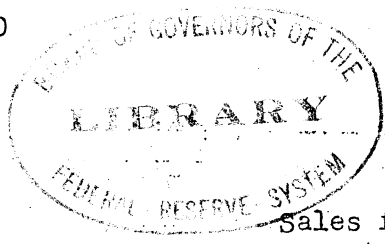


Miss Burgess

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

June 2, 1954



SALES FINANCE COMPANIES

APRIL 1954

Sales finance company holdings of instalment paper on passenger automobiles increased slightly during April following four months of decreases. Month-end balances outstanding amounted to an estimated 5,089 million dollars, 10 million above the preceding month and 553 million above a year ago. Total consumer instalment credit outstanding at sales finance companies increased 9 million dollars to an estimated 5,901 million on April 30.

The volume of credit extended on passenger cars during April, estimated at 510 million dollars, was 23 million above the preceding month's volume and reflected increased financing of both new and used cars. About 150 thousand new passenger cars and 251 thousand used passenger cars were financed during the month.

Wholesale automotive paper outstanding amounted to an estimated 1,017 million dollars at the end of April, 6 million below the March level but 154 million above a year ago. Outstanding balances of retail paper on commercial vehicles also decreased during the month, while other types of business credit increased.

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

Type of credit	Apr. 30, 1954	Increase or decrease during:		
		Apr. 1954	Apr. 1953	Year ended Apr. 30, 1954
Consumer instalment credit	<u>5,901</u>	<u>+ 9</u>	<u>+138</u>	<u>+589</u>
Retail automotive (passenger cars)	5,089	+10	+134	+553
Other consumer goods paper	336	- 4	+ 3	- 9
Repair and modernization loans	84	0	+ 1	+ 4
Personal loans	392	+ 3	0	+ 41
Business credit ^{1/}	<u>1,817</u>	<u>- 6</u>	<u>+ 41</u>	<u>- 35</u>
Retail automotive (commercial vehicles)	377	- 5	- 1	-172
Wholesale automotive	1,017	- 6	+ 32	+154
Wholesale other than automotive	48	+ 3	+ 2	- 13
Other business credit	375	+ 2	+ 8	- 4

^{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	Apr. 1954	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>598</u>	+22	- 98
Retail automotive (passenger cars)	<u>510</u>	+23	- 99
New	281	+14	- 43
Used	229	+ 9	- 56
Other consumer goods paper	31	+ 2	- 8
Repair and modernization loans	4	0	0
Personal loans	53	- 3	+ 9
Business credit <u>1/</u>	<u>924</u>	-52	-153
Retail automotive paper (commercial vehicles)	<u>31</u>	- 3	- 18
New	20	- 2	- 11
Used	11	- 1	- 7
Wholesale automotive paper	<u>783</u>	-44	-130
New (passenger and commercial)	737	-39	-117
Used (passenger and commercial)	46	- 5	- 13
Wholesale other than automotive	18	- 3	- 3
Other business credit <u>1/</u>	92	- 2	- 2

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

Type of vehicle	Apr. 1954	Change from:	
		Month ago	Year ago
Total financed at retail	<u>431</u>	+13	- 74
New passenger	150	+ 8	- 32
Used passenger	251	+ 8	- 26
New commercial	14	- 1	- 8
Used commercial	16	- 2	- 8
Total financed at wholesale	<u>379</u>	-17	- 68
New (passenger and commercial)	336	-14	- 58
Used (passenger and commercial)	43	- 3	- 10

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