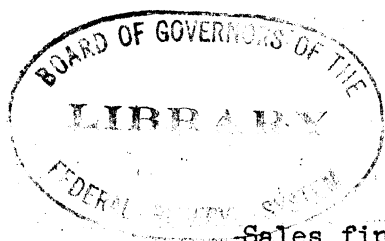


April 5, 1954



SALES FINANCE COMPANIES

FEBRUARY 1954

Sales finance company holdings of instalment paper on passenger automobiles decreased 78 million dollars during February to an estimated 5,150 million at the end of the month. Decreases during February and the two preceding months have reduced passenger car paper 171 million dollars from the peak figure of 5,321 million reached in November 1953. Total consumer instalment credit outstanding at sales finance companies at the end of February was estimated at 5,974 million dollars, 88 million below the preceding month, but 943 million above a year ago.

The volume of credit extended on passenger cars during February, estimated at 391 million dollars, was 12 million above the preceding month's volume. New car and used car financing were up, respectively, 3 million and 9 million dollars. Compared with a year ago, however, the volume of credit extended on automobiles was down 116 million dollars. During February of this year, sales finance companies purchased paper on about 113 thousand new cars and 197 thousand used cars.

Wholesale automotive paper outstanding continued upward during February, increasing 55 million dollars to an estimated 995 million at the month-end. Wholesale paper other than automotive increased slightly, while other types of business credit outstanding decreased.

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

Type of credit	Feb. 27, 1954	Increase or decrease during:		
		Feb. 1954	Feb. 1953	Year ended Feb. 27, 1954
Consumer instalment credit	5,974	- 88	+101	+943
Retail automotive (passenger cars)	5,150	- 78	+101	+890
Other consumer goods paper	351	- 8	+ 2	+ 12
Repair and modernization loans	85	- 1	- 1	+ 5
Personal loans	388	- 1	- 1	+ 36
Business credit <u>1/</u>	1,810	+ 41	+ 47	+ 72
Retail automotive (commercial vehicles)	394	- 12	+ 3	-149
Wholesale automotive	995	+ 55	+ 38	+210
Wholesale other than automotive	38	+ 2	+ 4	- 12
Other business credit	383	- 4	+ 2	+ 23

^{1/} Excludes some credit extended to business, such as credit arising from factoring operations.

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

Type of credit	Feb. 1954	Change from:	
		Month ago	Year ago
Consumer instalment credit	464	+ 12	-122
Retail automotive (passenger cars)	391	+ 12	-116
New	212	+ 3	- 53
Used	179	+ 9	- 63
Other consumer goods paper	24	+ 3	- 11
Repair and modernization loans	4	- 2	0
Personal loans	45	- 1	+ 5
Business credit <u>1/</u>	814	+ 32	- 71
Retail automotive paper (commercial vehicles)	27	+ 3	- 20
New	18	+ 3	- 12
Used	9	0	- 8
Wholesale automotive paper	690	+ 34	- 44
New (passenger and commercial)	647	+ 30	- 26
Used (passenger and commercial)	43	+ 4	- 18
Wholesale other than automotive	12	0	- 6
Other business credit <u>1/</u>	85	- 5	- 1

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

Type of vehicle	Feb. 1954	Change from:	
		Month ago	Year ago
Total financed at retail	335	+ 17	- 82
New passenger	113	+ 1	- 35
Used passenger	197	+ 14	- 32
New commercial	12	+ 1	- 8
Used commercial	13	+ 1	- 7
Total financed at wholesale	331	+ 11	- 28
New (passenger and commercial)	293	+ 9	- 12
Used (passenger and commercial)	38	+ 2	- 16

1/ Excludes some credit extended to business, such as credit arising from factoring operations.