



# FEDERAL RESERVE

statistical release

G.20

October 3, 1968

## SALES FINANCE COMPANIES

*Cullison 831*  
*Finance Companies*  
*Sales*

AUGUST 1968

For the month of August, sales finance companies experienced greater than seasonal increases in consumer instalment credit outstanding, reflecting, in part, repayments receding from high July levels. Purchases of paper, except for passenger cars, increased over the amounts acquired in July, also contributing to the \$189 million increase in outstandings.

Although August passenger car paper purchases dropped \$92 million from July acquisitions, they were \$100 million higher than in August 1967. Total extensions this August, in fact, were \$183 million higher than in August of last year.

Business credit outstanding declined \$966 million because of the sharp seasonal drop in wholesale automotive credit.

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

| Type of credit                          | August 30,<br>1968 | Increase or decrease during: |                |                               |
|---|--------------------|------------------------------|----------------|-------------------------------|
|   |                    | August<br>1968               | August<br>1967 | Year ended<br>August 30, 1968 |
| Consumer instalment credit              | <u>17,454</u>      | <u>189</u>                   | <u>8</u>       | <u>699</u>                    |
| Retail automotive (passenger cars)      | 9,329              | 75                           | - 52           | 129                           |
| Other consumer goods                    | 5,098              | 55                           | 29             | 317                           |
| Home repair and modernization           | 80                 | - 2                          | - 1            | - 27                          |
| Personal loans                          | 2,947              | 61                           | 32             | 280                           |
| Business credit <sup>1/</sup>           | <u>7,917</u>       | <u>-966</u>                  | <u>-819</u>    | <u>1,341</u>                  |
| Retail automotive (commercial vehicles) | 1,132              | 18                           | 11             | 62                            |
| Wholesale automotive                    | 2,303              | -1,037                       | -851           | 583                           |
| Wholesale other than automotive         | 704                | 9                            | 8              | 161                           |
| Other business credit                   | 3,778              | 44                           | 13             | 535                           |

<sup>1/</sup>Excludes some credit extended to business, such as that extended by factoring subsidiaries.

832

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

| Type of credit                          | August<br>1968 | Change from:   |             |
|---|----------------|----------------|-------------|
|   |                | Month<br>ago   | Year<br>ago |
| Consumer instalment credit              | <u>1,443</u>   | - <u>61</u>    | <u>183</u>  |
| Retail automotive (passenger cars)      | <u>676</u>     | - <u>92</u>    | <u>100</u>  |
| New                                     | 467            | - 71           | 80          |
| Used                                    | 209            | - 21           | 20          |
| Other consumer goods                    | 423            | 15             | 27          |
| Home repair and modernization           | 3              | 1              | - 3         |
| Personal loans                          | 341            | 15             | 59          |
| Business credit <sup>1/</sup>           | <u>1,792</u>   | - <u>1,209</u> | <u>465</u>  |
| Retail automotive (commercial vehicles) | <u>118</u>     | - <u>9</u>     | <u>6</u>    |
| New                                     | 96             | - 8            | 10          |
| Used                                    | 22             | - 1            | - 4         |
| Wholesale automotive paper              | <u>675</u>     | - <u>1,281</u> | <u>156</u>  |
| New (passenger and commercial)          | 634            | - 1,273        | 167         |
| Used (passenger and commercial)         | 41             | - 8            | - 11        |
| Wholesale other than automotive         | 208            | 17             | 38          |
| Other business credit                   | 791            | 64             | 265         |

<sup>1/</sup>Excludes some credit extended to business, such as that extended by factoring subsidiaries.

833

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-3-

Number of Motor Vehicles Financed by Sales Finance Companies  
(In thousands)

| Type of vehicle                 | August<br>1968 | Change from: |             |
|---------------------------------|----------------|--------------|-------------|
|                                 |                | Month<br>ago | Year<br>ago |
| Total financed at retail        | <u>323</u>     | - 34         | <u>32</u>   |
| New passenger                   | 147            | - 22         | 18          |
| Used passenger                  | 138            | - 11         | 7           |
| New commercial                  | 26             | - 1          | 8           |
| Used commercial                 | 12             | <u>1/</u>    | - 1         |
| Total financed at wholesale     | <u>254</u>     | -419         | <u>47</u>   |
| New (passenger and commercial)  | 222            | -415         | 53          |
| Used (passenger and commercial) | 32             | - 4          | - 6         |

1/ Less than 0.5 thousand.