



FEDERAL RESERVE

statistical release

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SALES FINANCE COMPANIES

FEBRUARY 1966

Instalment credit of sales finance companies declined \$34 million in February. Passenger car and other consumer goods paper outstanding registered decreases which were only partly offset by a rise in personal loans. Total instalment credit outstanding at the end of February amounted to \$16,072 million.

Sales finance companies acquired \$44 million less paper in February than in the previous month, as other consumer goods paper showed a decline of \$52 million. Acquisitions of passenger car and personal loan paper were slightly higher than in January but still less than the amounts usually purchased during February by these companies.

Business credit outstanding continued its rise, the bulk of the increase accounted for by a \$256 million increase in wholesale automotive paper outstanding.

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

Type of credit	Increase or decrease during:			
	February 28, 1966	February 1966	February 1965	Year ended Feb. 28, 1966
Consumer instalment credit	16,072	- 34	- 15	1,290
Retail automotive (passenger cars)	9,187	0	9	494
Other consumer goods	4,423	- 37	- 56	536
Home repair and modernization	117	- 2	- 1	22
Personal loans	2,345	5	33	282
Business credit ^{1/}	7,211	322	254	1,118
Retail automotive (commercial vehicles)	920	- 7	- 1	75
Wholesale automotive	2,769	256	222	767
Wholesale other than automotive	562	33	28	102
Other business credit	2,960	40	5	174

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

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

Type of credit	Feb. 1966	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,057</u>	<u>- 44</u>	<u>- 3</u>
Retail automotive (passenger cars)	<u>553</u>	<u>1</u>	<u>-28</u>
New	347	- 3	-16
Used	206	4	-12
Other consumer goods	287	- 52	20
Home repair and modernization	4	1	- 2
Personal loans	213	6	7
Business credit <u>1/</u>	<u>2,265</u>	<u>-131</u>	<u>110</u>
Retail automotive (commercial vehicles)	<u>74</u>	<u>- 3</u>	<u>1</u>
New	55	- 3	- 1
Used	19	0	2
Wholesale automotive paper	<u>1,624</u>	<u>-119</u>	<u>- 2</u>
New (passenger and commercial)	1,565	-124	2
Used (passenger and commercial)	59	5	- 4
Wholesale other than automotive	154	31	18
Other business credit <u>1/</u>	413	- 40	93

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 1966	Change from:	
		Month ago	Year ago
Total financed at retail	<u>287</u>	<u>7</u>	<u>-21</u>
New passenger	120	0	- 8
Used passenger	145	5	-13
New commercial	14	1	- 1
Used commercial	8	1	1
Total financed at wholesale	<u>616</u>	<u>-38</u>	<u>5</u>
New (passenger and commercial)	571	-41	7
Used (passenger and commercial)	45	3	- 2

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

Credit Sales	Per Cent
1966 - February	59
1966 - January	r56
1965 - February	56

r. - revised

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, D. C. 20551.