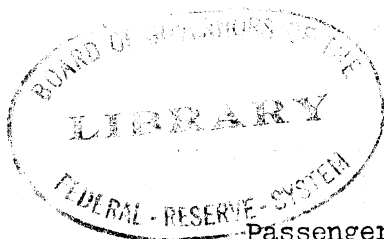


May 4, 1954



SALES FINANCE COMPANIES

MARCH 1954

Passenger car instalment paper held by sales finance companies continued to decline during March, the fourth consecutive month of decrease. The March decline, 71 million dollars, brought month-end holdings to an estimated 5,079 million dollars. Total consumer instalment credit outstanding at sales finance companies amounted to an estimated 5,892 million dollars at the end of March, 82 million below the preceding month end but 718 million above a year earlier.

The volume of credit extended on passenger cars during March increased 96 million dollars over February's volume to an estimated total of 487 million for the month. The gain reflected increases in both new and used car financing. However, repayments on old debt also increased during the month, and continued above new extensions with a consequent further decline in outstanding balances.

Wholesale automotive paper outstanding showed a further increase of 28 million dollars during March, amounting to an estimated 1,023 million at the month end. Wholesale paper other than automotive also increased during the month, while other types of business credit decreased.

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

Type of credit	Mar. 31, 1954	Increase or decrease during:		
		Mar. 1954	Mar. 1953	Year ended Mar. 31, 1954
Consumer instalment credit	5,892	- 82	+143	+718
Retail automotive (passenger cars)	5,079	- 71	+142	+677
Other consumer goods paper	340	- 11	+ 3	- 2
Repair and modernization loans	84	- 1	- 1	+ 5
Personal loans	389	+ 1	- 1	+ 38
Business credit 1/	1,823	+ 13	+ 73	+ 12
Retail automotive (commercial vehicles)	382	- 12	+ 7	-168
Wholesale automotive	1,023	+ 28	+ 46	+192
Wholesale other than automotive	45	+ 7	+ 9	- 14
Other business credit	373	- 10	+ 11	+ 2

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	Mar. 1954	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>576</u>	<u>+112</u>	<u>-127</u>
Retail automotive (passenger cars)	<u>487</u>	<u>+ 96</u>	<u>-122</u>
New	267	+ 55	- 50
Used	220	+ 41	- 72
Other consumer goods paper	29	+ 5	- 12
Repair and modernization loans	4	0	0
Personal loans	56	+ 11	+ 7
Business credit <u>1/</u>	<u>976</u>	<u>+162</u>	<u>-106</u>
Retail automotive paper (commercial vehicles)	<u>34</u>	<u>+ 7</u>	<u>- 20</u>
New	22	+ 4	- 12
Used	12	+ 3	- 8
Wholesale automotive paper	<u>827</u>	<u>+137</u>	<u>- 76</u>
New (passenger and commercial)	776	+129	- 66
Used (passenger and commercial)	51	+ 8	- 10
Wholesale other than automotive	21	+ 9	- 5
Other business credit <u>1/</u>	94	+ 9	- 5

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

Type of vehicle	Mar. 1954	Change from:	
		Month ago	Year ago
Total financed at retail	<u>418</u>	<u>+ 83</u>	<u>- 86</u>
New passenger	142	+ 29	- 36
Used passenger	243	+ 46	- 36
New commercial	15	+ 3	- 8
Used commercial	18	+ 5	- 6
Total financed at wholesale	<u>396</u>	<u>+ 65</u>	<u>- 39</u>
New (passenger and commercial)	350	+ 57	- 30
Used (passenger and commercial)	46	+ 8	- 9

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