



FEDERAL RESERVE

statistical release

G.20

October 6, 1970

SALES FINANCE COMPANIES

Sales

AUGUST 1970

Holdings of consumer instalment paper by sales finance companies increased \$14 million in August. A decline of \$38 million in passenger car paper outstanding was offset by increases in other retail consumer goods and personal loans outstanding. These increases, however, were the result of reduced repayments of debt compared with July rather than an acceleration of credit extensions during the month of August.

Consumer credit loans made directly and paper purchased by sales finance companies during August amounted to \$261 million less than July extensions. August extensions of credit also were \$91 million less than those of August 1969. All major types of consumer paper contributed to these declines.

August repayments of debt to sales finance companies dropped \$209 million below July repayments, with passenger car repayments constituting approximately 70 per cent of this decline.

Business credit outstanding at sales finance companies dropped \$1,174 million during August. A seasonal decline in wholesale automotive paper accounted for almost three-fourths of the decrease.

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

Type of credit	August 31, 1970	Increase or decrease during:		
		Aug. 1970	Aug. 1969	Year ended August 31, 1970
Consumer instalment credit	<u>19,601</u>	<u>14</u>	<u>138</u>	<u>336</u>
Retail automotive (passenger cars)	10,429	- 38	32	-141
Other consumer goods	5,332	25	51	193
Home repair and modernization	60	- 1	- 1	- 9
Personal loans	3,780	28	56	293
Business credit 1/	<u>11,945</u>	<u>-1,174</u>	<u>-726</u>	<u>1,185</u>
Retail automotive (commercial vehicles)	1,510	12	- 7	98
Wholesale automotive	3,572	-866	-787	483
Wholesale other than automotive	566	-114	29	-209
Other business credit	6,297	-206	39	813

1/ Excludes some credit extended to business, such as that extended by factoring

2/ Less than 0.5 million dollars.

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

Type of credit	August 1970	Change from:	
		Month ago	Year ago
Consumer instalment credit	<u>1,310</u>	-261	-91
Retail automotive (passenger cars)	<u>623</u>	-168	-65
New	441	-129	-38
Used	182	-39	-27
Other consumer goods	335	-74	-16
Home repair and modernization	<u>2/</u>	-1	-1
Personal loans	<u>352</u>	-18	-9
Business credit <u>1/</u>	<u>2,028</u>	-1,077	83
Retail automotive (commercial vehicles)	<u>139</u>	-24	26
New	<u>3/</u>	<u>3/</u>	<u>3/</u>
Used	<u>3/</u>	<u>3/</u>	<u>3/</u>
Wholesale automotive paper	<u>940</u>	-947	64
New (passenger and commercial)	<u>3/</u>	<u>3/</u>	<u>3/</u>
Used (passenger and commercial)	<u>3/</u>	<u>3/</u>	<u>3/</u>
Wholesale other than automotive	136	-33	-37
Other business credit	813	-73	30

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

2/Less than 0.5 million dollars.

3/Not available due to revisions in reporting.

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

Type of vehicle	August 1970	Change from:	
		Month ago	Year ago
Total financed at retail	<u>237</u>	<u>-54</u>	<u>-38</u>
New passenger	129	-36	-17
Used passenger	108	-18	-21
New commercial	<u>1/</u>	<u>1/</u>	<u>1/</u>
Used commercial	<u>1/</u>	<u>1/</u>	<u>1/</u>
Total financed at wholesale	<u>1/</u>	<u>1/</u>	<u>1/</u>
New (passenger and commercial)	<u>1/</u>	<u>1/</u>	<u>1/</u>
Used (passenger and commercial)	<u>1/</u>	<u>1/</u>	<u>1/</u>

1/Not available due to revisions in reporting.