

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

June 3, 1958

SALES FINANCE COMPANIES

April 1958

Sales finance company holdings of retail passenger car instalment paper decreased \$112 million during April to an estimated \$6,968 million at the end of the month. This compares with increases of \$22 million in April 1957 and \$42 million in April 1956. Total consumer instalment credit at sales finance companies decreased \$84 million to \$9,200 million at the month end.

Retail credit extended on passenger automobiles increased by \$42 million, somewhat more than seasonally, reflecting increases in both new and used passenger car extensions. In April about 103 thousand new and 221 thousand used passenger cars were financed at retail.

Wholesale automotive paper outstanding decreased \$111 million during April to an estimated \$1,684 million. This compares with an increase of \$50 million during the same period a year ago. All other types of business remained relatively unchanged.

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

Type of credit	Apr. 30, 1958	Increase or decrease during:		
		April 1958	April 1957	Year Ended April 30, 1958
Consumer instalment credit	9,200	- 84	+56	+ 96
Retail automotive (passenger cars)	6,968	-112	+22	-244
Other consumer goods paper	1,515	+ 23	+24	+236
Repair and modernization loans	20	+ 1	0	- 2
Personal loans	697	+ 4	+10	+106
Business credit ^{1/}	2,984	-114	+59	+ 87
Retail automotive (commercial vehicles)	491	- 7	+ 1	- 40
Wholesale automotive	1,684	-111	+50	+ 67
Wholesale other than automotive	107	+ 3	+ 4	- 52
Other business credit	702	+ 1	+ 4	+112

^{1/} Excludes some credit extended to business, such as that extended by factoring subsidiaries.

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

Type of credit	April 1958	Change from:	
		Month ago	Year ago
Consumer instalment credit	759	+35	- 96
Retail automotive (passenger cars)	496	+42	-136
New	265	+22	-124
Used	231	+20	- 12
Other consumer goods paper	170	- 7	+ 35
Repair and modernization loans	2	+ 1	+ 1
Personal loans	91	- 1	+ 4
Business credit <u>1/</u>	947	-59	-350
Retail automotive (commercial vehicles)	39	+ 3	- 10
New	26	+ 4	- 7
Used	13	- 1	- 3
Wholesale automotive paper	760	-63	-327
New (passenger and commercial)	689	-63	-341
Used (passenger and commercial)	71	0	+ 14
Wholesale other than automotive	34	- 4	- 13
Other business credit <u>1/</u>	114	+ 5	0

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

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

Type of vehicle	April 1958	Change from:	
		Month ago	Year ago
Total financed by retail	348	+32	- 57
New passenger	103	+ 9	- 49
Used passenger	221	+24	- 1
New commercial	11	+ 2	- 3
Used commercial	13	- 3	- 4
Total financed at wholesale	350	-24	-118
New (passenger and commercial)	281	-26	-141
Used (passenger and commercial)	69	+ 2	+ 23

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

Credit Sales	Per Cent
1958 - April	61
March	55
1957 - April	63

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 25, D. C.