

"Short List" -- Illustrative

Group A - One-third down (including any trade-in) and 15 months maximum maturity.

1. Automobiles.
2. Motorcycles.

Group B - 20 per cent down (on top of any trade-in) and 15 months maximum maturity.

1. Refrigerators.
2. Washing machines and ironers.
3. Suction cleaners.
4. Electric appliances not elsewhere listed.
5. Furniture and floor coverings.
6. Radios and phonographs.
7. Pianos and organs.
8. Sewing machines.
9. Stoves, ranges, and space heaters.
10. Jewelry, silverware, and watches.

- (1) Give up home-improvement credits.
- (2) Throw out soft-goods (such as clothing and linens) and light hard-goods (such as tires, lamps, and dishes) so that the "short list" -- see note attached -- will contain not more than 15 items, all of which are typically sold on instalments.
- (3) Reduce down payment (except for automobile group) from $33\frac{1}{3}$ per cent to 20 and lengthen maturity from 12 months to 15.
- (4) Give up non-purpose loans -- i.e., any loan which is not for the purpose of purchasing any listed article.