

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

June 4, 1959

SALES FINANCE COMPANIES

April 1959

Sales finance company holdings of retail passenger car instalment paper increased \$114 million during April, the largest increase for any month since 1955. Holdings of other consumer instalment paper increased \$27 million during the month, nearly the same as in April of last year.

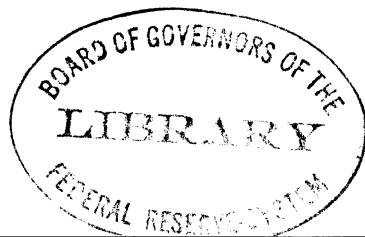
Retail passenger automobile contracts acquired during April amounted to 144 thousand new and 254 thousand used for a total dollar volume of 658 million. Compared with a year ago about 74 thousand more passenger car contracts were acquired.

Wholesale automotive paper outstanding increased \$103 million during April. This compares with a decline of \$111 million during the same month a year ago. All other types of business credit on balance increased \$52 million.

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

Type of credit	April 30, 1959	Increase or decrease during:		
		Apr. 1959	Apr. 1958	Year Ended April 30, 1959
Consumer instalment credit	8,921	+141	- 84	-279
Retail automotive (passenger cars)	6,543	+114	-112	-425
Other consumer goods paper	1,582	+ 21	+ 23	+ 67
Repair and modernization loans	20	- 1	+ 1	0
Personal loans	776	+ 7	+ 4	+ 79
Business credit <u>1/</u>	3,245	+155	-114	+261
Retail automotive (commercial vehicles)	493	+ 21	- 7	+ 2
Wholesale automotive	1,795	+103	-111	+111
Wholesale other than automotive	130	+ 7	+ 3	+ 23
Other business credit	827	+ 24	+ 1	+125

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 1959	Change from:	
		Month ago	Year ago
Consumer instalment credit	933	+50	+174
Retail automotive (passenger cars)	658	+44	+162
New	380	+32	+115
Used	278	+12	+ 47
Other consumer goods paper	171	+10	+ 1
Repair and modernization loans	2	- 1	0
Personal loans	102	- 3	+ 11
Business credit <u>1/</u>	1,501	+37	+554
Retail automotive (commercial vehicles)	59	+ 5	+ 20
New	46	+ 5	+ 20
Used	13	0	0
Wholesale automotive paper	1,243	+10	+483
New (passenger and commercial)	1,146	+ 9	+457
Used (passenger and commercial)	97	+ 1	+ 26
Wholesale other than automotive	46	0	+ 12
Other business credit <u>1/</u>	153	+22	+ 39

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 1959	Change from:	
		Month ago	Year ago
Total financed by retail	428	+32	+ 80
New passenger	144	+12	+ 41
Used passenger	254	+17	+ 33
New commercial	17	+ 3	+ 6
Used commercial	13	0	0
Total financed at wholesale	557	+11	+207
New (passenger and commercial)	464	+ 8	+183
Used (passenger and commercial)	93	+ 3	+ 24

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

Credit Sales	Per Cent
1959 - April	59
March	57
1958 - April	60

^{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.