

Mr. MACKENZIE: Comparatively little lending.

Mr. URIE: Yes. That is why we would like this information.

Mr. MACKENZIE: This is from the report of the Superintendent of Insurance for 1962, which is the latest report issued. Loans of \$100 and less amounted to \$54,069.

Mr. URIE: From what page are you reading?

Mr. MACKENZIE: From page 64. \$100.01 to \$200, \$185,180; \$200.01 to \$300, \$183,162; \$300.01 to \$400, \$151,657; \$400.01 to \$500, \$68,040; \$500.01 to \$600, \$143,295; \$600.01 to \$700, \$87,130; \$700.01 to \$800, \$84,388; \$800.01 to \$900, \$68,393; \$900.01 to \$1,000, \$201,619.

Mr. URIE: That is the largest single group?

Mr. MACKENZIE: Yes. \$1,000.01 to \$1,100, \$33,882; \$1,100.01 to \$1,200, \$18,110; \$1,200.01 to \$1,300, \$21,705; \$1,300.01 to \$1,400, and here it drops very sharply to \$4,526; and \$1,400.01 to \$1,500, \$1,999. Those are the figures for loans made during 1962, totaling \$1,304,155.

Mr. URIE: The pattern is likely to be pretty much the same for 1963 and 1964, would you suggest?

Mr. MACKENZIE: I would say so.

Mr. URIE: The largest single group seems to be between \$900 and \$1,000, and the figures vary below that.

Mr. MACKENZIE: Yes.

Mr. URIE: Now, the loan ceiling under the Small Loans Act was amended in 1956 to permit loans under the act up to \$1,500 from a former ceiling of \$500. At the same time there were certain reductions in rates, and graduated rates were put in. Do you feel, Mr. Wood, that the results that were desired at the time of the amendment to the Small Loans Act have, in fact, been achieved?

Mr. WOOD: You are talking about the desires of Parliament at the time?

Mr. URIE: That is right.

Mr. WOOD: I suppose they have. The rate has been reduced, which I believe was probably the objective at the time. That has been achieved, and service is being given, certainly in the loan area up to \$1,000. However, it has not been given broadly in the area between \$1,000 and \$1,500, because that is the area in which the lenders consider the income received is not adequate. The rate of 6 per cent for that portion of the loan is not sufficient to attract them into the field. They do make some loans up to \$1,200. In the case of my own company, we go to \$1,222, so this may reflect a fair amount of loan account between \$1,200 and \$1,300, but actually it is very close to the cut-off point of \$1,200. To this extent I do not think that the act achieved what was desired.

Mr. URIE: And that is solely because the rate—

Mr. WOOD: The rate is just too low, in the opinion of the lenders, to give a broad service.

Mr. URIE: At the time of the hearings in 1956, having read over the testimony that was given at that time, there were certain reservations by a number of consumer lenders and money lenders, that they might be driven out of the market entirely, or in fact the profits would be reduced to such an extent that they might not be able to continue in business successfully. In fact, have your profits deteriorated in the manner in which you anticipated?

Mr. WOOD: Profits have deteriorated but we have not been driven out of business, simply because we have changed our business. To my knowledge, there is not a company which is operating in exactly the same way today as they were in 1956. We have moved up into large loans, \$2,500; we have moved