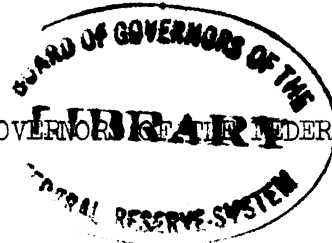


Mrs. Rostles



BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

G.20

June 3, 1960

SALES FINANCE COMPANIES

April 1960

Retail passenger car instalment paper held by sales finance companies rose \$131 million during April to \$7,538 million at the end of the month. The rise compares with an increase of \$114 million a year ago and a decline of \$112 million in 1958. Total outstanding consumer instalment credit at sales finance companies increased \$247 million to \$10,604 million, which was \$1,683 million above a year ago.

Credit extended by sales finance companies for the purchase of automobiles by consumers increased to \$694 million in April. Contracts acquired amounted to 161 thousand for new passenger cars and 244 thousand for used passenger cars.

Wholesale automotive paper outstanding at the end of April was reduced somewhat from the previous month as extensions of credit for new car floor-planning declined \$205 million during the month. All other types of business credit outstanding increased \$53 million.

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

Type of credit	April 30, 1960	Increase or decrease during:		
		Apr. 1960	Apr. 1959	Year ended April 30, 1960
Consumer instalment credit	<u>10,604</u>	<u>+247</u>	<u>+141</u>	<u>+1,683</u>
Retail automotive (passenger cars)	7,538	+131	+114	+ 995
Other consumer goods paper	2,096	+108	+ 21	+ 514
Repair and modernization loans	42	+ 3	- 1	+ 22
Personal loans	928	+ 5	+ 7	+ 152
Business credit ^{1/}	<u>3,941</u>	<u>+ 22</u>	<u>+155</u>	<u>+ 696</u>
Retail automotive (commercial vehicles)	608	+ 14	+ 21	+ 115
Wholesale automotive	2,045	- 31	+103	+ 250
Wholesale other than automotive	166	+ 1	+ 7	+ 36
Other business credit	1,122	+ 38	+ 24	+ 295

^{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 1960	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,008</u>	+ 41	+75
Retail automotive (passenger cars)	<u>694</u>	+ 22	+36
New	<u>418</u>	+ 14	+38
Used	276	+ 8	- 2
Other consumer goods paper	188	+ 16	+17
Repair and modernization loans	5	+ 2	+ 3
Personal loans	121	+ 1	+19
Business credit <u>1/</u>	<u>1,490</u>	+197	-11
Retail automotive (commercial vehicles)	<u>63</u>	0	+ 4
New	<u>49</u>	+ 2	+ 3
Used	14	- 2	+ 1
Wholesale automotive paper	<u>1,214</u>	-205	-29
New (passenger and commercial)	<u>1,119</u>	-203	-27
Used (passenger and commercial)	95	- 2	- 2
Wholesale other than automotive	45	- 9	- 1
Other business credit <u>1/</u>	168	+ 17	+15

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 1960	Change from:	
		Month ago	Year ago
Total financed by retail	437	+12	+ 9
New passenger	162	+ 5	+18
Used passenger	245	+ 9	- 9
New commercial	17	0	0
Used commercial	13	- 2	0
Total financed at wholesale	548	-85	- 9
New (passenger and commercial)	461	-84	- 3
Used (passenger and commercial)	87	- 1	- 6

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

Credit Sales	Per Cent
1960 - April	60
March	58
1959 - 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.