



# FEDERAL RESERVE

statistical release

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December 7, 1965. *Hymes*  
*DeStefano*  
*728*

## SALES FINANCE COMPANIES -

OCTOBER 1965

All major types of credit, with the exception of repair and modernization loans, contributed to the \$74 million expansion in consumer instalment credit at sales finance companies during October. While the increase in retail passenger auto credit was not as large as in October 1964, the rise in other consumer goods credit was \$17 million greater than a year ago.

Total extensions of new credit fell slightly. Auto credit increased -- the only category to do so -- but the rise was less than usual for this time of year. Seasonal declines were reported in other consumer goods and personal loan extensions.

Business credit at sales finance companies showed an increase for the first time in several months. The bulk of this increase occurred in wholesale automotive credit.

### Outstanding Credit Held by Sales Finance Companies (In millions of dollars)

Type of credit	October 31, 1965	Increase or decrease during:		
		October 1965	October 1964	Year ended Oct. 31, 1965
Consumer instalment credit	<u>15,876</u>	<u>74</u>	<u>72</u>	<u>1,251</u>
Retail automotive (passenger cars)	9,201	5	9	428
Other consumer goods	4,269	65	48	515
Home repair and modernization	128	- 1	- 2	- 18
Personal loans	2,278	5	17	326
Business credit <sup>1/</sup>	<u>6,255</u>	<u>343</u>	<u>-500</u>	<u>961</u>
Retail automotive (commercial vehicles)	921	7	6	49
Wholesale automotive	1,895	295	-492	740
Wholesale other than automotive	509	11	0	71
Other business credit	2,930	30	- 14	101

<sup>1/</sup> Excludes some credit extended to business, such as that extended by factoring subsidiaries.

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Credit Extended by Sales Finance Companies  
(In millions of dollars)

Type of credit	October 1965	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,223</u>	- 5	<u>31</u>
Retail automotive (passenger cars)	<u>636</u>	<u>52</u>	- 13
New	429	47	9
Used	207	5	- 22
Other consumer goods	359	- 34	36
Home repair and modernization	5	0	- 2
Personal loans	223	- 23	10
Business credit <sup>1/</sup>	<u>2,230</u>	<u>1,018</u>	<u>928</u>
Retail automotive (commercial vehicles)	<u>86</u>	<u>4</u>	<u>8</u>
New	67	3	7
Used	19	1	1
Wholesale automotive paper	<u>1,742</u>	<u>1,176</u>	<u>1,019</u>
New (passenger and commercial)	1,685	1,168	1,025
Used (passenger and commercial)	57	8	- 6
Wholesale other than automotive	159	- 5	29
Other business credit <sup>1/</sup>	293	- 157	- 128

<sup>1/</sup> Excludes some credit extended to business, such as that extended by factoring subsidiaries.

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Number of Motor Vehicles Financed by Sales Finance Companies  
(In thousands)

Type of vehicle	October 1965	Change from:	
		Month ago	Year ago
Total financed at retail	<u>326</u>	<u>3</u>	<u>- 20</u>
New passenger	150	11	1
Used passenger	148	- 7	- 25
New commercial	21	1	4
Used commercial	7	- 2	0
Total financed at wholesale	<u>642</u>	<u>395</u>	<u>349</u>
New (passenger and commercial)	598	393	351
Used (passenger and commercial)	44	2	- 2

Credit Sales of New Passenger Cars as a Per Cent  
of Total Number Sold at Retail 1/

Credit Sales	Per Cent
1965 - October	57
1965 - September	r84
1964 - October	71

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1/ Based on new car instalment contracts acquired by banks, sales finance companies, other financial institutions, and automobile dealers. Data for prior months may be obtained by writing to the Division of Research and Statistics, Board of Governors of the Federal Reserve System, Washington, D. C. 20551.