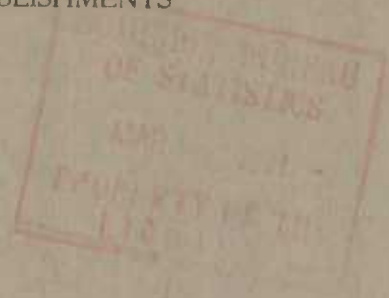


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Published by Authority of the Hon. James A. MacKINNON, M.P.,
Minister of Trade and Commerce.

CANADA
DOMINION BUREAU OF STATISTICS
CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS



SALES OF MOTOR VEHICLES
AND
MOTOR VEHICLE FINANCING
IN
CANADA

~~1939~~
1940



OTTAWA
1941

Price 25 cents

Published by Authority of the HON. JAMES A. MacKINNON, M. P.

Minister of Trade and Commerce

DEPARTMENT OF TRADE AND COMMERCE
DOMINION BUREAU OF STATISTICS
INTERNAL TRADE BRANCH
OTTAWA, CANADA

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SALES AND FINANCING OF MOTOR VEHICLES IN CANADA, 1940

Introduction

For several years the Internal Trade Branch of the Dominion Bureau of Statistics has published two series of monthly reports relating to the sale and financing of motor vehicles in Canada. One series shows the number and retail value of new motor vehicles sold each month, making a distinction between sales of new passenger cars and commercial vehicles. The second series covers the number of motor vehicle sales financed by the various finance companies and the corresponding amount of financing. Separate figures are available for the financing of new and used vehicles but no distinction is made between passenger and commercial models. This report summarizes the results of both series for 1940 together with comparative figures for earlier years and brings together in more permanent form the information contained in the monthly bulletins.

Statistics of motor vehicle sales are secured monthly from companies which manufacture or assemble motor vehicles in Canada and from manufacturers in the United States and Great Britain of vehicles made for sale in Canada. In 1940 monthly returns were received from 18 companies, which are listed in the appendix to this report. It is believed that the coverage of sales in this field is very complete. The retail value reported is the price paid by an individual purchaser at the Canadian point of manufacture and includes sales and excise taxes, charges for standard accessories, dealer's commission, etc. Freight charges from factory to place of purchase are excluded. Duty is included in the retail value of imported vehicles. Deliveries to the government for war purposes are not included in the published figures.

Statistics of financing are compiled from returns from all large finance companies in Canada which are engaged in purchasing accounts, contracts or notes arising out of retail sales of motor vehicles. The reporting companies give separate data for the financing of new and used vehicles but make no distinction as between passenger and commercial models. Statistics of refinancing are not included in the figures published. Original financing only is included. Data on financing were secured from 69 financing companies in 1940. The names of these companies are listed in the appendix to this report.

Summary

New Motor Vehicle Sales

Exclusive of deliveries to the government for war purposes, there were 130,552 new motor vehicles sold at retail for \$148,845,278 in Canada in 1940, up 14 per cent in number and 18 per cent in value over 1939 when 114,747 units were retailed for \$125,967,521. In only one of the preceding eight years for which figures are available did sales exceed the 1940 totals. In 1937 there were 144,441 units sold for \$149,170,527. Included in the 1940 totals are 101,789 new passenger models which sold for \$114,928,833, up 13 per cent in number and 18 per cent in value from the 90,054 units which retailed for \$97,131,128 in the preceding year. There were also 28,763 new commercial vehicles sold for \$33,916,445 in 1940, up 17 per cent in number and 18 per cent in value over corresponding figures for 1939.

Gains in the annual totals for 1940 over 1939 are due to marked increases in the first half of the year rather than to a continuous upward trend throughout the period under review. The number of new motor vehicles sold in the first six months of 1940 exceeded by 27 per cent the number sold in the corresponding period of 1939; passenger models increased 28 per cent while commercial model sales were up by 25 per cent. On the other hand, sales of new passenger and commercial models combined were 6 per cent lower in the second half of 1940 compared with 1939, passenger models declining by 10 per cent while commercial models were up by 6 per cent.

The market for commercial vehicles in 1940 was strengthened by demand arising from the increased industrial and commercial activity of the country. Purchases of passenger models were stimulated by increased purchasing power in consumers' hands due to higher incomes. Higher prices for passenger cars resulting from new taxation schedules introduced in the latter part of June and revised upwards in December was a factor acting in the opposite direction.

Gains over 1939 were most impressive in the early months of the year, increases for new passenger car models ranging as high as 73 per cent in February, 1940, over February, 1939. These marked gains must be regarded in the light of conditions prevailing in the earlier period, sales for the first part of 1939 standing materially below the level of previous years. Sales of passenger models in April were 8 per cent higher than in April, 1939, May sales were up 16 per cent while a wave of buying in anticipation of price increases following the introduction of the June budget resulted in a 43 per cent increase in sales over June of 1939. Decreases ranging from 15 per cent to 28 per cent were recorded in the following four months while sales in November and December were equal to or slightly above the level of corresponding months in 1939.

Annual results on a regional basis for passenger and commercial vehicles combined reveal gains in all regions for which separate details are compiled excepting the province of Alberta where sales were practically unchanged. Increases in passenger car sales for other regions ranged from 9 per cent in Quebec to 17 per cent in Ontario. Saskatchewan sales gained 16 per cent; the Maritime Provinces, 13 per cent; British Columbia, 11 per cent; and Manitoba 10 per cent. In the commercial vehicle field Saskatchewan was in the lead with an increase of 57 per cent in number of units sold compared with the preceding year. Sales in the Maritime Provinces and Manitoba were up 28 per cent; British Columbia sales were up 11 per cent, Quebec, 9 per cent, and Ontario, 8 per cent.

Used Vehicle Sales

Complete statistics covering the sale of used motor vehicles are available only for the year 1937 as the result of a special survey taken for that year and for which details were secured direct from all the retail distributors of motor vehicles in the country. Returns from a large sample of dealers are secured annually and from these statements it is possible to compute fairly accurate estimates of the number and selling value of all used models sold during recent years. Results of the survey for 1939 show that 254,740 used vehicles were sold for \$87,033,000 in that year, practically unchanged in number and value from the 251,065 used vehicles which retailed for \$87,238,000 in 1938. These figures relate to used models in both the passenger and commercial fields and are the most accurate estimates available for these years. Results of the complete survey for 1937 show that 271,162 used models were sold for \$87,605,733.

Saskatchewan was the only province to register an appreciable change in the market for used vehicles between 1938 and 1939, an increase of 36 per cent in number of vehicles being recorded. Separate compilations for the four largest cities in Canada show increases in number of used vehicle sales in 1939 over 1938 amounting to 10 per cent in Vancouver, 6 per cent in Winnipeg, and 2 per cent in Toronto. Montreal sales declined by 1 per cent.

Returns from the sample of individual dealers reporting for 1940 will not be complete until later in the year. Reports from 274 retail firms indicate that there was a 10 per cent increase in the number of used vehicles sold in 1940 compared with 1939 while the value of sales increased by 13 per cent. The 274 firms sold 48,169 used vehicles for \$17,363,298 in 1939 and 53,041 used vehicles for \$20,397,439 in 1940.

Used Motor Vehicle Sales, 1938 and 1939

(Estimated by applying trend from annual sample to totals for 1937 as obtained from complete survey for that year)

	Number of Vehicles Sold			Value of Sales		
	1938	1939	% Change 1939/38	1938	1939	% Change 1939/38
Maritime Provinces ..	20,651	22,035	+ 6.7	6,982,000	7,289,000	+ 4.4
Quebec	42,158	41,231	- 2.2	14,662,000	14,237,000	- 2.9
Ontario	124,839	124,090	- 0.6	41,776,000	40,230,000	- 3.7
Manitoba	13,161	12,924	- 1.8	4,849,000	4,791,000	- 1.2
Saskatchewan	10,444	14,193	+ 35.9	3,811,000	5,198,000	+ 36.4
Alberta	18,621	18,398	- 1.2	7,054,000	7,160,000	+ 1.5
British Columbia	21,191	21,869	+ 3.2	8,104,000	8,128,000	+ 0.3
CANADA	251,065	254,740	+ 1.5	87,238,000	87,033,000	- 0.2
Montreal	20,697	20,511	- 0.9	7,480,000	7,293,000	- 2.5
Toronto	31,510	32,266	+ 2.4	10,955,000	10,966,000	+ 0.1
Winnipeg	7,397	7,833	+ 5.9	2,942,000	3,092,000	+ 5.1
Vancouver	9,992	10,981	+ 9.9	3,750,000	3,916,000	+ 5.0

Motor Vehicle Financing



The trend in financing of new motor vehicles in 1940 paralleled that in sales, pronounced increases in the first part of the year being modified by declines or more moderate gains in later months. There were 42,982 new motor vehicles whose purchases were financed by finance companies for \$33,473,397 in 1940, up 15 per cent in number and 20 per cent in amount of financing over 1939. Combined figures for Manitoba and Saskatchewan were up 39 per cent in number and 46 per cent in amount of financing in 1940 over the preceding year. The Maritime Provinces came second with a gain of 23 per cent in number of units financed followed by Ontario at 17 per cent, Quebec, 8 per cent; and British Columbia, 1 per cent. The number of new vehicles whose purchases were financed in Alberta declined by 4 per cent.

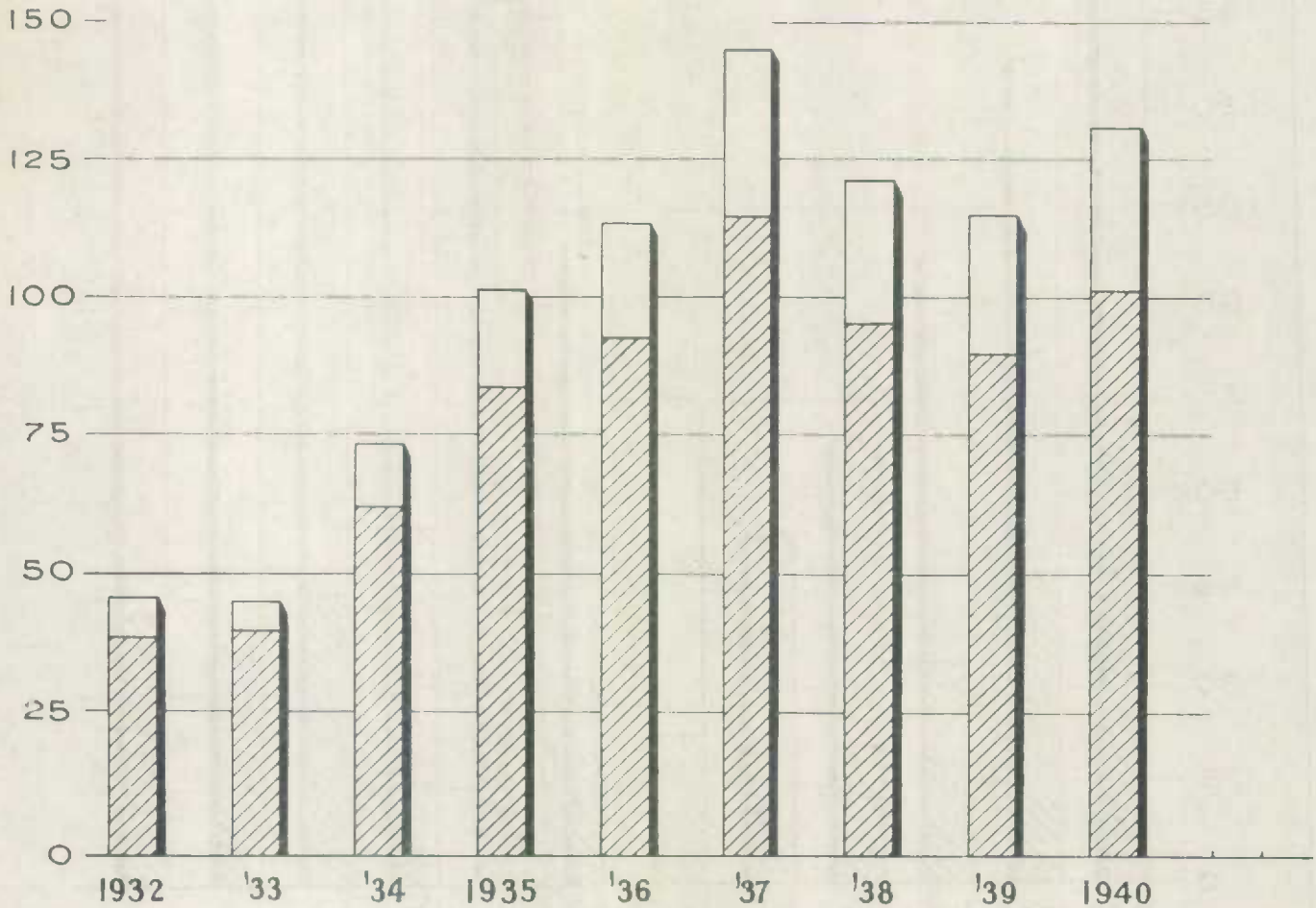
Financing by finance companies is also important in the used vehicle field. There were 133,596 used motor vehicles whose purchases were financed in 1940 to the amount of \$41,762,396, up 15 per cent in number and 20 per cent in value over the preceding year. Increases were recorded in all months of the year under review compared with 1939. A major gain of 32 per cent in February corresponded with large increases in both sales and financing of new vehicles. An outstanding feature of the results for used vehicles was the pronounced gain in September when the number of units financed exceeded by 35 per cent the number in September, 1939. Results on a geographical basis for used vehicle financing show fairly uniform gains of from 18 to 20 per cent for the Maritime Provinces, for Ontario and for the combined figures of Manitoba and Saskatchewan. Increases for Quebec, Alberta and British Columbia were also uniform, deviating within narrow limits of 8 per cent.

NUMBER OF NEW MOTOR VEHICLES SOLD IN CANADA

1932-1940
(000's omitted)

LEGEND

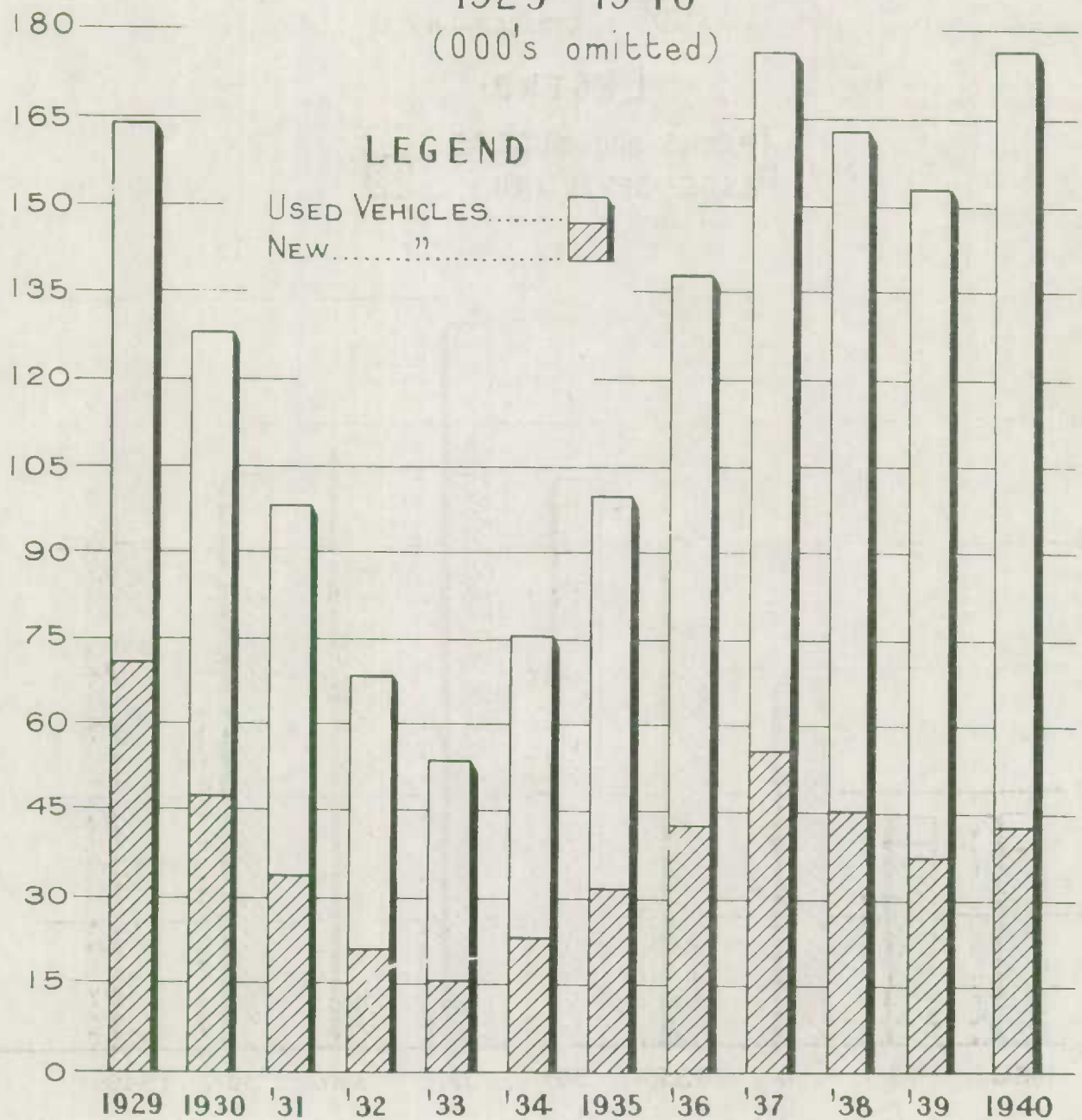
TRUCKS and BUSES.....
PASSENGER CARS.....



NUMBER OF MOTOR VEHICLE SALES FINANCED IN CANADA

1929 - 1940

(000's omitted)



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Table 1.—Summary of New Motor Vehicle Sales in Canada, by Years, 1933-1940

Year		Total Vehicles			Passenger Cars			Trucks and Buses		
		Number	Retail Value		Number	Retail Value		Number	Retail Value	
			Total	Average per Vehicle		Total	Average per Vehicle		Total	Average per Vehicle
1933	Number or Amount .. Per cent.	45,332 100.0	\$ 45,450,230 100.0	\$ 1,003	39,568 87.3	\$ 39,692,630 87.3	\$ 1,003	5,764 12.7	\$ 5,757,600 12.7	\$ 999
1934	Number or Amount .. Per cent.	73,358 100.0	\$ 75,785,461 100.0	\$ 1,033	61,503 83.8	\$ 63,566,402 83.9	\$ 1,034	11,855 16.2	\$12,219,059 16.1	\$ 1,031
1935	Number or Amount .. Per cent.	101,461 100.0	\$101,742,449 100.0	\$ 1,003	83,242 82.0	\$ 83,429,114 82.0	\$ 1,002	18,219 18.0	\$18,213,335 18.0	\$ 1,005
1936	Number or Amount .. Per cent.	113,314 100.0	\$117,582,796 100.0	\$ 1,038	92,287 81.4	\$ 95,403,199 81.1	\$ 1,034	21,027 18.6	\$22,179,597 18.9	\$ 1,055
1937	Number or Amount .. Per cent.	144,441 100.0	\$149,170,527 100.0	\$ 1,033	114,275 79.1	\$113,886,334 78.4	\$ 1,023	30,166 20.9	\$32,284,193 21.6	\$ 1,070
1938	Number or Amount .. Per cent.	121,165 100.0	\$135,011,908 100.0	\$ 1,114	95,751 79.0	\$105,006,462 77.8	\$ 1,097	25,414 21.0	\$30,005,446 22.2	\$ 1,181
1939	Number or Amount .. Per cent.	114,747 100.0	\$125,967,521 100.0	\$ 1,033	90,054 78.5	\$ 97,131,128 77.1	\$ 1,079	24,693 21.5	\$28,836,393 22.9	\$ 1,168
1940	Number or Amount .. Per cent.	130,552 100.0	\$148,845,278 100.0	\$ 1,140	101,789 78.0	\$114,928,833 77.2	\$ 1,129	28,763 22.0	\$33,916,445 22.8	\$ 1,179

Table 2.—Summary of New Motor Vehicle Sales in Canada, by Provinces, 1940

Province	Total Vehicles			Passenger Cars			Trucks and Buses		
	Number	Retail Value		Number	Retail Value		Number	Retail Value	
		Total	Average per Vehicle		Total	Average per Vehicle		Total	Average per Vehicle
Maritime Provinces, Number or Amount ... Per cent .	10,941 100.0	\$12,090,211 100.0	\$ 1,105	7,899 72.2	\$ 8,692,036 71.9	\$ 1,100	3,042 27.8	\$ 3,398,175 28.1	\$ 1,117
Quebec, Number or Amount ... Per cent .	23,284 100.0	\$27,549,952 100.0	\$ 1,183	18,220 78.3	\$21,375,613 77.6	\$ 1,173	5,064 21.7	\$ 6,174,339 22.4	\$ 1,219
Ontario, Number or Amount ... Per cent .	58,104 100.0	\$66,599,861 100.0	\$ 1,146	48,777 83.9	\$55,103,911 82.7	\$ 1,130	9,327 16.1	\$11,495,950 17.3	\$ 1,233
Manitoba, Number or Amount ... Per cent .	7,715 100.0	\$ 8,562,617 100.0	\$ 1,110	5,819 75.4	\$ 6,439,292 75.2	\$ 1,107	1,896 24.6	\$ 2,123,325 24.8	\$ 1,120
Saskatchewan, Number or Amount ... Per cent .	11,599 100.0	\$12,597,406 100.0	\$ 1,086	6,936 59.8	\$ 7,554,346 60.0	\$ 1,089	4,663 40.2	\$ 5,043,060 40.0	\$ 1,082
Alberta, Number or Amount ... Per cent .	10,191 100.0	\$11,336,768 100.0	\$ 1,112	7,264 71.3	\$ 8,036,323 70.9	\$ 1,106	2,927 28.7	\$ 3,300,445 29.1	\$ 1,128
British Columbia, Number or Amount ... Per cent .	8,718 100.0	\$10,108,463 100.0	\$ 1,159	6,874 78.8	\$ 7,727,312 76.4	\$ 1,124	1,844 21.2	\$ 2,381,151 23.6	\$ 1,291

Table 3. --New Motor Vehicle Sales, in Canada, by Provinces, 1939 and 1940.

Province	Number of Vehicles			Retail Value		
	1939	1940	% Change, 1940/1939	1939	1940	% Change, 1940/1939
<u>Passenger Cars</u>						
CANADA	90,054	101,789	+ 13.0	\$ 97,131,128	\$ 114,928,833	+ 18.3
Maritimes	6,982	7,899	+ 13.1	7,320,298	8,692,036	+ 18.7
Quebec	16,700	18,220	+ 9.1	18,916,795	21,375,613	+ 13.0
Ontario	41,544	48,777	+ 17.4	44,707,338	55,103,911	+ 23.3
Manitoba	5,287	5,819	+ 10.1	5,641,396	6,459,292	+ 14.1
Saskatchewan	5,971	6,936	+ 16.2	6,222,402	7,554,346	+ 21.4
Alberta	7,361	7,264	- 1.3	7,702,224	8,036,323	+ 4.3
British Columbia	6,209	6,874	+ 10.7	6,620,675	7,727,312	+ 16.7
<u>Trucks and Buses</u>						
CANADA	24,693	28,763	+ 16.5	\$ 28,836,393	\$ 33,916,445	+ 17.6
Maritimes	2,386	3,042	+ 27.5	2,553,888	3,398,175	+ 33.1
Quebec	4,629	5,064	+ 9.4	5,691,830	6,174,339	+ 8.5
Ontario	8,631	9,327	+ 8.1	10,481,209	11,495,950	+ 9.7
Manitoba	1,483	1,896	+ 27.8	1,595,900	2,123,325	+ 33.0
Saskatchewan	2,970	4,663	+ 57.0	3,108,777	5,043,060	+ 62.2
Alberta	2,929	2,927	- 0.1	3,348,194	3,300,445	- 1.4
British Columbia	1,665	1,844	+ 10.8	2,056,595	2,381,151	+ 15.8
<u>Total Vehicles</u>						
CANADA	114,747	130,552	+ 13.8	\$ 125,967,521	\$ 148,845,278	+ 18.2
Maritimes	9,368	10,941	+ 16.8	9,874,186	12,090,211	+ 22.4
Quebec	21,329	23,284	+ 9.2	24,608,625	27,549,952	+ 12.0
Ontario	50,175	58,104	+ 15.8	55,188,547	66,599,861	+ 20.7
Manitoba	6,770	7,715	+ 14.0	7,237,296	8,562,617	+ 18.3
Saskatchewan	8,941	11,599	+ 29.7	9,331,179	12,597,406	+ 35.0
Alberta	10,290	10,191	- 1.0	11,050,418	11,336,768	+ 2.6
British Columbia	7,874	8,718	+ 10.7	8,677,270	10,108,463	+ 16.5

Table 4.—Percentage Distribution of New Motor Vehicle Sales,
by Provinces, 1934 - 1940

Province	1934	1935	1936	1937	1938	1939	1940
<u>Passenger Cars</u>							
CANADA	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Maritimes	8.5	6.9	7.2	8.1	7.4	7.8	7.8
Quebec	17.3	17.3	19.6	19.8	19.0	18.5	17.9
Ontario	53.2	53.3	50.3	48.5	49.6	46.1	47.9
Manitoba	4.8	5.2	4.7	5.4	5.8	5.9	5.7
Saskatchewan	3.5	3.9	4.5	5.0	3.9	6.6	6.8
Alberta	6.4	6.8	5.9	6.0	7.9	8.2	7.1
British Columbia	6.3	6.6	7.8	7.2	6.4	6.9	6.8

<u>Trucks and Buses</u>							
CANADA	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Maritimes	10.5	11.1	12.3	12.5	9.9	9.7	10.6
Quebec	17.5	18.0	18.4	22.5	19.4	18.7	17.6
Ontario	43.5	40.9	39.4	37.1	35.4	35.0	32.4
Manitoba	7.1	7.5	7.1	7.4	8.7	6.0	6.6
Saskatchewan	3.2	4.4	5.3	4.6	7.9	12.0	16.2
Alberta	9.5	8.6	8.0	7.1	11.8	11.9	10.2
British Columbia	8.7	9.5	9.5	8.8	6.9	6.7	6.4

<u>Total Vehicles</u>							
CANADA	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Maritimes	8.8	7.6	8.2	9.0	7.9	8.2	8.4
Quebec	17.4	17.5	19.4	20.4	19.1	18.6	17.8
Ontario	51.6	51.1	48.2	46.2	46.7	43.7	44.5
Manitoba	5.2	5.6	5.1	5.8	6.4	5.9	5.9
Saskatchewan	3.4	4.0	4.7	4.9	4.7	7.8	8.9
Alberta	6.9	7.1	6.3	6.2	8.7	9.0	7.8
British Columbia	6.7	7.1	8.1	7.5	6.5	6.8	6.7

Table 5.—New Motor Vehicle Sales in Canada, by Months, 1939 and 1940.

Month	Number			Retail Value		
	1939	1940	% Change, 1940/1939	1939	1940	% Change, 1940/1939
				\$	\$	
<u>Passenger Cars</u>						
Totals	90,054	101,789	+ 13.0	97,131,128	114,928,833	+ 18.3
January	4,795	6,738	+ 40.5	5,208,101	7,432,432	+ 42.7
February	4,507	7,780	+ 72.6	4,824,522	8,575,959	+ 77.8
March	7,998	10,481	+ 31.0	8,551,808	11,509,313	+ 34.6
April	14,255	15,453	+ 8.4	15,199,487	16,871,449	+ 11.7
May	14,334	16,646	+ 16.1	15,322,041	18,245,541	+ 19.1
June	8,620	12,604	+ 46.2	9,117,587	13,924,757	+ 52.7
July	5,826	4,542	- 22.0	6,169,562	5,177,521	- 16.1
August	3,672	2,755	- 25.0	3,951,690	3,247,281	- 17.8
September	4,948	3,572	- 27.8	5,447,746	4,372,197	- 19.7
October	5,682	4,827	- 15.0	6,252,431	5,820,735	- 6.9
November	7,613	7,616	(x)	8,517,726	9,101,225	+ 6.9
December	7,804	8,775	+ 12.4	8,568,427	10,550,425	+ 23.1

Trucks and Buses

Totals	24,693	28,763	+ 16.5	28,836,393	33,916,445	+ 17.6
January	1,140	2,036	+ 78.6	1,414,762	2,459,831	+ 73.9
February	1,185	2,054	+ 73.3	1,519,869	2,395,588	+ 57.6
March	2,195	2,515	+ 14.6	2,567,669	2,875,350	+ 12.0
April	3,113	3,381	+ 8.6	3,553,479	3,866,451	+ 8.8
May	3,503	3,961	+ 13.1	3,982,821	4,557,609	+ 14.4
June	2,338	2,950	+ 26.2	2,740,190	3,401,780	+ 24.1
July	2,057	2,276	+ 10.6	2,325,584	2,585,809	+ 11.2
August	2,494	2,244	- 10.0	2,803,982	2,587,693	- 7.7
September	1,808	2,011	+ 11.2	2,177,209	2,404,089	+ 10.4
October	1,219	1,665	+ 36.6	1,502,242	2,155,441	+ 43.5
November	1,601	1,525	- 4.7	1,873,263	1,985,032	+ 6.0
December	2,040	2,145	+ 5.1	2,375,323	2,641,772	+ 11.2

Total Vehicles

Totals	114,747	130,552	+ 13.8	125,967,521	148,845,278	+ 18.2
January	5,935	8,774	+ 47.8	6,622,863	9,892,263	+ 49.4
February	5,692	9,834	+ 72.8	6,344,391	10,971,547	+ 72.9
March	10,193	12,996	+ 27.5	11,119,477	14,384,663	+ 29.4
April	17,368	18,834	+ 8.4	18,752,966	20,837,900	+ 11.1
May	17,837	20,607	+ 15.5	19,304,862	22,803,150	+ 18.1
June	10,958	15,554	+ 41.9	11,857,777	17,326,537	+ 46.1
July	7,883	6,818	- 13.5	8,495,146	7,763,330	- 8.6
August	6,166	4,999	- 18.9	6,755,672	5,834,974	- 13.6
September	6,756	5,583	- 17.4	7,624,955	6,776,286	- 11.1
October	6,901	6,492	- 5.9	7,754,673	7,976,176	+ 2.9
November	9,214	9,141	- 0.8	10,390,989	11,086,255	+ 6.7
December	9,844	10,920	+ 10.9	10,943,750	13,192,197	+ 20.5

(x) Change is less than 0.1 per cent.

Table 6.—New Motor Vehicle Sales, by Provinces and Months, 1940

Month	CANADA	Maritime Provinces	Quebec	Ontario	Manitoba	Saskat- chewan	Alberta	British Columbia
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Passenger Cars

Total	101,789	7,899	18,220	48,777	5,819	6,936	7,264	6,874
January	6,738	392	856	3,363	562	439	607	519
February	7,780	365	1,384	3,781	525	487	584	654
March	10,481	845	1,808	5,134	612	677	697	698
April	15,453	1,742	3,328	6,600	988	974	838	983
May	16,646	1,580	2,690	8,096	964	1,379	1,209	728
June	12,604	856	2,076	5,995	724	961	1,081	911
July	4,542	386	1,519	1,535	159	328	252	363
August	2,755	257	546	1,183	174	207	173	215
September	3,572	314	445	1,850	197	256	268	242
October	4,827	352	724	2,597	192	332	318	312
November	7,616	496	1,321	4,008	309	435	536	511
December	8,775	314	1,523	4,635	403	461	701	738

Trucks and Buses

Total	28,763	3,042	5,064	9,327	1,896	4,663	2,927	1,844
January	2,036	220	283	744	201	251	183	154
February	2,054	297	227	760	200	186	198	186
March	2,515	326	381	935	153	244	264	212
April	3,381	468	702	1,068	206	495	246	196
May	3,961	530	847	1,179	254	594	362	195
June	2,950	285	596	999	173	429	282	186
July	2,276	143	620	689	128	423	157	116
August	2,244	160	252	455	132	755	381	109
September	2,011	145	284	382	118	682	287	113
October	1,665	142	285	532	125	281	186	114
November	1,525	127	244	588	93	164	189	120
December	2,145	199	343	996	113	159	192	143

(Concluded on Page 14.)

Table 6.--New Motor Vehicle Sales, by Provinces and Months, 1940.
(Concluded)

Month	CANADA	Maritime Provinces	Quebec	Ontario	Manitoba	Saskat- chewan	Alberta	British Columbia
<u>Total Vehicles</u>								
Total	130,552	10,941	23,284	58,104	7,715	11,599	10,191	8,718
January	8,774	612	1,139	4,107	763	620	790	675
February	9,834	662	1,611	4,541	725	673	782	840
March	12,996	1,171	2,189	6,069	775	321	961	910
April	18,834	2,210	4,030	7,668	1,194	1,469	1,084	1,179
May	20,607	2,110	3,537	9,275	1,218	1,973	1,571	923
June	15,554	1,141	2,672	6,994	897	1,590	1,263	1,097
July	6,818	529	2,139	2,224	287	751	409	479
August	4,999	417	798	1,638	306	962	554	324
September	5,583	459	729	2,232	315	938	555	355
October	6,492	494	1,009	3,129	317	615	504	426
November	9,141	623	1,565	4,596	402	590	725	631
December	10,920	513	1,866	5,631	516	620	893	881

Table 7.—Summary of Motor Vehicle Financing in Canada, by Years, 1930 - 1940.

Year		Total, New and Used Vehicles			New Vehicles			Used Vehicles		
		Number Financed	Amount of Financing Total	Average per Vehicle	Number Financed	Amount of Financing Total	Average per Vehicle	Number Financed	Amount of Financing Total	Average per Vehicle
1930	Number or Amount .. Per cent.	128,314 100.0	\$62,978,174 100.0	\$491	47,961 37.4	\$28,610,731 45.4	\$597	80,353 62.6	\$34,367,443 54.6	\$428
1931	Number or Amount .. Per cent.	98,623 100.0	\$41,941,254 100.0	\$425	33,988 34.5	\$20,869,547 49.8	\$614	64,635 65.5	\$21,071,707 50.2	\$326
1932	Number or Amount .. Per cent.	69,291 100.0	\$25,864,873 100.0	\$373	21,293 30.7	\$12,741,179 49.3	\$598	47,998 69.3	\$13,123,694 50.7	\$273
1933	Number or Amount .. Per cent.	54,238 100.0	\$20,158,788 100.0	\$372	15,880 29.3	\$10,030,368 49.8	\$632	38,358 70.7	\$10,128,420 50.2	\$264
1934	Number or Amount .. Per cent.	76,170 100.0	\$30,091,463 100.0	\$395	23,264 30.5	\$16,364,735 54.4	\$703	52,906 69.5	\$13,726,728 45.6	\$259
1935	Number or Amount .. Per cent.	100,178 100.0	\$40,251,521 100.0	\$402	31,950 31.9	\$22,410,656 55.7	\$701	68,228 68.1	\$17,840,865 44.3	\$261
1936	Number or Amount .. Per cent.	127,514 100.0	\$54,859,812 100.0	\$399	42,863 31.2	\$29,887,861 54.5	\$697	94,651 68.8	\$24,971,951 45.5	\$264
1937	Number or Amount .. Per cent.	177,898 100.0	\$75,850,173 100.0	\$426	56,247 31.6	\$40,664,675 53.6	\$723	121,651 68.4	\$35,185,498 46.4	\$289
1938	Number or Amount .. Per cent.	162,703 100.0	\$69,685,853 100.0	\$428	45,267 27.8	\$33,701,624 48.4	\$745	117,436 72.2	\$35,984,229 51.6	\$306
1939	Number or Amount .. Per cent.	153,107 100.0	\$62,768,746 100.0	\$410	37,320 24.4	\$27,852,627 44.4	\$746	115,787 75.6	\$34,916,119 55.6	\$302
1940	Number or Amount .. Per cent.	176,578 100.0	\$75,235,793 100.0	\$426	42,982 24.3	\$33,473,397 44.5	\$779	133,596 75.7	\$41,762,396 55.5	\$313

Table 8.--Summary of Motor Vehicle Financing, by Provinces, 1940

Province	Total, New and Used Vehicles			New Vehicles			Used Vehicles		
	Number Financed	Amount of Financing		Number Financed	Amount of Financing		Number Financed	Amount of Financing	
		Total	Average per Vehicle		Total	Average per Vehicle		Total	Average per Vehicle
CANADA, Number or Amount Per cent ...	176,578 100.0	\$75,235,793 100.0	\$426	42,982 24.3	\$33,473,397 44.5	\$779	133,596 75.7	\$41,732,396 55.5	\$313
Maritimes, Number or Amount Per cent ...	13,092 100.0	\$ 5,513,923 100.0	\$421	2,864 21.9	\$ 2,414,445 43.8	\$843	10,228 78.1	\$ 3,099,478 56.2	\$303
Quebec, Number or Amount Per cent ...	25,377 100.0	\$12,485,721 100.0	\$433	7,544 29.2	\$ 6,347,648 50.8	\$841	18,333 70.8	\$ 6,133,073 49.2	\$335
Ontario, Number or Amount Per cent ...	79,373 100.0	\$30,680,593 100.0	\$384	16,486 20.6	\$12,546,427 40.9	\$761	63,387 79.4	\$18,134,171 59.1	\$286
Manitoba & Saskat- chewan, Number or Amount Per cent ...	26,243 100.0	\$12,157,420 100.0	\$463	8,596 32.8	\$ 6,131,651 50.9	\$720	17,647 67.2	\$ 5,935,769 49.1	\$338
Alberta, Number or Amount Per cent ...	16,760 100.0	\$ 7,831,937 100.0	\$467	4,825 28.8	\$ 3,634,693 46.4	\$753	11,935 71.2	\$ 4,197,244 53.6	\$352
British Columbia, Number or Amount Per cent ...	14,733 100.0	\$ 6,536,194 100.0	\$446	2,667 18.1	\$ 2,338,533 35.6	\$877	12,066 81.9	\$ 4,227,661 64.4	\$350

Table 9.-- Motor Vehicle Financing, by Provinces, 1939 and 1940

Province	Number of Vehicles			Amount of Financing		
	1939	1940	% Change, 1940/1939	1939	1940	% Change, 1940/1939

\$

\$

New Vehicles

CANADA	37,320	42,982	+ 15.2	27,852,627	33,473,397	+ 20.2
Maritimes	2,325	2,864	+ 23.2	1,870,926	2,414,445	+ 29.1
Quebec	6,994	7,544	+ 7.9	5,582,736	6,347,648	+ 13.7
Ontario	14,144	16,486	+ 16.6	10,250,639	12,546,427	+ 22.4
Manitoba and Saskatchewan	6,187	8,596	+ 38.9	4,239,978	6,191,651	+ 46.0
Alberta	5,023	4,825	- 3.9	3,647,892	3,634,693	- 0.4
British Columbia	2,647	2,667	+ 0.8	2,260,426	2,338,533	+ 3.5

Used Vehicles

CANADA	115,787	133,596	+ 15.4	34,916,119	41,762,396	+ 19.6
Maritimes	8,549	10,228	+ 19.6	2,554,944	3,099,478	+ 21.3
Quebec	16,847	18,333	+ 8.3	5,481,783	6,138,075	+ 12.0
Ontario	53,114	63,387	+ 19.3	14,789,173	18,134,171	+ 22.6
Manitoba and Saskatchewan	15,021	17,647	+ 17.5	4,710,641	5,965,739	+ 26.6
Alberta	11,163	11,935	+ 6.9	3,750,048	4,197,244	+ 11.9
British Columbia	11,093	12,066	+ 8.8	3,629,530	4,227,661	+ 16.5

Total - New and Used Vehicles

CANADA	153,107	176,578	+ 15.3	62,768,746	75,235,793	+ 19.9
Maritimes	10,874	13,092	+ 20.4	4,425,870	5,513,923	+ 24.6
Quebec	23,841	25,877	+ 8.5	11,064,519	12,485,721	+ 12.8
Ontario	67,258	79,873	+ 18.8	25,039,842	30,680,598	+ 22.5
Manitoba and Saskatchewan	21,208	26,243	+ 23.7	8,950,619	12,157,420	+ 35.8
Alberta	16,186	16,760	+ 3.5	7,397,940	7,831,937	+ 5.9
British Columbia	13,740	14,733	+ 7.2	5,889,956	6,566,194	+ 11.5

Table 10. --Percentage Distribution of Motor Vehicle Financing,
by Provinces, 1938, 1939 and 1940

Province	Number of Vehicles			Amount of Financing		
	1938	1939	1940	1938	1939	1940

New Vehicles

CANADA	100.0	100.0	100.0	100.0	100.0	100.0
Maritimes	6.4	6.2	6.7	6.7	6.7	7.2
Quebec	19.0	18.7	17.6	20.5	20.1	19.0
Ontario	42.4	37.9	38.3	41.1	36.8	37.5
Manitoba and Saskatchewan ...	14.4	16.6	20.0	13.6	15.2	18.5
Alberta	11.6	13.5	11.2	11.2	13.1	10.8
British Columbia .	6.2	7.1	6.2	6.9	8.1	7.0

Used Vehicles

CANADA	100.0	100.0	100.0	100.0	100.0	100.0
Maritimes	6.9	7.4	7.7	7.0	7.3	7.4
Quebec	15.4	14.5	13.7	17.1	15.7	14.7
Ontario	49.2	45.9	47.5	45.9	42.4	43.4
Manitoba and Saskatchewan ...	11.2	13.0	13.2	11.5	13.5	14.3
Alberta	8.5	9.6	8.9	9.0	10.7	10.1
British Columbia .	8.7	9.6	9.0	9.5	10.4	10.1

Total - New and Used Vehicles

CANADA	100.0	100.0	100.0	100.0	100.0	100.0
Maritimes	6.8	7.1	7.4	6.9	7.1	7.3
Quebec	16.4	15.6	14.7	18.7	17.6	16.6
Ontario	47.4	43.9	45.2	43.6	39.9	40.8
Manitoba and Saskatchewan ...	12.1	13.8	14.9	12.5	14.2	16.2
Alberta	9.3	10.6	9.5	10.1	11.8	10.4
British Columbia .	8.0	9.0	8.3	8.2	9.4	8.7

Table 11.—Motor Vehicle Financing in Canada, by Months, 1939 and 1940

Month	Number of Vehicles			Amount of Financing		
	1939	1940	% Change, 1940/1939	1939	1940	% Change, 1940/1939
				\$	\$	
<u>New Vehicles</u>						
Totals	37,320	42,982	+ 15.2	27,852,627	33,473,397	+ 20.2
January	1,721	2,454	+ 42.6	1,247,446	1,834,988	+ 47.1
February	1,663	2,598	+ 56.2	1,271,563	1,963,864	+ 54.4
March	2,642	3,508	+ 32.8	1,963,902	2,590,162	+ 31.9
April	4,688	5,673	+ 21.0	3,372,364	4,201,659	+ 24.6
May	6,046	6,668	+ 10.3	4,515,982	5,041,701	+ 11.6
June	4,209	5,292	+ 25.7	3,246,659	3,979,592	+ 22.6
July	3,145	2,845	- 9.5	2,405,739	2,301,572	- 4.3
August	2,992	2,494	- 16.6	2,267,915	1,973,436	- 13.0
September	2,405	2,477	+ 3.0	1,793,221	2,015,926	+ 12.4
October	2,472	2,638	+ 6.7	1,749,308	2,156,746	+ 23.3
November	2,618	2,962	+ 13.1	1,908,245	2,571,930	+ 34.8
December	2,719	3,373	+ 24.1	2,110,283	2,841,821	+ 34.7

<u>Used Vehicles</u>						
Totals	115,787	133,596	+ 15.4	34,916,119	41,762,396	+ 19.6
January	4,814	5,615	+ 16.6	1,562,067	1,793,219	+ 14.8
February	5,234	6,934	+ 32.5	1,648,774	2,223,756	+ 34.9
March	7,834	9,174	+ 17.1	2,386,624	2,820,514	+ 18.2
April	11,535	14,031	+ 21.6	3,540,931	4,316,435	+ 21.9
May	15,881	17,621	+ 11.0	4,832,390	5,388,290	+ 11.5
June	14,506	15,867	+ 9.4	4,259,442	4,860,525	+ 14.1
July	12,656	14,661	+ 15.8	3,702,965	4,463,554	+ 20.5
August	11,202	12,145	+ 8.4	3,354,598	3,740,564	+ 11.5
September	7,778	10,512	+ 35.2	2,329,244	3,258,877	+ 39.9
October	9,228	10,576	+ 14.6	2,710,322	3,312,672	+ 22.2
November	8,025	9,077	+ 13.1	2,397,918	2,933,677	+ 22.3
December	7,094	7,383	+ 4.1	2,190,844	2,650,533	+ 21.0

Total - New and Used Vehicles

Totals	153,107	176,578	+ 15.3	62,768,746	75,235,793	+ 19.9
January	6,535	8,069	+ 23.5	2,809,513	3,628,207	+ 29.1
February	6,897	9,532	+ 38.2	2,920,337	4,187,620	+ 43.4
March	10,476	12,682	+ 21.1	4,350,526	5,410,676	+ 24.4
April	16,223	19,704	+ 21.5	6,913,295	8,518,094	+ 23.2
May	21,927	24,289	+ 10.8	9,348,372	10,429,991	+ 11.6
June	18,715	21,159	+ 13.1	7,506,101	8,840,117	+ 17.8
July	15,801	17,506	+ 10.8	6,108,704	6,764,906	+ 10.7
August	14,194	14,639	+ 3.1	5,622,513	5,714,000	+ 1.6
September	10,183	12,989	+ 27.6	4,122,465	5,274,803	+ 28.0
October	11,700	13,214	+ 12.9	4,459,630	5,469,418	+ 22.6
November	10,643	12,039	+ 13.1	4,306,163	5,505,607	+ 27.9
December	9,813	10,756	+ 9.6	4,301,127	5,492,354	+ 27.7

Table 12.—Sales and Financing of Sales of New Motor Vehicles Compared,
by Provinces and Months, 1940

Month	CANADA			Maritime Provinces			Quebec			Ontario		
	Sold	Financed		Sold	Financed		Sold	Financed		Sold	Financed	
	Number	Number	% of Number Sold	Number	Number	% of Number Sold	Number	Number	% of Number Sold	Number	Number	% of Number Sold
Totals ...	130,552	42,982	32.9	10,941	2,864	26.2	23,284	7,544	32.4	58,104	16,486	28.4
January	8,774	2,454	28.0	612	144	23.5	1,139	329	28.9	4,107	975	23.7
February	9,834	2,598	26.4	662	147	22.2	1,611	379	23.5	4,541	1,058	23.3
March	12,996	3,508	27.0	1,171	204	17.4	2,189	565	25.8	6,069	1,381	22.8
April	18,834	5,675	30.1	2,210	424	19.2	4,030	1,262	31.3	7,668	2,135	27.8
May	20,607	6,668	32.4	2,110	586	27.8	3,537	1,415	40.0	9,275	2,425	26.1
June	15,554	5,292	34.0	1,141	373	32.7	2,672	890	33.3	6,994	2,023	28.9
July	6,818	2,845	41.7	529	204	38.6	2,139	449	21.0	2,224	1,048	47.1
August	4,999	2,494	49.9	417	155	37.2	798	409	51.3	1,638	818	49.9
September	5,583	2,477	44.4	459	134	29.2	729	348	47.7	2,232	789	35.3
October	6,492	2,638	40.6	494	137	27.7	1,009	436	43.2	3,129	1,024	32.7
November	9,141	2,962	32.4	623	153	24.6	1,565	514	32.8	4,596	1,292	28.1
December	10,920	3,373	30.9	513	203	39.6	1,866	548	29.4	5,631	1,518	27.0

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Month	Man. and Sask.			Alberta			British Columbia		
	Sold	Financed		Sold	Financed		Sold	Financed	
	Number	Number	% of Number Sold	Number	Number	% of Number Sold	Number	Number	% of Number Sold
Totals	19,314	8,596	44.5	10,191	4,825	47.3	8,718	2,667	30.6
January	1,453	477	32.8	790	353	44.7	673	176	26.2
February	1,398	450	32.2	782	336	43.0	840	228	27.1
March	1,696	692	40.8	961	398	41.4	910	268	29.5
April	2,663	1,131	42.5	1,084	412	38.0	1,179	309	26.2
May	3,191	1,242	38.9	1,571	683	43.5	923	317	34.3
June	2,287	1,024	44.8	1,363	637	46.7	1,097	345	31.4
July	1,038	633	61.0	409	330	80.7	479	181	37.8
August	1,268	644	50.8	554	331	59.7	324	137	42.3
September	1,253	782	62.4	555	301	54.2	355	123	34.6
October	930	596	64.1	504	309	61.3	426	136	31.9
November	1,001	506	50.5	725	325	44.8	631	172	27.3
December	1,136	419	36.9	893	410	45.9	881	275	31.2

Table 13.--Sales and Financing of Sales of New Motor Vehicles
in Canada Compared-- 1932 - 1940

Year	Sales of New Vehicles		Financing of Sales of New Motor Vehicles			
	Number of Vehicles	Retail Value	Number of Vehicles	Per Cent of Total Number Sold	Amount of Financing	Per Cent of Value of Total Number Sold
		\$			\$	
1932	45,870	45,260,742	21,293	46.4	12,741,179	28.2
1933	45,332	45,450,230	15,880	35.0	10,030,368	22.1
1934	73,358	75,785,461	23,264	31.7	16,364,735	21.6
1935	101,461	101,742,449	31,950	31.5	22,410,656	22.0
1936	113,314	117,582,796	42,863	37.8	29,887,861	25.4
1937	144,441	149,170,527	56,247	38.9	40,664,675	27.3
1938	121,165	135,011,908	45,267	37.4	33,701,624	25.0
1939	114,747	125,967,521	37,320	32.5	27,852,627	22.1
1940	130,552	148,845,278	42,982	32.9	33,473,397	22.5

Table 14.--Sales and Financing of Sales of New Motor Vehicles
Compared by Provinces, 1940

Year	Sales of New Vehicles		Financing of Sales of New Motor Vehicles			
	Number of Vehicles	Retail Value	Number of Vehicles	Per Cent of Total Number Sold	Amount of Financing	Per Cent of Value of Total Number Sold
		\$			\$	
CANADA, Total	130,552	148,845,278	42,982	32.9	33,473,397	22.5
Maritimes ...	10,941	12,090,211	2,864	26.2	2,414,445	20.0
Quebec	23,284	27,549,952	7,544	32.4	6,347,648	23.0
Ontario	58,104	66,599,861	16,486	28.4	12,546,427	18.8
Manitoba and Saskatchewan	19,314	21,160,023	8,596	44.5	6,191,651	29.3
Alberta	10,191	11,336,768	4,825	47.3	3,634,693	32.1
British Columbia ...	8,718	10,108,463	2,667	30.6	2,338,533	23.1

List of Manufacturers Reporting New Motor Vehicle
Sales in Canada

1. The Austin Motor Company Limited
2. Chrysler Corporation of Canada Limited
3. Diamond T Motor Car Company
4. Federal Motor Truck Company
5. Ford Motor Company of Canada Limited
6. General Motors Products of Canada Limited
7. Graham Paige Motors (Canada) Limited
8. Hayes Manufacturing Company Limited
9. Hudson Motors of Canada Limited
10. Hupp Motor Car Corporation of Canada Limited
11. International Harvester Company of Canada Limited
12. Leyland Motors Limited
13. The Nash Motors Company
14. Packard Motor Car Company of Canada Limited
15. Reo Motor Car Company
16. The Studebaker Corporation
17. The White Company Limited
18. Willys Export Corporation

List of Companies Reporting Financing of Motor Vehicle Sales in Canada

<u>Name of Company</u>	<u>Address</u>	<u>Address</u>
1. Acme Finance Company	427 Hamilton St.,	Vancouver, B. C.
2. Allan, Killam & McKay, Ltd.,	364 Main St.,	Winnipeg, Man.
3. Alliance Finance Company	37 Bloor St., W.,	Toronto, Ont.
4. Associated Finance Company	447-9 Talbot St.,	London, Ont.
5. Atlas Finance Co., Ltd.,	771 Dunsmuir St.,	Vancouver, B. C.
6. Automobile Finance, Ltd.,	Imperial Bank Bldg.,	Saskatoon, Sask.
7. Black & Armstrong, Ltd.,	200 Toronto General Trusts Bldg.,	Winnipeg, Man.
8. Breen Motor Co., Ltd., The	Main St.,	Winnipeg, Man.
9. British Canadian Finance, Ltd.,	Herald Bldg.,	Lethbridge, Alta.
10. Canada Finance Corp., Ltd.,	304 Grain Exchange Bldg.,	Calgary, Alta.
11. Canadian Acceptance Corp., Ltd.,	44 Victoria St.,	Toronto, Ont.
12. Canadian Fire Insurance Co., The	333 Main St.,	Winnipeg, Man.
13. Canadian Indemnity Company	333 Main St.,	Winnipeg, Man.
14. Canadian Securities Ltd.,	202 Lombard Bldg.,	Winnipeg, Man.
15. Capital Finance & Realty Co., Ltd., The	122 Adelaide St., E.,	Toronto, Ont.
16. Capital Finance Corp., Ltd.,	10158 Jasper Ave.,	Edmonton, Alta.
17. Carnegie Finance & Investment Co., Ltd.,	609 Paris Bldg.,	Winnipeg, Man.
18. Century Credit Corporation	Canada Cement Bldg.,	Montreal, Que.
19. Century Finance Corp., Ltd.,	Merchants Fire Bldg.,	Toronto, Ont.
20. Colonial Finance Corp., Ltd.,	21 Dundas Square,	Toronto, Ont.
21. Columbia Securities, Ltd.,	821 Hall Bldg.,	Vancouver, B. C.
22. Commercial Credit Corp., of Canada, Ltd.,	614 Metropolitan Bldg.,	Toronto, Ont.
23. Commercial Securities Corp., Ltd.,	362 Main Street,	Winnipeg, Man.
24. Consolidated Motors, Ltd.,	229-235 Main St.,	Winnipeg, Man.
25. Crabb and Company Ltd.,	606-607 Avenue Bldg.,	Winnipeg, Man.
26. Danforth Finance Company	898 Danforth Ave.,	Toronto, Ont.
27. Economy Finance Corporation, Ltd.,	331 Bay St.,	Toronto, Ont.
28. Edmonton Credit Co., Ltd.,	Edmonton Credit Bldg.,	Edmonton, Alta.
29. Evans, H.M.E., & Co., Ltd.,	C.P.R. Building,	Edmonton, Alta.
30. Fidelity Trust Co., The	701 Union Trust Bldg.,	Winnipeg, Man.
31. Garry Finance Corporation, Ltd.,	511 Paris Bldg.,	Winnipeg, Man.
32. General Finance Corp., Ltd.,	37 Crown St.,	Quebec, Que.
33. General Motors Acceptance Corp.,		Oshawa, Ont.
34. General Securities, Ltd.,	744 Hastings St., W.,	Vancouver, B. C.
35. Harris Finance Company	211 Canada Bldg.,	Windsor, Ont.
36. Huggard & Co., Ltd.,	1 Somerset Bldg.,	Winnipeg, Man.
37. Industrial Acceptance Corp., Ltd.,	1440 Sun Life Bldg.,	Montreal, Que.
38. Insurance & Discount Corp., Ltd.,	139 Church St.,	Toronto, Ont.
39. Interior Motor Finance Corp., Ltd.,	554 Ward St.,	Nelson, B. C.
40. Inter-Provincial Financiers, Ltd.,	553 Granville St.,	Vancouver, B. C.
41. Island Finances, Ltd.,	1112 Broad St.,	Victoria, B. C.
42. Local Mercantile Corp., Ltd., The	210 Great West Permanent Bldg.,	Winnipeg, Man.
43. MacKinnon, Jas. A., Ltd.,	Bank of Toronto Bldg.,	Edmonton, Alta.
44. Manchester Acceptance Corp., Ltd.,	68 Main St.,	Galt, Ont.
45. Maritime Finance, Ltd.,	452 Barrington St.,	Halifax, N. S.
46. Melvin and Company	Dominion Bank Bldg.,	Calgary, Alta.
47. Monarch Finance & Investments, Ltd.,	814 Canada Bldg.,	Saskatoon, Sask.
48. Motor Agencies, Ltd.,	901 Seymour St.,	Vancouver, B. C.

List of Companies Reporting Financing of Motor Vehicle Sales in
Canada--(Concl'd)

<u>Name of Company</u>		<u>Address</u>
49. Motor Securities Co., Ltd.,	1095 Homer St.,	Vancouver, B. C.
50. Mutual Acceptance Corp., Ltd.,	321-7th Ave., W.,	Calgary, Alta.
51. National Loan & Acceptance Co., Ltd.,	1411 Crescent,	Montreal, Que.
52. Niagara Finance Co., Ltd.,	36 Niagara St.,	Welland, Ont.
53. North West Finance, Ltd.,		Prince Albert, Sask.
54. North West Mortgage Finance Co., Ltd.,		
	411 Paris Bldg.,	Winnipeg, Man.
55. Prudential Finance Corp., Ltd.,	109 King St.,	London, Ont.
56. Rithet Consolidated, Ltd.,	1117 Wharf St.,	Victoria, B. C.
57. Staebler, H. L., Co., Ltd.,	144 King St., W.,	Kitchener, Ont.
58. Standard Finance Corp., Ltd.,	200 Sterling Securities Bldg.,	
		Winnipeg, Man.
59. Sterling Finance Corporation,	430 Tegler Bldg.,	Edmonton, Alta.
60. Sterling Securities Corp., Ltd.,	Rose St., & 11th Ave.,	Regina, Sask.
61. Sutherland, John, & Sons, Ltd.,	Masonic Temple Bldg.,	Guelph, Ont.
62. Strand Finance	749 King St. E.,	Hamilton, Ont.
63. Toole, Peet & Co., Ltd.,	809-2nd St., W.,	Calgary, Alta.
64. Traders Finance Corp., Ltd.,	Canada Permanent Bldg.,	Toronto, Ont.
65. Underwriters Finance Corp., Ltd.,	675 W. Hastings St.,	Vancouver, B. C.
66. Wellington Acceptance Corp., Ltd., The		
	20 Douglas St.,	Guelph, Ont.
67. Western Finance Company	713 Columbia St.,	New Westminster, B.C.
68. Winnipeg Finance & Investment Co.,	364 Main Street,	Winnipeg, Man.
69. Winram Finance, Ltd.,	789 W. Pender St.,	Vancouver, B. C.

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