



FEDERAL RESERVE

statistical release

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April 4, 1962

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SALES FINANCE COMPANIES

FEBRUARY 1962

Consumer instalment credit at sales finance companies totaled \$11,133 million at the end of February, \$57 million less than a month earlier. Almost all of the February decline was in other consumer goods paper. Retail automotive credit on passenger cars declined only \$7 million, compared with a reduction of \$119 million in the corresponding month of 1961. Personal loans rose slightly and repair and modernization credit was unchanged.

Extensions of instalment credit were \$797 million, \$24 million less than in January, as small declines were recorded for each major type except repair and modernization loans. Sales finance companies financed 297 thousand cars at retail, 5 thousand fewer than in January but 50 thousand more than in February last year.

Business credit rose \$135 million, with wholesale automotive credit accounting for most of the expansion. Such credit had declined somewhat in February 1961. Sales finance companies financed 488 thousand vehicles at wholesale, 73 thousand fewer than in January.

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

Type of credit	Feb. 28, 1962	Increase or decrease during:		
		Feb. 1962	Feb. 1961	Year ended Feb. 28, 1962
Consumer instalment credit	<u>11,133</u>	<u>- 57</u>	<u>-112</u>	<u>+ 80</u>
Retail automotive (passenger cars)	6,528	- 7	-119	-505
Other consumer goods paper	3,232	- 54	+ 7	+411
Repair and modernization loans	162	0	+ 1	+ 22
Personal loans	1,211	+ 4	- 1	+152
Business credit ^{1/}	<u>3,941</u>	<u>+135</u>	<u>- 15</u>	<u>+142</u>
Retail automotive (commercial vehicles)	528	+ 1	- 16	- 30
Wholesale automotive	1,780	+113	- 13	- 45
Wholesale other than automotive	145	+ 5	+ 1	+ 15
Other business credit	1,488	+ 16	+ 13	+202

^{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	Feb. 1962	Change from:	
		Month ago	Year ago
Consumer instalment credit	797	- 24	+125
Retail automotive (passenger cars)	461	- 7	+103
New	268	- 3	+ 70
Used	193	- 4	+ 33
Other consumer goods paper	202	- 14	+ 2
Repair and modernization loans	8	+ 1	+ 2
Personal loans	126	- 4	+ 18
Business credit ^{1/}	1,398	-172	+443
Retail automotive (commercial vehicles)	48	+ 4	+ 10
New	35	+ 2	+ 7
Used	13	+ 2	+ 3
Wholesale automotive paper	1,136	-189	+391
New (passenger and commercial)	1,056	-187	+374
Used (passenger and commercial)	80	- 2	+ 17
Wholesale other than automotive	45	+ 4	+ 8
Other business credit ^{1/}	169	+ 9	+ 34

^{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	February 1962	Change from:	
		Month ago	Year ago
Total financed at retail	<u>297</u>	<u>- 5</u>	+ <u>50</u>
New passenger	101	- 1	+ 24
Used passenger	174	- 4	+ 23
New commercial	12	0	+ 2
Used commercial	10	0	+ 1
Total financed at wholesale	<u>488</u>	<u>-73</u>	<u>+134</u>
New (passenger and commercial)	<u>413</u>	<u>-73</u>	<u>+122</u>
Used (passenger and commercial)	75	0	+ 12

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

Credit Sales	Per cent
1962 - February	56
January	53
1961 - February	56

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.