	2,059
May	23,231	1,752	8,184	7,137	1,036	1,117	2,009	1,996
June	24,069	1,829	8,420	7,294	950	1,305	2,083	2,188
July	20,839	1,570	7,098	6,213	805	1,188	1,901	2,064
August	20,767	1,783	6,853	6,109	815	1,169	1,910	2,128
September	17,513	1,461	6,001	5,007	690	1,050	1,540	1,764
October	15,134	1,092	4,953	4,532	639	1,024	1,350	1,544
November	16,218	1,104	5,064	4,998	669	1,123	1,718	1,542
December	14,420	982	4,407	4,622	614	966	1,394	1,435
Used commercial vehicles								
Annual totals								
26,736	2,535	5,628	5,282	1,303	2,733	5,631	3,624	
January	1,667	148	362	342	76	148	366	225
February	1,836	193	424	360	90	134	392	243
March	2,262	212	452	429	110	227	477	355
April	2,523	202	524	543	128	262	553	311
May	2,610	242	592	535	146	249	516	330
June	2,543	250	527	584	107	201	529	345
July	2,170	243	445	441	97	231	451	262
August	2,455	234	497	429	151	283	520	341
September	2,405	225	485	400	120	337	488	350
October	2,032	190	434	400	97	221	392	298
November	2,132	201	432	393	98	240	486	282
December	2,101	195	454	426	83	200	461	284

(1) Includes Yukon and Northwest Territories.

SALES FINANCING

TABLE 7. Amount of Motor Vehicle Financing, by Provinces and by Months, 1965

Month	Canada	Atlantic Provinces	Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia(1)
thousands of dollars								
New passenger cars								
Annual totals								
January	562,630	33,601	193,700	204,293	15,785	19,392	42,139	53,720
February	29,619	1,569	10,150	10,995	911	939	2,575	2,480
March	35,774	2,094	11,614	14,111	834	1,127	2,718	3,276
April	47,683	2,862	16,560	17,827	1,443	1,319	3,499	4,173
May	54,745	3,441	19,028	19,483	1,347	1,716	4,316	5,414
June	56,453	3,575	20,356	20,524	1,442	1,748	4,052	4,756
July	59,714	3,726	20,091	21,972	1,668	1,914	4,338	6,005
August	51,165	3,071	18,145	18,020	1,416	1,712	3,586	5,215
September	49,307	3,689	17,076	16,358	1,557	1,758	3,887	4,982
October	40,082	2,568	14,343	12,674	1,274	1,631	3,196	4,396
November	43,870	2,539	15,094	15,530	1,351	1,848	3,038	4,470
December	48,176	2,471	16,534	17,903	1,447	1,848	3,626	4,347
	46,042	1,996	14,709	18,896	1,095	1,832	3,308	4,206
New commercial vehicles								
Annual totals								
January	129,181	10,609	38,209	34,411	4,581	8,041	16,887	16,443
February	7,285	649	2,340	1,862	267	349	1,029	789
March	7,552	725	2,423	1,835	220	319	1,026	1,004
April	10,405	859	2,486	3,290	325	531	1,533	1,381
May	10,724	733	2,680	3,609	391	654	1,409	1,248
June	12,569	1,141	3,473	3,652	381	663	1,580	1,679
July	12,408	1,131	3,353	3,446	529	661	1,762	1,526
August	10,710	899	2,771	2,852	382	614	1,499	1,693
September	12,555	1,181	4,065	2,826	411	762	1,434	1,876
October	11,905	899	4,892	2,283	570	761	1,289	1,211
November	9,765	721	2,825	2,667	344	936	1,194	1,078
December	11,256	852	3,115	3,026	395	863	1,733	1,272
	12,047	819	3,786	3,063	366	928	1,399	1,686
Used passenger cars								
Annual totals								
January	312,810	21,070	107,480	99,351	10,969	14,814	27,071	32,055
February	19,087	1,250	6,086	6,498	716	791	1,867	1,879
March	23,059	1,493	7,586	7,697	773	900	1,985	2,625
April	29,911	1,968	10,811	9,203	985	1,286	2,558	3,100
May	31,659	2,088	10,927	10,025	1,097	1,476	2,937	3,109
June	32,670	2,238	11,625	10,553	1,253	1,369	2,721	2,911
July	33,218	2,342	11,868	10,497	1,175	1,483	2,613	3,240
August	28,610	1,896	9,940	8,956	946	1,393	2,402	3,077
September	27,621	2,211	9,432	8,410	928	1,282	2,312	3,046
October	23,016	1,754	8,309	6,801	783	1,133	1,858	2,378
November	20,336	1,299	6,956	6,414	723	1,201	1,665	2,078
December	22,502	1,288	7,329	7,257	779	1,294	2,260	2,295
	21,121	1,243	6,611	7,040	811	1,206	1,893	2,317
Used commercial vehicles								
Annual totals								
January	51,349	3,729	12,036	9,971	3,074	4,153	10,234	8,152
February	3,107	211	726	636	224	208	685	417
March	3,497	277	870	766	193	221	639	531
April	4,707	372	974	856	264	273	1,084	884
May	4,465	278	1,007	952	392	312	910	614
June	5,120	360	1,191	971	357	455	1,002	784
July	4,932	386	1,116	1,077	336	292	872	853
August	4,200	384	891	910	195	310	974	536
September	4,617	312	1,143	858	256	442	864	742
October	4,958	295	1,351	672	251	658	850	881
November	3,792	258	965	731	244	320	653	621
December	3,945	323	879	704	192	348	940	559
	4,009	273	923	838	170	314	761	730

(1) Includes Yukon and Northwest Territories.

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