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An increase of 26.6 per cent in volume and 21.8 per cent in value was shown in financing of ixote= vehicle sales in Canada during liay. The total of new and used vehteles was 24,694, the financed value of which was $310,527,924$. These figures compare with 21,172 vehicles at $8,641,472$ for May, 1936.

Curnuative totals shoved increases of 50,8 per cent in number and 35.4 per cent in value. During the period, January to l:ay, 1937, sales of 75,866 nevs and used vehicles were rinanced ane the amount involved totalled $332,352,091$, as against 58,018 vehicles at " 23 , 902,350 for the first five months of 1936. Sales of 8,133 nev vehicles were financea to the extent of $5,793,077$ in Canada as a whole reconaing gains over l'ay, 1936 of 11.9 per cent in nuiber anc 16.8 per cent in value. 解bec's gain of 27.1 per cent as much higher than avera.c. In the laritime Provinces the e was an improvement over last year of 14.5 per cent, wile the other provinces showed noderate increases ranging from 5.4 per cent for ilberta to 9.7 per cent for Sritish Columbia

In the used vehicle business the laritime Provinces led with a gain in number of 39.6 per cent compared with 19.1 per cent for the whole of Canada. Suebec shoved very good improvenent in this line also with a 28.7 per cent increase, while an acivance of 18.1 per cent occuracd in Ontario. The gains shown in number of used vehicles financed in the other provinces were 11.6 per cent for 3 lanitoba and Taskatchewan combined, 8.7 per cent for IIberta anc 4.4 per cent for Eritish Columbia.

A comparison between the number of new vehicles financed and the number of new vehicles sold in each province during lay appears on page 4 of this report.

Number of Motor Vehicles rinanced in Canada, 1933-1937

(Figures for the current year are subject to final revision)

| Month | Number of Vehicles |  |  |  | Amount of Financing |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1935 | 1936 | 1937 | $\begin{aligned} & \text { \% of } \\ & \text { Change, } \\ & 1937 / 36 \\ & \hline \end{aligned}$ | 1935 | 1936 | 1987 |  |

New Vehicles ${ }^{(x)}$

| January ..... | 885 | 1,524 | 2,677 | + 75.7 | \$ 651,272 | \$1,054, 002 | \$1,848,131 | + 75.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| February .... | 1,592 | 1,555 | 2,722 | + 75.0 | 1,136,203 | 1,102,521 | 1,926,096 | + 74.7 |
| March ....... | 2,540 | 3,172 | 4,777 | + 50.6 | 1,756,967 | 2,192,004 | 3,317,005 | + 51.5 |
| April ....... | 4,779 | 6,331 | 7,203 | + 13.8 | 3,250,246 | 4,267,363 | 5,008,159 | + 17.4 |
| May .......... | 5,288 | 7,270 | 8,133 | $\begin{array}{r}11.9 \\ +1.9 \\ \hline\end{array}$ | 3, 668,725 | 4,960,491 | 5,793,077 | +16.8 |
| 5 mos. .... | 15,084 | 19,852 | 25,512 | $+28.5$ | 10,463,413 | 13,576,381 | 17,892,468 | $+31.8$ |
| June ........ | 3,862 | 5,615 |  |  | 2,669,173 | 3,980,528 |  |  |
| July ........ | 3,541 | 4,293 |  |  | 2:531,943 | 3,074,640 |  |  |
| August ...... | 2,371 | 3,087 |  |  | 2,692,405 | 2,216,705 |  |  |
| September ... | 1,961 | 2,672 |  |  | 1,428,316 | 1,922,520 |  |  |
| October ..... | 1,480 | 2,097 |  |  | 1,096,937 | 1,543,324 |  |  |
| November .... | 1,787 | 2,015 |  |  | 1,242,813 | 1,459,643 |  |  |
| December .... | 1,864 | 3,232 |  |  | 1;285,656 | 2,114,120 |  |  |
| 12 mos. ... | 31,950 | 42,863 |  |  | 22,410,656 | 29,887,861 |  |  |

Used Vehicles $(x)$

| January ..... | 1,844 | 3,521 | 4,864 | +38.1 | \$ 513,076 | \$1,016,336 | \$1,421,014 | + 59.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fobruary .... | 2,657 | 3,434 | 5,768 | + 68.0 | 757,258 | 960,796 | 1,642,816 | + 71.0 |
| Maroh ....... | 4,645 | 6,484 | 9,186 | + 41.7 | 1,223,575 | 1,770,044 | 2,625,014 | + 48.5 |
| April ........ | 7,970 | 10,825 | 13,975 | + 29.1 | 2,123,201 | 2,897,812 | 4,035,932 | + 59.3 |
| May ......... | 9,448 | 13,902 | 16,561 | + 19.1 | 2,478,268 | 3,680,981 | 4,734,847 | $\begin{array}{r}+28.6 \\ \hline\end{array}$ |
| 5 mos. .... | 26,564 | 38,166 | 50,354 | + 31.1 | 7,095,378 | 10,325,969 | 14,459,623 | + 40.0 |
| Juno ........ | 8,959 | 13,448 |  |  | 2,286,465 | 3,467,078 |  |  |
| Jily ........ | 8, 124 | 10,349 |  |  | 2,109,499 | 2,696,934 |  |  |
| August ...... | 6,710 | 8,312 |  |  | 1.712,378 | 2,129,282 |  |  |
| September ... | 5,324 | 7,640 |  |  | 1,377,752 | 1,939,819 |  |  |
| October ..... | 4,843 | 6,752 |  |  | 1,266,777 | 1,749,543 |  |  |
| November ...... | 4,062 | 4,945 |  |  | 1.,050,592 | 1,309,686 |  |  |
| December .... | 3,342 | 5,039 |  |  | 942,024 | 1,353,640 |  |  |
| 12 mos. ... | 68,228 | 94,651 |  |  | 17, 840, 865 | 24,971,951 |  |  |

Total - New and Used Vehicles $(x)$

| Junuary ...... | 2,729 | 5,045 | 7,541 | +69.5 | \$1,164, 348 | \$2,070,338 | \$3,269,145 | + 57.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| February .... | 4,24, | 4,989 | 8,490 | + 70.2 | 1, 893,461 | 2,063,317 | 3,568,912 | + 73.0 |
| March ....... | 7,185 | 9,656 | 13,963 | + 4.8 | 2,980,542 | 3,962,048 | 5,942,019 | + 50.0 |
| April | 12,749 | 17,156 | 21,178 | +23.4 | 5,373,447 | 7,165,175 | 9,044,091 | + 26.2 |
| yay .......... | 14,736 | 21,172 | 24,694 | $\begin{array}{r}+16.6 \\ \hline\end{array}$ | 6,146,993 | 8,641,472 | 10,527,924 | +21.8 |
| 5 mos. .... | 41,648 | 58,018 | 75,866 | $+30.8$ | 1'7,558,791 | 23,902,350 | 32,352,091 | $+35.4$ |
| June ......... | 12,821 | 18,063 |  |  | 4,955,638 | 7,447,606 |  |  |
| July ........ | 11,965 | 14, 642 |  |  | 4,641, 4122 | 5,771,574 |  |  |
| August ....... | 9,081 | 11,399 |  |  | 3,404,783 | 4,345,987 |  |  |
| September ... | 7,285 | 10,312 |  |  | 2,806,068 | 3,862,339 |  |  |
| Ootober ..... | 6,323 | 8,849 |  |  | 2,363,714 | 3,292,867 |  |  |
| November .... | 5,849 | 6,960 |  |  | 2,293, 405 | $2,769,329$ $3,467,760$ |  |  |
| December .... | 5,206 | 8,271 |  |  | 2,227,680 | 3,467,760 |  |  |
| 12 mos. ... | 100,178 | 137,514 |  |  | 40,251,521 | 54, 859,812 |  |  |

( $x$ ) Includes passenger cars, trucks and buses.

FINANCING OF MOTOR VEHICIE SAIES II CANADA BY PROVIICES, MAY, 1936 AND 1937.

Province

| Number of Vehicles |  |  | Amount of Financing |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { May, } \\ & 1936 \end{aligned}$ | $\begin{aligned} & \text { ilay, } \\ & 1937 \end{aligned}$ | $\begin{aligned} & \text { \% Charge } \\ & 1937 / 3.936 \end{aligned}$ | $\begin{aligned} & \text { May, } \\ & 1936 \end{aligned}$ | $\begin{aligned} & \text { May, } \\ & 1937 \end{aligned}$ | $\left[\begin{array}{l} \% \text { Change } \\ 1957 / 1936 \end{array}\right.$ |

New Vehicles (a)

| CANADA ....... | 7,270 | 8,133 | + 11.9 | 4,960,491 | 5,793,077 | $+16.8$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Naritimes ............... | 621 | 711 | $+14.5$ | 460,254 | 535,250 | $+16.5$ |
| Quebec ................. | 1,458 | 1,853 | + 27.1 | 1,105,953 | 1,440,239 | + 30.2 |
| Ontario ................ | 3,097 | 3,318 | + 7.1 | 1,955,514 | 2,275,529 | + 16.5 |
| Man. \& Sask. . .......... | 1,026 | 1,108 | + 8.0 | 675,674 | 721,521 | + 6.8 |
| Alberta ............... | 665 | 701 | + 5.4 | 442,171 | 464,964 | + 5.2 |
| British Columbia ...... | 403 | 442 | + 9.7 | 320,925 | 362,674 | + 9.9 |

Used Vehicles (a)

| CANADA ......... | 13,902 | 16,561 | + 29.1 | 3,680,981 | 4,734,847 | $+28.6$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maritimes ............. | 1,044 | 1,45? | + 39.6 | 301,719 | 448,338 | $+48.6$ |
| Quebec ................. | 2,433 | 3,131 | + 28.7 | 685,539 | 995,819 | + 45.3 |
| Ontario ............... | 6,789 | 8,017 | $+18.1$ | 1,691,144 | 2,142,640 | + 26.7 |
| Man. \& Sask. | 1,623 | 1.811 | $+11.6$ | 421,118 | 512,589 | + 21.7 |
| Alberta | 1,010 | 1,098 | + 8.7 | 301,027 | 327,873 | + 8.9 |
| British Columbia | 1,005 | 1,047 | + 4.4 | 280,434 | 307,579 | +8.7 |

Total, New and Used Vehicles (a)

(a)

Includos passenger cars, trucks and buses.

## COMPARISON OF SALES AND FINANCIIG OF NEV MOTOR TNHICLES IN CANADA

 BY PROVINCES, MaY, 1937.The table below compares the number of nev vehicles financed with the number of new vehicles sold and the total amount of financing with the total retail value of new vehicles sold for the month of May, 1937. The percentage of new vehicles financed to new vehicles sold rose during the month under review to 37.8 for Canada as a whole. The ratio of new vchicles financed to total sales was highest in Alberta, the proportion being 55.9 per cent. In Ontario, 38.7 per cent of all new salos were financed, in lranitoba and Saskatchewan combined, 36.8 per cent, and in iuebec, 36.7 per cent. The proportions of sales financed to total sales were 34.5 per cent and 30 , 2 per cont respectively for British Columbia and the Maritime Provinces.

|  | Sales of New Vchicles |  | Financing of Vew Vchicle Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of vehicles | Retail <br> value | Number of vehic:les | Porcont of total number sold | Amount of financing | Per cont of value of total number sold |
| CANADA | 21,531 | $21,980,324$ | 8, 1.33 | 37.8 | 5,793,077 | 26.4 |
| Maritimes : | 2,355 | 2,344,267 | ?11 | 30.2 | 535,150 | 22.8 |
| Quebec | 5,054 | 5,331,109 | 1,853 | 36.7 | 1,440,239 | 27.0 |
| Ontario. | 8,576 | 8,699,530 | 3,318 | 38.7 | 2,278,529 | 26.2 |
| Manitoba and Saskatchowan ... | 3,011 | 2,973,810 | 1,108 | 36.8 | 721,521 | 24.3 |
| Alberta. | 1,253 | 1,254,533 | \%O1 | 55.9 | 464,964 | 37.1 |
| British <br> Columbia ....... | 1,282 | 1,377,075 | 442 | 34.5 | 352,674 | 25.6 |

