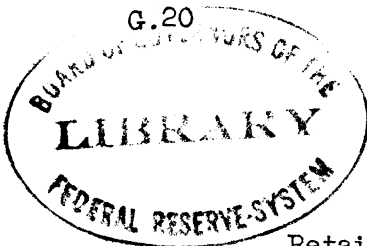


*W. Postles*

BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM

January 10, 1961



SALES FINANCE COMPANIES

NOVEMBER 1960

Retail passenger car instalment paper held by sales finance companies declined \$39 million in November to \$7,757 million. The November decline compares with declines of \$18 million in 1959 and \$82 million in 1958. Holdings of other consumer goods paper amounted to \$2,347 million, a \$517 million increase over the level of a year ago. Total consumer instalment paper at sales finance companies declined slightly in November and was \$1,024 million above the year ago level.

Retail passenger automobile paper acquired by sales finance companies in November amounted to \$538 million, about \$20 million less than the October volume. The number of new passenger car retail contracts declined during the month but was 25 thousand more than a year ago.

Business credit outstanding increased \$129 million as balances on automobile floor plan loans rose by a similar amount.

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

Type of credit	Nov. 30, 1960	Increase or decrease during:		
		Nov. 1960	Nov. 1959	Year ended November 30, 1960
Consumer instalment credit	<u>11,141</u>	<u>- 6</u>	<u>+ 46</u>	<u>+1,024</u>
Retail automotive (passenger cars)	7,757	- 39	- 18	+ 369
Other consumer goods paper	2,347	+ 28	+ 42	+ 517
Repair and modernization loans	63	0	+ 1	+ 29
Personal loans	974	+ 5	+ 21	+ 109
Business credit <u>1/</u>	<u>3,705</u>	<u>+129</u>	<u>-148</u>	<u>+ 899</u>
Retail automotive (commercial vehicles)	601	- 12	0	+ 15
Wholesale automotive	1,681	+129	-173	+ 571
Wholesale other than automotive	136	0	+ 5	- 8
Other business credit	1,287	+ 12	+ 20	+ 321

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	Nov. 1960	Change from:	
		Month ago	Year ago
Consumer instalment credit	872	- 8	+ 29
Retail automotive (passenger cars)	538	-21	+ 8
New	351	-24	+ 59
Used	187	+ 3	- 51
Other consumer goods paper	212	+ 4	+ 27
Repair and modernization loans	4	- 1	+ 1
Personal loans	118	+10	- 7
Business credit <u>1/</u>	1,415	-78	+462
Retail automotive (commercial vehicles)	43	- 3	- 3
New	33	- 1	0
Used	10	- 2	- 3
Wholesale automotive paper	1,174	-51	+472
New (passenger and commercial)	1,100	-47	+481
Used (passenger and commercial)	74	- 4	- 9
Wholesale other than automotive	42	- 1	- 6
Other business credit <u>1/</u>	156	-23	- 1

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	Nov. 1960	Change from:	
		Month ago	Year ago
Total financed by retail	333	-10	- 5
New passenger	136	- 9	+ 25
Used passenger	175	0	- 30
New commercial	12	- 1	0
Used commercial	10	0	0
Total financed at wholesale	514	-15	+133
New (passenger and commercial)	444	-13	+190
Used (passenger and commercial)	70	- 2	- 7

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

Credit Sales	Per Cent
1960 - November	58
October	60
1959 - November	62

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.