

FINANCIAL CHRONICLE

(Reg. U. S. Pat. Office)

Volume 154 Number 4009

New York, N. Y., Thursday, November 20, 1941

Price 60 Cents a Copy

Our Reporter On "Governments"

Yields on short-term Governments—on issues due anywhere from 91 days to five years—are moving up. . . . Moving up fast and moving up with a steadiness that is fundamentally disturbing. . . . Not since November of 1936, have we had a movement comparable to that developing in the U. S. Government market today. . . . And it's about time we analyzed the situation, discovered exactly what are the forces behind it and how long they are likely to remain powerful. . . .

To begin with, let's compare the rates on short-terms today with those existing only a few months ago. . . .

On Aug. 1, the date Secretary Morgenthau began selling tax-anticipation notes by the millions to corporations in all parts of the country, the Treasury 3/4% notes due Dec. 15, 1945, were selling at 101 1/2. . . .

At this writing, those same notes are quoted at 99 3/4, down 1 3/4 points—and what is more important, below the basic level of par. . . . That's a huge decline for a

short-term issue over a comparatively minor period of time. . . . It's especially noteworthy in that long-term Governments have held up well during the same months. . . .

There's the picture—expressed in the price trend on that one note. . . . You'll find similar movements have occurred in the shorter-term issues and a corresponding trend in the bill rate. . . .

Now let's find out why this movement has developed. . . .

The Causes

(1) Sales of tax-anticipation notes. . . . Countless corporations and institutions have switched from buying short-term Governments with their "surplus-but-on-demand" cash to purchasing tax-anticipation notes. . . . Instead of putting their tax funds and other ready cash in 91-day bills or in near-maturity Governments these investors are buying the notes designed for tax payments by the Treasury. . . . And they're getting close to a .50% return on them too—an important factor in their large purchases to date. . . .

Obviously, then, a significant part of the demand has been removed from the short-term Government market. . . .

(2) The rumors which began a month ago, concerning Morgenthau's anxiety to eliminate the "right" values from maturing Treasury issues have had a profound effect on confidence in the worth of short-terms. . . . While nothing has been done to remove the "right" values yet, the fact is the probability of some action—even

(Continued on Page 1113)

OUR REPORTER'S REPORT

Unless the market experiences a fundamental change of major proportions within the near-term future there are indications now that new underwritings should develop some evidence of renewed vitality.

Monday will bring the first of what promises to be a series of competitive sales of utility securities, when the Philadelphia Electric Company opens bids for its projected issue of \$20,000,000 of thirty-year 2 3/4% bonds.

The underwriting fraternity is awaiting the completion of this sale quite anxiously in view of the recent remarks of the heads of several of the larger insurance companies anent participation of such institutions in the competitive field.

At least six banking groups have been organized to enter

(Continued on Page 1115)

"JOTTINGS"

Look twice at the official estimates and three times at the conclusions being drawn by Washington on this "inflation gap" argument being used to soften up Congress for another 1941 tax bill.

Treasury estimates for the current fiscal year, against outgo of about \$24,500,000,000, income of only \$12,000,000,000. But, for instance:

The \$12,000,000,000 doesn't include Social Security revenues. They should add another \$2,000,000,000, figured this way: 5% (it all goes ultimately to the Treasury, because the States have to turn over their unemployment insurance revenues) on current payrolls of round \$45,000,000,000 is \$2,250,000,000, and by the end of the fiscal year the payroll base should be big enough to lift this figure enough to offset the out-payments which, in the case of unemployment benefits, are naturally running very low.

Again. The \$12,000,000,000 "inflation gap" for the current 1941-1942 fiscal year looks like a terrific threat—in future months. But the "gap" is already as wide open now as it will probably be next June. Treasury monthly bulletin shows a "net cash outgo" of about \$1,000,000,000 monthly. Explanation is that though defense outlays will rise steadily, so will tax revenues, even from present schedules, because of (1) improving business; (2) beginning next year income tax payments will be on 1941 instead of on 1940 incomes, and (3) the new income tax rates become effective Jan. 1.

Again. The Treasury apparently figures for the following fiscal year outgo of round \$38,000,000,000, income of round \$13,000,000,000, "inflation gap," \$25,000,000,000. But today's schedules, which will bring in only \$12,500,000,000 this year, should bring in \$18,000,000,000 next year.

Again. There's a social reform "nigger" in the woodpile. The heavier taxes will grind the faces of the middle class before they grind those of the poor. Note that the Treasury acts so genteel it will not put the heat on the

defense bond program, yet so tough it wants a 15% withholding tax.

In fact there's "social reform" in all three of the now correlated programs, of taxes, defense allocations, and price control. In taxes it's "hit the middle classes and corporations first"; in defense planning it's failure to use industry committees; in price control it's "exempt wages and crops."

Watch for the Government soon (Continued on Page 1115)

BROOKLYN TRUST COMPANY

Chartered 1866

George V. McLaughlin
President

NEW YORK BROOKLYN

Member Federal Deposit Insurance Corporation

THE CANADIAN BANK OF COMMERCE

HEAD OFFICE: TORONTO
Established 1867

Paid-Up Capital—\$30,000,000
Reserve—20,000,000

This Bank is in close touch with the commercial and financial life of Canada and is well equipped to serve corporations, firms and individuals interested in Canadian business.

Branches in every important city and town in Canada and Newfoundland, also in Portland, Oregon; San Francisco; Seattle; Los Angeles; London, England; Havana; Kingston, Jamaica; Bridgetown, Barbados, and Port of Spain, Trinidad.

NEW YORK AGENCY
Exchange Pl. & Hanover St.

CARL M. LOEB, RHOADES & CO.

61 BROADWAY

NEW YORK

London

Buenos Aires

R. H. JOHNSON & CO.

INVESTMENT SECURITIES

64 Wall Street

New York

BOSTON

PHILADELPHIA

Over-the-Counter Securities

Kobbé, Gearhart & Co.

INCORPORATED
Members N. Y. Security Dealers Ass'n
45 Nassau Street New York
Tel. Rector 2-3600 Teletype N. Y. 1-576

THE NEW YORK TRUST COMPANY

Capital Funds . \$37,500,000

100 BROADWAY

MADISON AVENUE
AND 40TH STREET

TEN
ROCKEFELLER
PLAZA



Member of the
Federal Deposit
Insurance Corporation

INDEX

	Page
Bank and Insurance Stocks.....	1110
Calendar of New Security Flotations	1117
Investment Trusts	1111
Jottings	1105
Municipal News & Notes.....	1112
Our Reporters Report.....	1105
Personnel Items	1108
Railroad Securities	1109
Securities Salesman's Corner (The)	1114
Tomorrow's Markets—Walter Whyte Says	1107
Bond Selector (The).....	1120
Whisperings	1110
Our Reporter on Governments...	1105
Uptown After 3.....	1116
Association of Stock Exchanges Elects	1107
Triumph Explosives Gets Pennant	1106

THE CHASE NATIONAL BANK OF THE CITY OF NEW YORK

Broaden your customer service with Chase

correspondent facilities

Member Federal Deposit Insurance Corporation

BANK AND INSURANCE STOCKS

The FIRST BOSTON CORPORATION

NEW YORK BOSTON
CHICAGO
PHILADELPHIA SAN FRANCISCO
AND OTHER PRINCIPAL CITIES



OTIS & CO.

(Incorporated)
Established 1899

CLEVELAND

New York Chicago

AMERICAN MADE
MARKETS IN
CANADIAN
SECURITIES

HART SMITH & CO.

Members
New York Security Dealers Assn.
52 WILLIAM ST., N. Y. HANOVER 2-0880
Bell Teletype NY 1-395
New York Montreal Toronto

FINCH, WILSON & CO.

Members New York Stock Exchange

Commission Orders Carefully Executed for Institutions and Individuals

120 BROADWAY, NEW YORK

MARKETS FOR MORTGAGE CERTIFICATES
 issued by
 BOND & MORTGAGE GUAR. CO.
 HOME TITLE INSURANCE CO.
 LAWYERS MORTGAGE CO.
 LAWYERS TITLE & GUAR. CO.
 N. Y. TITLE & MORTGAGE CO.
 STATE TITLE & MORTGAGE CO.
 TITLE GUARANTEE & TRUST CO.
 All other local companies
Newburger, Loeb & Co.
 Members New York Stock Exchange
 40 Wall St., N. Y. Whitehall 4-6300
 Bell Teletype NY 1-2033
 Philadelphia Atlantic City Lebanon

Associated Gas & Elec. Corp. (All issues) Associated Electric 5s, 1961 Atlantic Coast Line of Conn. Autocar Co. Braniff Airways General Aniline & Film "A" Marathon Paper Mills	Missouri-Kansas Pipe Line Panhandle Eastern Pipe Line Punta Alegre Sugar Sylvania Industrial Wabash R. R. New "w. i." West Indies Sugar Com.-Pfd. Wickwire Spencer Steel York Ice Machinery Pfd.
--	---

WERTHEIM & Co.
 Members New York Stock Exchange
 Telephone REctor 2-2300
 Teletype NY 1-1693
 120 BROADWAY, NEW YORK

TRADING MARKETS IN REAL ESTATE SECURITIES
 * * *
SHASKAN & Co.
 Members New York Stock Exchange
 40 EXCHANGE PL., N. Y. DIGBY 4-4950
 Bell Teletype NY 1-953

Speculative Possibilities:
MISSOURI PACIFIC
 5 1/4's
 Before voting on Reorganization Plan, we suggest reading Company Letter in this connection.
KATZ BROS.
 Established 1920
 Members New York Security Dealers Ass'n
 40 Exchange Pl., N. Y. HA 2-2772
 BELL TELETYPE NY 1-423

Wickwire Spencer Steel
 Auto Ordnance
 Struthers Wells-Titusville
J. F. Reilly & Co.
 Members
 New York Security Dealers Assn.
 50 Broad St., New York, N. Y.
 HAnover 2-4660
 Bell System Teletype, N. Y. 1-2480

**Triumph Explosives Gets Navy "E" Pennant
 Volume & Profits Up--Outlook Seen Bright**

The United States Navy has awarded to Triumph Explosives, Inc., the flag of the U. S. Navy Bureau of Ordnance and Navy "E" pennant. Triumph Explosives is the only company in the State of Maryland to receive such an award and it is understood that only 14 such awards have been made in the entire United States.

The Navy "E" is the highest of all honors in the Navy and is awarded to the units which have earned special recognition for excellence and efficiency in such work as engineering or gunnery. In the past the "E" has never been awarded to anyone except the personnel of the U. S. Navy. However, by special permission of President Roosevelt and Secretary of the Navy Frank Knox, the Bureau of Ordnance now awards the Navy "E" to private industrial plants as a recognition of their outstanding performance in naval ordnance production.

Potrero Sugar Pfd.
 American Service
 Preferred & Common
 No. 1 Park Ave.
 2nd 6s-51
 Terminals & Transportation
 Common & Pfd.
 Commonwealth Gas
 6s & Common
 Detroit International Bridge
 Bonds & Stock
Frank C. Masterson & Co.
 Members New York Curb Exchange
 64 WALL ST. NEW YORK
 Teletype NY 1-1140 HAnover 2-9470

**Young Rebuts Stedman
 Re MOP Reorganization**

Robert R. Young, Chairman of the Board of Alleghany Corp., took issue Nov. 17 with a letter sent to bondholders of Missouri Pacific RR. by John W. Stedman, of Prudential Life Insurance Co. of America, as Chairman of a protective committee for certain holders of Missouri Pacific bonds. Mr. Young said that Mr. Stedman's letter is inaccurate and is misleading to MOP bondholders.

In reply to Mr. Stedman's statement that J. S. Pyeatt, Chairman of Missouri Pacific, "is not and never has been an operating officer of the railroad itself," Mr. Young points out that he (Mr. Pyeatt) has for many years been an operating officer of important MOP subsidiaries—the Gulf Coast Lines and the Denver & Rio Grande.

So. Cities Utilities 5s, 1958
 Houston Natural Gas Common
 Old Ben Coal 6s, 1948 w. s.
 Eastern Corp. Common
 Houston Oil Co. Preferred
 Tudor City Units
 We also specialize in all Westchester County Securities including Mortgage, Certificates and Bank Stocks
Schoonover, deWillers & Co.
 INC.
 120 BROADWAY NEW YORK, N. Y. REctor 2-7634
 20 S. BROADWAY YONKERS, N. Y. MARble 7-8508
 Bell Teletype NY 1-2361

In a statement to stockholders, G. H. Kann, President of Triumph Explosives, Inc., said in part regarding the company's activities: "net sales for the year aggregated \$3,081,443.35, resulting in a net profit after depreciation, extraordinary and non-recurring expenses, and Federal and State taxes (estimated), of \$230,239.99. This compares with net sales of \$1,428,732.01 and a net profit after all charges of \$148,906.22 for the preceding fiscal year."

"The management estimates that sales for the fiscal year ending July 31, 1942, will be in the neighborhood of \$10,000,000, with profits in proportion to the increased volume of business. The company anticipates the payment of extra dividends from time to time as increased profits are realized from the company's increased volume of business."

**Elizabeth Hays With
 G. H. Walker & Co.**
 (Special to The Financial Chronicle)
 ST. LOUIS, MO.—Elizabeth Hays, for many years President of Little and Hays Investing Company, is joining the staff of G. H. Walker & Co., Broadway and Locust, members of the New York Stock Exchange and other leading Exchanges.

It is understood that the Little & Hays Investing Company, one of the oldest investment houses in St. Louis, is liquidating.

"Your company owns practically all of the common capital stock of Central Railway Signal Company, Inc., the oldest and most important company in the United States engaged in manufacturing and selling railroad fuses and torpedoes. We are pleased to report the completion of a very satisfactory year for this company, earnings for the year ended July 31, 1941, being \$164,635.14, before Federal taxes. The company had total net sales of approximately \$663,483.23. Since Aug. 1, 1941 to Oct. 11, 1941, the company's shipments and unfilled orders aggregate approximately \$350,000."

Balance sheet, profit and loss and surplus statements of Triumph Explosives, Inc., will be given in detail in the Investment News Section of this Saturday's "Chronicle."

TRADING MARKETS IN UTILITIES RAILROADS INDUSTRIALS

G. A. Saxton & Co., Inc.
 NEW YORK BOSTON

**Trading Markets on
 The "MINNE" Situation**

Minneapolis & St. Louis 6s 1932	Des Moines & Ft. Dodge 4s '35
Minneapolis & St. Louis 5s 1934	Iowa Central 4s 1951
Minneapolis & St. Louis 4s 1949	Iowa Central 5s 1938

Frederic H. Hatch & Co.
 Incorporated
 Members New York Security Dealers Association
 63 Wall St., New York, N. Y. Bell Teletype NY 1-897

**Bond Club Of Phila.
 Makes Nominations**

PHILADELPHIA, Pa.—Arthur S. Burgess, Biddle, Whelen & Co., has been nominated to succeed Edward C. Sayers, Smith, Barney & Co., as President of the Bond Club of Philadelphia.

Other nominations were: Walter A. Schmidt; Schmidt, Poole & Co., for Vice-President; John Bogan, Jr., Sheridan, Bogan Co., Secretary; and William M. Claflin, Halsey, Stuart & Co., Inc., Treasurer.



The following nominations for the Board of Governors were also made: Edward C. Sayers, for a term to expire in 1942; Joseph G. Carpenter, Adams & Peck, and Elwood W. Miller, E. W. & R. C. Miller & Co., for terms to expire in 1944.

Members of the nominating committee were: Sydney P. Clark, E. W. Clark & Co., Chairman; Richard E. Norton, Hornblower & Weeks; Herbert V. B. Gallager, Yarnall & Co.; William Barclay, Jr., Barclay, Moore & Co.; and Clyde L. Paul, Paul & Co., Inc.

The annual meeting and election is slated for Dec. 12th.

**NY Security Analysts
 Announce Nov. Meeting**

The November Luncheon Meeting of the New York Society of Security Analysts, Inc., will be held on Thursday, Nov. 27th, at 12:30 p. m., at Block Hall, 23 South William Street, New York City.

The meeting will be addressed by Q. Forrest Walker, for nearly twenty years economist of R. H. Macy & Co., and author of numerous studies on retailing and lecturer on investments at the American Institute of Banking. Mr. Walker will speak on "Current Problems in Retailing," and will discuss particularly the part price-fixing plays in retail trade during an inflationary epoch and questions concerning the effect of priorities on merchandising.

Reservations should be made through Miss Lennon, of the office of Shelby Cullom Davis, Program Chairman (Bowling Green 9-3789). Covers are \$1.30 per person including tip, and members may bring guests.

**I. Newton Perry Joins
 Shields Co. In Chicago**

(Special to The Financial Chronicle)
 CHICAGO, ILL.—I. Newton Perry has become associated with Shields & Co., 135 South La Salle Street. Mr. Perry was formerly president of Perry, Spencer & Co. and I. Newton Perry & Co. and in the past he was associated with Field, Glore & Co.

**American Ordnance
 Corporation**

MANUFACTURERS OF THE YGUN
 (depth charge projector)
 The Most Effective Weapon for
 Combatting the Submarine
 Information on Request
MARSH and COMPANY
 42 BROADWAY, NEW YORK
 BO. Green 9-9085 Tele. NY 1-1206

**Louisiana
 Securities**

STEINER, ROUSE & Co.
 Members New York Stock Exchange
 25 Broad St. Brown-Marx Bldg.
 New York, N. Y. Birmingham, Ala.
 NY 1-1557 BH 198
 Maritim Bldg.
 New Orleans, La.
 Direct Wire

**Triumph Explosives
 Common**

Triumph Explosives
 1st warrants
Triumph Explosives
 2nd warrants
 Trading Department
DURYEA & Co.
 Members New York Stock Exchange
 65 BROADWAY, NEW YORK, N. Y.
 Teletype NY 1-1702
 Tel. Whitehall 4-0488-89-90-91

**Officers Elected By
 Bond Club of Denver**

DENVER, COLO.—Ray Maxwell, Brown, Schlessman, Owen & Co., was elected President of the Bond Club of Denver at their recent meeting. Other officers named were Edward A. Hanifen, McCabe, Hanifen & Co., Vice-President; Arthur F. Bosworth, Bosworth, Chanute, Loughridge & Co., Secretary, and Phillip J. Clark, Amos C. Sudler & Co., Treasurer.



Harry W. Siple, Harris Upham & Co., Malcolm F. Roberts, Sidlo, Simons, Roberts & Co., J. Alfred Ritter, Jr., Garrett, Bromfield & Co., and Earl M. Scanlan, Earl M. Scanlan & Co., were elected directors.

COMMERCIAL and FINANCIAL CHRONICLE

Reg. U. S. Patent Office
 William B. Dana Company
 Publishers
 25 Spruce Street, New York
 BEekman 3-3341
 Herbert D. Seibert,
 Editor and Publisher
 Frederick W. Jones, Managing Editor
 William Dana Seibert, President
 William D. Riggs, Business Manager
 Thursday, November 20, 1941

Published three times a week [every Thursday (general news and advertising issue) with statistical issues on Tuesday and Saturday]

Other offices: Chicago—In charge of Fred H. Gray, Western Representative, Field Building (Telephone State 0613); London—Edwards & Smith, 1 Drapers' Gardens, London, E.C.

Copyright 1941 by William B. Dana Company.

Reentered as second-class matter September 12, 1941, at the post office at New York, N. Y., under the Act of Mar. 3, 1879.

Subscriptions in United States and Possessions \$26.00 per year, \$15.00 for 6 months; in Dominion of Canada, \$27.50 per year, \$15.75 for 6 months. South and Central America, Spain, Mexico and Cuba, \$29.50 per year, \$16.75 for 6 months; Great Britain, Continental Europe (except Spain), Asia, Australia and Africa, \$31.00 per year, \$17.50 for 6 months. NOTE: On account of the fluctuations in the rate of exchange, remittances for foreign subscriptions and advertisements must be made in New York funds.

Specialists in

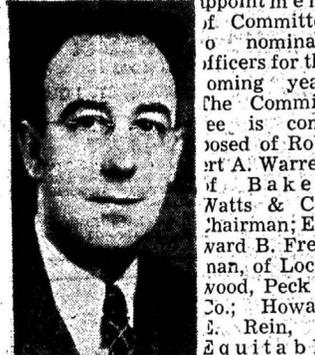
GUARANTEED RAILROAD STOCKS

B. W. Pizzini & Co.
 GUARANTEED RAILROAD STOCKS-BONDS

Telephone 52 Broadway Teletype
 BO. GR. 9-6400 NEW YORK N.Y. 1-1063

Balt. Traders Appoint Nominating Committee

BALTIMORE, MD.—William H. Boggs, of Frank B. Cahn & Co., President of the Baltimore Security Traders Association, has announced the appointment of a committee to nominate officers for the coming year. The committee is composed of Robert A. Warren, of Baker, Watts & Co., chairman; Edward B. Freeman, of Lockwood, Peck & Co.; Howard J. Rein, of Equitable Trust Company; Harry M. Sheely, of Harry M. Sheely & Co.; and Jack Snyder, of W. E. Hutton & Co.



Robert A. Warren

The annual election of officers will be held Jan. 5th at the Chesapeake Club.

Mr. Boggs also announced that the Sixth Annual Winter Dinner of the Association will be held Friday, Jan. 9th.

Insurance Course Offered

A course in Insurance Brokerage in preparation for the March Examination for a brokerage license is being offered at the Knights of Columbus School, 316 West 57th Street, commencing Dec. 1st.

This course was established in 1919. Recognized by the State Department of Insurance, the course qualifies the student for the examination. Under the supervision of Frank C. Stackpole, and associate lecturers, classes will be held on Monday, Wednesday and Friday evenings.

Tomorrow's Markets
Walter Whyte
Says—

The market is not saying anything to indicate any new development; seems on the contrary, to be about as confused as the traders; as to our list see details below.

By **WALTER WHYTE**

Well, the market is back again to the lows of last week. At least that's where it is at this writing. True, some of the stocks are nicely above the lows but the gloom that has swept through the Street hasn't lifted on that account.

The big news that everybody feels is affecting the price level, is the fight between the bushy browed Lewis and President Roosevelt. Labor, everybody feels, is now out of hand and if conditions are to improve the Government must get up off its haunches and do something. It's this something that nobody is very clear about.

"Send the Army in" is the cry that seems to get the most applause. I suppose that could be done. Still I fail to see how that would solve anything. You can't dig coal, or make steel, or hairpins, with bayonets or machine guns. In the final analysis the miners will still have to go in to get the coal out.

Another faction insists that we need more laws to make labor behave. "Make strikes in defense industries illegal and you've removed the cause." Again, that may be true. Still I doubt if you can force patriotism through legislation. I remember the Volstead Act too well and how much good it did to believe that legislation could change things overnight.

As a market analyst I don't suppose I have any right to

(Continued on Page 1116)

We are interested in offerings of

Columbus & Southern Ohio Electric Co.
 6% Cumulative First Preferred Stock
 6 1/2% Cumulative Preferred Stock, Series B

Connecticut Light & Power Co.
 5 1/2% Cumulative Preferred Stock

Spencer Trask & Co.
 25 Broad Street, New York
 Telephone HANover 2-4300 Teletype NY 1-5

Reorganized Ass'n Of Stock Exchange Firms Elects Officers and Governors For 1941-42

The Association of Stock Exchange Firms, as reorganized, held its first annual meeting on Nov. 17 and elected a new Board of Governors and a new Nominating Committee, adopting the recommendations made recently by the outgoing Nominating Committee. The Board of Governors and Nominating Committee elected follow:

BOARD OF GOVERNORS

To Serve For One Year
 Eugene Barry, Shields & Co., New York; Herbert F. Boynton, F. S. Moseley & Co., New York; Wm. B. Haffner, Wilcox & Co., New York; Gardner D. Stout, Dominick & Dominick, New York; George H. Walker, Jr., G. H. Walker & Co., New York; Wm. G. Lerchen, Watling, Lerchen & Co., Detroit; Frank E. Baker, Baker, Weeks & Harden, Philadelphia; John E. Parker, Auchincloss, Parker & Redpath, Washington; Wm. J. Fleming, A. E. Masten & Co., Pittsburgh; Harry W. Sack, Strassburger & Co., San Francisco.

To Serve For Two Years
 Sherman M. Bijur, H. Hentz & Co., New York; M. Livingston Delafield, Delafield & Delafield, New York; George R. Kantzler, J. E. Swan & Co., New York; Glenn G. Munn, Paine, Webber & Co., New York; J. Gould Remick, Evans, Stillman & Co., New York; George Storer Baldwin, Burr, Gannett & Co., Boston; J. C. Bradford, J. C. Bradford & Co., Nashville; Wm. Wymond Cabell, Branch, Cabell & Co., Richmond; Arthur F. Lindley, Clement, Curtis & Co., Chicago; J. Gates Williams, Francis, Bro. & Co., St. Louis.

To Serve For Three Years
 Gilbert U. Burdett, Laidlaw & Co., New York; Harold T. Johnson, Jas. H. Oliphant & Co., New York; Thomas W. Phelps, F. I. duPont & Co. and Chisholm & Chapman, New York; Jacob C. Stone, Asiel & Co., New York; Homer A. Vilas, Cyrus J. Lawrence & Sons, New York; D. J. Bogardus, Bogardus, Frost & Banning, Los Angeles; Springer H. Brooks, Piper, Jaffray & Hopwood, Minneapolis; Malon C. Courts, Courts & Co., Atlanta; Latham Murfey, Curtiss, Barnes & Co., Cleveland; George E. Humes Wayne Hummer & Co., Chicago.

Nominating Committee
 Thomas R. Cox, Brinton & Co., New York; M. Donald Grant,

Fahnestock & Co., New York; James M. Hutton, Jr., W. E. Hutton & Co., Cincinnati; John C. Legg, Jr., Mackubin, Legg & Co., Baltimore; Joseph A. Rushton, Goodbody & Co., Chicago.

At a meeting on Nov. 18 the new Board of Governors elected James F. Burns, Jr., of Harris Upham & Co., as President of the Association. He succeeds J. Gould Remick, of Evans, Stillman & Co., who resigned on Oct. 7, but who continues as a Governor of the Association. Mr. Burns has served as Vice-President of the Association for the past year. J. C. Bradford, of J. C. Bradford & Co., Nashville, was elected First Vice-President of the reorganized organization; George E. Barnes, of Wayne Hummer & Co., Chicago, was made Second Vice-President, and William B. Haffner, of Wilcox & Co., New York, was named Treasurer. Mr. Bradford and Mr. Barnes assume newly created offices while Mr. Haffner succeeds Harold T. Johnson, of Jas. H. Oliphant & Co.

The Board on Nov. 18 devoted the entire day to a discussion of the Association's program of activities. Its next meeting will be held in Chicago on Jan. 13. Thereafter the Board will meet monthly.

A dinner for the new Governors of the Association was held the evening of Nov. 17 at the Racquet & Tennis Club, New York City. Among others attending were Emil Schram, President of the New York Stock Exchange; Howland S. Davis, Executive Vice-President of the Stock Exchange; Eugene Lokey, Vice-President of the Stock Exchange, and the members of the retiring Nominating Committee of the Association, John L. Clark, Russell E. Gardner, Jr., Elton Parks, Richard Pigeon and Robert L. Stott. The plan for the reorganization of the Association which was approved by the membership on Oct. 7, was described in these columns of Oct. 2, page 412.

B. S. **LICHTENSTEIN**
 AND COMPANY

THANKS A MILLION

99 WALL STREET, NEW YORK
 Telephone: WHITEhall 4-6511

Aldred Investment Trust
 4 1/8, 1967

Globe & Rutgers Fire Ins.
 Common

Michigan Chemical

Joseph McManus & Co.
 Members
 New York Curb Exchange
 Chicago Stock Exchange
 39 Broadway, New York
 Dlgby 4-2290 Tele. NY 1-1610-11

We Are Specialists In
REAL ESTATE SECURITIES

Inquiries Invited In
 Lawyers Mtge. Co. Cifs.
 Lawyers Title Co. Cifs.
 Bond & Mtge. Co. Cifs.
 and all other Title Co.'s
 Bank Trust Participations
 Complete Statistical Information

L. J. GOLDWATER & CO.
 INC.
 Members New York Security Dealers Assn.
 39 Broadway, New York, N. Y.
 HANover 2-8970 Teletype NY 1-1203

BOND BARGAIN

Operating Utility
 1st Mtg—Yield 10% +
 Circular on Request

A. O. VAN SUETENDAEL & CO.
 20 S. B'WAY - YONKERS, N. Y.
 N. Y. City Telephone MARble 7-9687
 Bell Teletype Yonkers 2318

Seward To Represent John Nuveen In Phila.

PHILADELPHIA, PA.—C. Carroll Seward has been appointed to represent John Nuveen & Co. in Philadelphia, it is announced. Mr. Seward was formerly with Stone & Webster and Blodgett, Inc., and has been in the bond field in Philadelphia for the past 13 years. Offices are being opened in the Fidelity-Philadelphia Trust Building, 123 Broad Street.

John Nuveen & Co., established in 1898, is one of the oldest municipal bond houses in the Middle West. The firm also has representatives in New York, Miami, Cincinnati, Des Moines, St. Paul, Kansas City, Milwaukee and in the State of Michigan.

We are interested in the following Industrial Preferred Stocks:

RATH PACKING CO. 5% Pfd.
HART-CARTER CO. Conv. Pfd.
ALTORFER BROS. CO. Conv. Pfd.
CHICAGO DAILY NEWS, INC. 5% Pfd.
UNITED PRINTERS & PUBLISHERS, INC. Pfd.
MARSHALL FIELD & CO. 1st Series 6% Pfd.
CONTINENTAL ROLL & STEEL FOUNDRY 7% Pfd.
FOOTE BROS. GEAR & MACHINE CORP. Cum. Conv. Pfd.

A.C. ALLYN AND COMPANY
 INCORPORATED
 CHICAGO NEW YORK

Miami Bridge Co.
 6s due 1952
 Common Stock
 Bought—Sold—Quoted

R. E. SWART & Co.
 INCORPORATED
 40 EXCHANGE PLACE, NEW YORK
 Tel.: HANover 2-0510 · Tele: NY 1-1073

Canadian Mining Securities
 Traded in U. S. Funds
 Complete statistical data available on all Canadian mines

Macdonald & Bunting
 Members Toronto Stock Exchange
 41 Broad St., New York, N. Y.
 HANover 2-7673 Tele. NY 1-1619
 Toronto New York

DIVIDEND NOTICES

THE ALABAMA GREAT SOUTHERN RAILROAD COMPANY
 New York, N. Y., November 17, 1941.
 A dividend of \$8 per share on the Preferred Stock of The Alabama Great Southern Railroad Company has been declared payable December 23, 1941, to stockholders of record at the close of business November 29, 1941.
 A dividend of \$6 per share on the Ordinary Stock has been declared payable December 23, 1941, to stockholders of record at the close of business November 29, 1941.
 C. E. A. McCARTHY,
 Vice-President and Secretary.

IMPERIAL OIL LIMITED
 Notice to Shareholders and the Holders of Share Warrants

NOTICE is hereby given that a semi-annual dividend of twenty-five cents (25c.) per share in Canadian Currency, has been declared, and that the same will be payable on or after the 1st day of December, 1941, in respect to the shares specified in any Bearer Share Warrants of the Company of the 1929 issue upon presentation and delivery of coupons No. 56 at:

THE ROYAL BANK OF CANADA
 King and Church Streets Branch, Toronto, Canada.

The payment to Shareholders of record at the close of business on the 17th day of November, 1941, and whose shares are represented by registered Certificates of the 1929 issue, will be made by cheque, mailed from the offices of the Company on the 28th day of November, 1941.

The transfer books will be closed from the 18th day of November to the 29th day of November, 1941, inclusive and no Bearer Share Warrants will be "split" during that period.

The Income Tax Act of the Dominion of Canada provides that a tax of 15% shall be imposed and deducted at the source on all dividends payable by Canadian debtors to non-residents of Canada. The tax will be deducted from all dividend cheques mailed to non-resident shareholders and the Company's Bankers will deduct the tax when paying coupons to or for account of non-resident shareholders. Registered certificates must accompany all dividend coupons presented for payment by residents of Canada.

Shareholders resident in the United States are advised that a credit for the Canadian tax withheld at source is allowable against the tax shown on their United States Federal Income tax return. In order to claim such credit the United States tax authorities require evidence of the deduction of said tax, for which purpose Ownership Certificates (Form No. 601) must be completed in duplicate and the Bank cashing the coupon will endorse both copies with a certificate relative to the deduction and payment of the tax and return one Certificate to the shareholder. If Forms No. 601 are not available at local United States branches, they can be secured from the Company's office or the Royal Bank of Canada, Toronto.

Under existing Canadian Regulations:

(a) Payment of this dividend to residents of enemy or enemy occupied countries is prohibited.

(b) Payment thereof to residents of other portions of Continental Europe or of British Empire and China and Japan is prohibited but such residents may direct the deposit to their credit in a Canadian Bank of all amounts payable to them.

(c) Other non-residents of Canada may convert this dividend at current Canadian Foreign Exchange Control rates into such foreign currencies as are permitted by the General Regulations of the Canadian Foreign Exchange Control Board. Such conversion can only be effected through an Authorized Dealer, i.e. a Canadian Branch of any Canadian Chartered Bank.

Shareholders residing in the United States may convert the amount of the current dividend into United States currency at the official Canadian Foreign Exchange Control rate by sending by their own risk and expense, coupons, or dividend cheques properly endorsed, to The Agency of The Royal Bank of Canada, 68 William Street, New York City, which will accept them for collection through an authorized dealer, or direct to any authorized dealer of the Canadian Foreign Exchange Control Board.

Shareholders residing in countries other than the United States to whom payment is not prohibited as above noted may convert the amount of the current dividend by sending at their own risk and expense, coupons, or dividend cheques properly endorsed, to The Royal Bank of Canada, King and Church Street Branch, Toronto, Canada, or to any other authorized dealer or to The Agency of The Royal Bank of Canada, 68 William Street, New York City, U. S. A., with a request for a draft in such foreign currency as is permitted in settlement of same, but they should first satisfy themselves that this action is not prohibited by the Foreign Exchange Control Regulations of the country in which they reside.

By Order of the Board,
 W. J. WHITLING, Secretary.
 56 Church Street, Toronto 2, Canada.
 12th November, 1941.

UNDERWOOD ELLIOTT FISHER COMPANY
 The Board of Directors at a meeting held November 13, 1941, declared a dividend for the fourth quarter of the year 1941 of \$1.25 a share on the Common Stock of Underwood Elliott Fisher Company, payable December 15, 1941, to stockholders of record at the close of business December 1, 1941.
 Transfer books will not be closed.
 C. S. DUNCAN, Treasurer.

TEXAS GULF SULPHUR COMPANY
 The Board of Directors has declared a dividend of 50 cents per share and an additional dividend of 50 cents per share on the Company's capital stock, payable December 15, 1941, to stockholders of record at the close of business December 1, 1941.
 H. F. J. KNOBLOCH, Treasurer.

DIVIDEND NOTICES

Bayuk Cigars Inc.

A dividend of thirty-seven and one-half cents (37½¢) per share on the Common Stock of this Corporation was declared payable Dec. 15, 1941, to stockholders of record Nov. 30, 1941.
 Checks will be mailed.

John A. Snyder
 TREASURER
 Philadelphia, Pa.
 Nov. 14, 1941

MAKERS OF PHILLIES

ELECTRIC BOAT COMPANY
 33 Pine Street, New York, N. Y.

The Board of Directors has this day declared a dividend of fifty cents per share on the stock of the Company, payable December 10, 1941 to stockholders of record at the close of business November 26, 1941.
 Checks will be mailed by Bankers Trust Co., N. Y., Transfer Agent.
 HENRY R. CARSE, President
 November 12, 1941

INTERNATIONAL SALT COMPANY
 475 Fifth Avenue, New York, N. Y.

A dividend of ONE DOLLAR and FIFTY CENTS a share has been declared on the capital stock of this Company, payable December 15, 1941, to stockholders of record at the close of business on December 1, 1941. The stock transfer books of the Company will not be closed.
 HERVEY J. OSBORN, Secretary.

KENNECOTT COPPER CORPORATION
 120 Broadway, New York City
 November 18, 1941.

A cash distribution of twenty-five cents (25c) a share and a special cash distribution of one dollar (\$1.00) a share have today been declared by Kennecott Copper Corporation, payable on December 24, 1941 to stockholders of record at the close of business on November 28, 1941.

A. S. CHEROUNY, Secretary.

OFFICE OF NORTHERN STATES POWER COMPANY (WISCONSIN)
 Chicago, Illinois

The Board of Directors of Northern States Power Company (Wisconsin), at a meeting held November 15, 1941, declared a dividend of one and one-quarter per cent (1¼%) per share on the Preferred Stock of the company, payable by check December 1, 1941, to stockholders of record as of the close of business November 30, 1941, for the quarter ending November 30, 1941.
 N. H. BUCKSTAFF, Treasurer.

The United Gas and Electric Corporation
 One Exchange Place, Jersey City, New Jersey
 November 19, 1941.

The Board of Directors this day declared a quarterly dividend of one and three quarters per cent (1¾%) on the Preferred Stock of the Corporation, payable December 20, 1941 to stockholders of record December 5, 1941.
 J. A. MCKENNA, Treasurer.

American Woolen COMPANY
 INCORPORATED
 225 FOURTH AVE., NEW YORK, N. Y.

At a meeting of the Board of Directors of the American Woolen Company held today, a dividend on the Preferred Stock of \$5.00 a share on account of arrears was declared, payable December 15, 1941 to stockholders of record December 1, 1941. Transfer books will not close. Checks will be mailed.

F. S. CONNETT,
 Treasurer
 November 19, 1941.

THE WESTERN UNION TELEGRAPH CO.
 New York, Nov. 10, 1941
 DIVIDEND NO. 259

A dividend of \$1.00 a share on the capital stock of this company has been declared, payable December 15, 1941, to stockholders of record at the close of business on November 21, 1941.
 G. K. Huntington, Treasurer.

U. G. I.
 The current quarterly dividend of \$1.25 a share on \$5 Dividend Preferred Stock and a dividend of 15 cents a share on Common Stock have been declared, payable December 23, 1941, to respective holders of record November 28, 1941.

THE UNITED GAS IMPROVEMENT CO.
 I. W. MORRIS, Treasurer
 October 28, 1941 Philadelphia, Pa.

UTILITY PREFERRED

JACKSON & CURTIS
 ESTABLISHED 1879

PERSONNEL ITEMS

If you contemplate making additions to your personnel, please send in particulars to the Editor of the Financial Chronicle for publication in this column.

(Special to The Financial Chronicle)
BOSTON, MASS.—L. Barratt Davison has been added to the staff of F. L. Putnam & Co., 77 Franklin Street.

(Special to The Financial Chronicle)
BRIDGEPORT, CONN.—Rudolph B. Falk, previously with Hincks Bros. & Co., Inc., is now connected with Gaynor, Clemence & Company, Inc., 137 John Street.

(Special to The Financial Chronicle)
CHICAGO, ILL.—Joseph P. Edwards, for several years with John J. Seerley & Co., has become associated with Alexander & Co., Inc., 141 West Jackson Boulevard.

(Special to The Financial Chronicle)
CHICAGO, ILL.—Leroy Nelson Anderson has rejoined Lamson Bros. & Co., 141 West Jackson Boulevard. Mr. Anderson has recently been serving in the U. S. Army.

(Special to The Financial Chronicle)
CHICAGO, ILL.—Leo F. McNaney has joined the staff of M. B. Vick & Company, 120 South La Salle Street. Mr. McNaney was formerly with Otis & Co., and prior thereto was for a number of years with C. W. McNear & Co.

(Special to The Financial Chronicle)
CHICAGO, ILL.—Joseph Ellison is now associated with Arthur H. Wyatt, whose main office is in the Guaranty Building, Indianapolis, Ind.

(Special to The Financial Chronicle)
COLUMBUS, GA.—F. C. Jones, Jr., and A. C. Walker are connected with Merrill Lynch, Pierce, Fenner & Beane, 101 Twelfth Street.

(Special to The Financial Chronicle)
DETROIT, MICH.—Harold X. Schreder, previously with M. A. Manley & Co., has become affiliated with Van Grant & Co., Penobscot Building.

(Special to The Financial Chronicle)
DETROIT, MICH.—William E. Shoemaker has become associated with C. G. McDonald & Co., Buhl Building. Mr. Shoemaker was formerly with A. M. Kidder & Co., and prior thereto was Associate Manager of the local office of W. E. Hutton & Co. and Fenner & Beane.

(Special to The Financial Chronicle)
DETROIT, MICH.—Samuel Walter Heavenrich, previously with A. M. Kidder & Co., is now with Wm. C. Roney & Co., Union Guardian Building.

(Special to The Financial Chronicle)
DURHAM, N. C.—Lewis Reading Smith has become connected with First Securities Corp., 111 Corcoran Street.

(Special to The Financial Chronicle)
GALESBURG, ILL.—Chester Arthur Wickersham, formerly local representative for John J. Seerley & Co., is now associated with Alexander & Co., Inc., whose main office is located at 141 West Jackson Boulevard, Chicago, Ill.

(Special to The Financial Chronicle)
GREENWICH, CONN.—Robert Craig VanDeventer has become associated with Francis I. duPont & Co. and Chisholm & Chapman, 45 East Putnam Avenue. Mr. VanDeventer was previously affiliated with the Bridgeport office of A. M. Kidder & Co., and prior thereto was Darien, Conn., Manager for Josephthal & Co., and Fellowes Davis & Co.

(Special to The Financial Chronicle)
INDIANAPOLIS, IND.—Walter Ealy McCleary is now connected with Arthur H. Wyatt, Guaranty Building.
 (Continued on Page 1112)

BIRMINGHAM

MARX & CO.
 BIRMINGHAM, ALABAMA

SOUTHERN MUNICIPALS and CORPORATION BONDS

DETROIT

LISTED AND UNLISTED SECURITIES

Charles A. Parcels & Co.
 Members of Detroit Stock Exchange
 PENOBSCOT BUILDING
 DETROIT, MICH.

NEWARK

American Insurance Co. (Newark)

Firemen's Insurance Co. of Newark

J. S. Rippel & Co.
 Established 1891
 18 Clinton St., Newark, N. J.
 Market 3-3450
 New York Phone—REctor 2-4383

ST. LOUIS

St. Louis Listed and Unlisted Securities

EDWARD D. JONES & Co.
 Established 1922
 Boatmen's Bank Building, ST. LOUIS

Members
 New York Stock Exchange
 St. Louis Stock Exchange
 Chicago Stk. Exch. Chicago Bd. of Trade Assoc. Member Chicago Mercantile Exch. New York Curb Exchange Associate

Phone Central 7600 Postal Long Distance Bell Teletype—ST L 593

STIX & Co.
 SAINT LOUIS
 509 OLIVE ST.

Members St. Louis Stock Exchange

Julian C. Stanley To Be Mitchell Hutchins Partner

Julian C. Stanley will become a partner in Mitchell, Hutchins & Co., 1 Wall Street, New York City, members of the New York Stock Exchange. Mr. Stanley was formerly a partner in Stanley, Jane-way & Howe and White & Stanley.
 Mitchell, Hutchins & Co.'s main office is located at 231 South La Salle Street, Chicago.

AMERICAN CYANAMID COMPANY

Special Dividend on Common Stock

The Board of Directors of American Cyanamid Company, on November 18, 1941, declared a special dividend of one dollar and twenty-five cents (\$1.25) per share upon the Class "A" Common Stock and Class "B" Common Stock, payable on December 17, 1941, to stockholders of record at the close of business on December 1, 1941. The dividend is payable in shares of the Company's 5% Cumulative Preference Stock at the par value thereof, to wit: ten dollars (\$10) per share, in the ratio of one share of such Preference Stock to each eight shares of the Class "A" Common Stock and/or Class "B" Common Stock, with the proviso that no scrip or fractional shares representing the 5% Cumulative Preference Stock will be issued by the Company, but in lieu and to the extent thereof the said dividend will be paid in cash.

Cash Dividend on 5% Cumulative Preference Stock

The Board of Directors of American Cyanamid Company, on November 18, 1941, declared a quarterly dividend of 1¼% (\$.125) per share on the outstanding shares of the 5% Cumulative Preference Stock of the Company, payable January 2, 1942, to the holders of such stock of record at the close of business December 12, 1941.

Cash Dividend on Common Stock

The Board of Directors of American Cyanamid Company, on November 18, 1941, declared a quarterly dividend of fifteen cents (15¢) per share on the outstanding shares of the Class "A" and Class "B" Common Stock of the Company, payable January 2, 1942, to the holders of such stock of record at the close of business December 12, 1941.

W. P. STURTEVANT, Secretary.

Hollands To Head SEC Investment Co. Division

The SEC has announced the appointment of John Hollands as Director of the Investment Company Division. Mr. Hollands has been Acting Director of the Division since July of this year.

The Commission also announced the appointment of Harry Heller as Assistant Director of the Division. Mr. Heller has been an attorney with the Investment Company Division since its formation, 1940, prior to which time he was an attorney on the staff which made the study of investment trusts.

The new Director before his association with the Commission in 1937 was an attorney for the Petroleum Administrative Board and the NRA. He was engaged in the private practice of law in Buffalo and Canandaigua, New York. Mr. Heller is a member of the New York State Bar, and prior to his coming to the Commission in 1935, was engaged in the private practice of law in New York City.

Defaulted RR Bond Index

The defaulted railroad bond index of Pflugfelder, Bampton & Rust, 61 Broadway, New York City, shows the following range for Jan. 1, 1939, to date: High—34 5/8, low—14%, last—33%.

These figures now include New York, New Haven & Hartford Convertible 6s of 1948, which take the place of Spokane International 5s of 1955 on Pflugfelder, Bampton & Rust's list from which the Index is compiled.

ERIE RAILROAD

An analysis of the Company and new securities will be sent upon request.

Joseph Walker & Sons

Members New York Stock Exchange
120 Broadway NEW YORK Tel. REctor 2-6600
Dealers in GUARANTEED STOCKS Since 1835

SEC Appoints Paul Rowen Administrator In Boston

The SEC announced that Paul R. Rowen, of Boston, Massachusetts, has been appointed Regional Administrator of the Boston Regional Office of the Commission. Mr. Rowen succeeds Joseph P. Rooney, who has resigned to become Assistant United States Attorney in Boston.

Mr. Rowen was on the staff of the SEC from May, 1936, until January, 1940, when he resigned to engage in the private practice of law. In 1934 Mr. Rowen was appointed Assistant District Attorney of the Commonwealth of Massachusetts. He later became Regional Litigation Attorney for the NRA, and in 1935 was made Consultant for the Federal Coordinator of Transportation. While he was on the staff of the Commission, Mr. Rowen was a member of the Enforcement Section of the Legal Division.

Wabash Railway Company

New Securities

"when, as and if issued"

Bought — Sold — Quoted

PFLUGFELDER, BAMPTON & RUST

Members New York Stock Exchange
61 Broadway New York
Telephone—Digby 4-4933 Bell Teletype—NY 1-310
RAILROAD REORGANIZATION SECURITIES

RAILROAD SECURITIES

One outstanding characteristic of the current crop of railroad reorganizations has been the tendency to do away with underlying divisional liens in favor of a single blanket mortgage. The practice in past receivership proceedings was to leave mortgage bonds of established earning power undisturbed (except perhaps for an extension of maturity), thus assuring continuation of the strong protection originally enjoyed by the bondholder in the event of future capital revisions. In the new reorganization processes, the rights of holders of well situated liens have been recognized, but largely through the medium of par for par exchange for new system first mortgage bonds.

Cases in point, where the full claim for principal and any unpaid interest was met in new fixed interest bonds, include the Erie & Jersey and Genesee River liens of Erie; the St. Louis, Iron Mountain & Southern bonds of Missouri Pacific; Housatonic and Central New England mortgages of "New Haven" and the Detroit & Chicago Extension of Wabash. With this narrowing of the divisional lien field, those issues that are to retain their mortgage position have been attracting increasing investor interest. The bonds that have been able to weather the drastic scale-downs called for by current ICC reorganizations are naturally the cream of the crop.

In a capitalization which is itself considered virtually impervious to depression influences, the remaining divisionals have a commanding position, and in quality rank with the investment liens of the best of the still solvent carriers. The latter group, with coupons of 4% or less, sell at premiums running to 20 points while the reorganized divisionals are available at discounts running to 20 points. Most of these issues are small, but bonds have been available.

One market factor is that some of the issues have passed their maturity and, while interest payments have been continued, a default has occurred. This eliminates many regulated institutions as potential buyers. It does not deter individual investors, however, and as bonds become available there has been switching from bonds such as "Burlington" Generals and Illinois Divisions, "Atchison" Adjustments and "Bangor" 1st 5s, where a once prime investment standing has apparently been permanently impaired.

The old divisionals being bought include the Choctaw & Memphis 1st 5s, 1949 of the "Rock Island" in the low 90s, and the Sioux City & Pacific 1st 3 1/2s, 1936 and Des Plaines Valley 1st 4 1/2s, 1947 of "North Western". Both of these "North Western" bonds, selling in the 80s, are to be extended to 1969 at 4%. The two Kansas City, Memphis & Birmingham issues of "Frisco" are being extended at 4% to 1970 and are quoted in the 80s while the Naugatuck 4s, 1954 of "New Haven" have sold below 90. Aside from the demonstrated investment worth of the bonds, there is some thought that many of these bonds may not actually be outstanding after the reorgan-

Railroad Reorganization Securities
(When Issued)

BEAR, STEARNS & CO.

Members New York Stock Exchange
New York Chicago

TAX SELLING

Many investment accounts are finding it expedient to register losses or profits before the close of the 1941 calendar year.

We are prepared to submit firm bids and offers on a net basis — to dealers only — on most railroad bonds, in large or small amounts.

Inquiries Invited
LEROY A. STRASBURGER & CO.
1 WALL ST., NEW YORK
Whitehall 3-3450 Teletype: NY 1-2050

izations are consummated. The roads concerned are building up large cash balances in the current period of high earnings and it is felt in many quarters that part of this cash may be utilized to retire the small divisionals before, or at the time of, reorganization.

In a slightly different category, but also attracting increasing investor interest, are the Missouri Pacific 3rd Extended 4s, 1938 and the Pacific Railroad of Missouri bonds which have recently moved up close to 90. These bonds are not to remain undisturbed as to lien, but do receive special treatment; they are not asked to accept a long term blanket mortgage that might be sensitive to the vagaries of fortune many years hence. They are to receive a collateral issue to mature Jan. 1, 1950, and secured better than par for par by the new blanket mortgage. Buyers of these issues have been impressed by the comments

As brokers we invite inquiries on blocks or odd lots of **HIGHEST GRADE RAILS**

We also maintain net markets in **ML. NOR. 4 1/2s/39 (Brown)**
SEABOARD ALL FLA. 6s/35
INT. GT. NOR. ADJ. 6s/52
STUR. GOSHEN & ST. L. 3s/89
MOP 5 1/2s/49

l. h. rothchild & co.

specialists in rails
11 wall street n. y. c.
HANover 2-9175 Tele. NY 1-1293

AMERICAN MADE
MARKETS IN
CANADIAN
SECURITIES

SUN

Life of Canada

HART SMITH & CO.

52 WILLIAM ST., N.Y. Hanover 2-0980
Bell Teletype NY 1-395
New York Montreal Toronto

NOTICE OF REDEMPTION

West Virginia Pulp and Paper Company

First Mortgage Bonds, 3% Series due 1954.

NOTICE IS HEREBY GIVEN that pursuant to the provisions of Article Three of the First Mortgage, dated as of December 1, 1939, from West Virginia Pulp and Paper Company to Irving Trust Company, as Trustee, the undersigned has drawn by lot and will redeem by operation of the sinking fund on December 1, 1941, at its principal office, No. One Wall Street, City of New York, \$220,000. principal amount of West Virginia Pulp and Paper Company First Mortgage Bonds, 3% Series due 1954, at 101% of the principal sum thereof, together with accrued interest to December 1, 1941. The Bonds so drawn being identified by number, as follows:

- M 6 M1320 M2790 M3923 M5254 M6657
- M 11 M1362 M2882 M3948 M5262 M6678
- M 15 M1363 M2915 M3951 M5286 M6758
- M 34 M1396 M2937 M3952 M5288 M6771
- M 40 M1433 M2993 M4010 M5303 M6772
- M 78 M1476 M3003 M4052 M5304 M6789
- M 81 M1517 M3031 M4114 M5364 M6935
- M 96 M1527 M3032 M4159 M5383 M6972
- M 102 M1538 M3079 M4218 M5413 M7092
- M 173 M1617 M3211 M4290 M5416 M7218
- M 246 M1667 M3239 M4343 M5423 M7317
- M 320 M1747 M3243 M4446 M5429 M7369
- M 321 M1753 M3288 M4500 M5443 M7396
- M 333 M1715 M3305 M4555 M5498 M7433
- M 361 M1821 M3330 M4586 M5551 M7482
- M 549 M1839 M3346 M4587 M5572 M7558
- M 628 M1840 M3364 M4608 M5587 M7575
- M 628 M1875 M3395 M4592 M5586 M7597
- M 668 M1911 M3416 M4640 M5950 M7637
- M 675 M1975 M3446 M4716 M6002 M7653
- M 730 M2034 M3510 M4773 M6012 M7674
- M 734 M2045 M3516 M4866 M6044 M7681
- M 783 M2054 M3522 M4912 M6066 M7708
- M 801 M2082 M3546 M4927 M6078 M7732
- M 819 M2159 M3584 M4970 M6159 M7793
- M 836 M2217 M3631 M5000 M6243 M7796
- M 851 M2241 M3659 M5010 M6394 M7825
- M 860 M2296 M3677 M5025 M6395 M7849
- M 917 M2420 M3682 M5040 M6411 M7850
- M1027 M2425 M3696 M5059 M6419 M7857
- M1030 M2516 M3737 M5099 M6495 M7871
- M1143 M2558 M3787 M5132 M6538 M7974
- M1199 M2701 M3796 M5146 M6545 M7919
- M1250 M2742 M3847 M5152 M6576 M7933
- M1263 M2757 M3881 M5167 M6617 M8000
- M1294 M2762 M3899 M5175 M6654
- M1308 M2776 M3913 M5224 M6656

The designated Bonds should be surrendered on or after December 1, 1941 at the Corporate Trust Department of the undersigned in bearer form or, if registered, accompanied by duly executed instruments of transfer, with all coupons thereto attached maturing after December 1, 1941. Coupons maturing on December 1, 1941 should be detached and presented for payment in the usual manner. After December 1, 1941, said Bonds shall cease to bear interest and shall cease to be entitled to the security of the mortgaged property, and the appurtenant coupons maturing subsequent thereto shall be void.

IRVING TRUST COMPANY, as Trustee,
By F. G. HERBST, Vice President.
Dated: New York, October 25, 1941.

of the Commission in suggesting their treatment. It was stated that interest on these bonds has been fully earned and regularly paid even during the trusteeship, and that with earnings so far in excess of interest charges "there appears to be no doubt that these obligations, matured in 1938, are entitled to cash payment, or as near to its equivalent as is practicable."

The Commission, therefore, provided that the new collateral bonds to be received should carry a coupon of 3 1/2% "or such other rate as may in the opinion of the reorganization managers be necessary to permit the sale of these (Continued on Page 1111)

Have you become an owner of MISSOURI PACIFIC or INTERNATIONAL-GREAT NORTHERN bonds since March, 1933?

If so, your address may not be known and you may be unable to vote either to reject or accept the proposed reorganization plan. Tear out this notice, send it to the Missouri Pacific Railroad Company, and we will see that you receive a ballot.

We will also send you one of our letters explaining why we feel you should reject the plan which we believe has been made unworkable by the 1941 Revenue Act, and which has been made obsolete by higher earnings. A plan can be prepared which will transmit our earnings to our security holders instead of paying them out in taxes.

If you wish, we will send a representative of the Missouri Pacific Railroad to see you, and explain the situation fully.

By order of the Board of Directors
J. S. PYEATT, Chairman
MISSOURI PACIFIC RAILROAD COMPANY

If You Don't Vote, A Minority Can Bind You to Accept This Plan

Lists of our present bondholders are so incomplete that only a fraction will get ballots—unless you write for one. But the law provides that two-thirds of those voting—no matter how few—will bind all holders. Don't lose your vote—write us at once.

MISSOURI PACIFIC RAILROAD COMPANY
P. O. Box 529, St. Louis, Missouri

Your name.....

Your address.....

Name and amount of securities held.....

If you want a representative to call on you, check here.

We specialize in Producing Oil Royalties

Send for our new booklet "PETROLEUM ON PARADE"

TELLIER & COMPANY

Members Eastern Oil Royalty Dealers Ass'n.
42 Broadway New York City
Bowling Green 9-7947 Teletype NY 1-1171

Central Hanover
Chemical Bank
New York Trust Co.

Bought—Sold—Quoted

A. M. Kidder & Co.
Members New York Stock Exchange
and other leading exchanges
1 WALL ST. NEW YORK
Telephone. Dlgby 4-2525

Bank and Insurance Stocks

Inquiries invited in all Unlisted Issues

Laird, Bissell & Meeds
Members New York Stock Exchange
120 BROADWAY, NEW YORK CITY
Telephone: BARElay 7-5500
Bell Teletype—NY 1-1248-49
(L. A. Gibbs, Manager Trading Department)

WHISPERINGS

Thomas A. Akin, trader for Akin-Lambert & Co., Los Angeles, is nuts about flying. Let the market close for the day and right away Tommy is up in the air, but literally. He even has a life sized poster of that TWA blonde on his desk to keep his mind off business. In case you're out on the Coast and would like to meet the original ask Tommy to fix it up. . . . Okay, men, let 'em spin! Contact!!

NATIONAL BANK of EGYPT

Head Office Cairo
Commercial Register No. 1 Cairo

FULLY PAID CAPITAL. £3,000,000
RESERVE FUND. £3,000,000

LONDON AGENCY
6 and 7 King, William Street, E. C.

Branches in all the principal Towns in EGYPT and the SUDAN

Bank and Insurance Stocks

This Week — Bank Stocks

Announcement by six New York City banks of "cost of living" bonuses, coming at this time of higher taxes, raises the whole question of relationship between bank earnings and expenses, and whether these increased costs might wipe out the recent modest improvement in earnings and possibly endanger dividends.

A typical bonus plan, that of the Federal Reserve Bank of New York, calls for 6% on all salaries of \$1,800 or less, and 6% on first \$1,800 of salaries up to \$6,000. With its 2,700 employees and \$5,000,000 annual payroll, the Federal will incur an estimated \$250,000 increase in salaries, or 5%, a possibly indicative experience for leading New York banks. This would mean a \$4,250,000 increase in payroll of New York City member banks, based on 1940 salaries of \$85,000,000.

Banks for the first time this year will be subject to a surtax of 6% on the first \$25,000 and 7% on balance of "surtax net income"—which is net income minus credit for corporate dividends but including interest on U. S. obligations. Assuming an average return of 1½% on present \$6,967,000,000 total volume of Governments of New York City member banks, surtax would take about \$7,300,000, compared with 1940 tax bill (including real estate taxes) of \$17,500,000.

But, on the other hand, earning assets have expanded \$2,400,000,000 during the past year. With a huge defense financing program in the offing, earning assets should increase even more substantially in the future. New York City banks' 1940 gross earnings were about 2.4% on Dec. 31, 1940, earning assets, but assuming just 2% on the past year's expansion, improvement of \$48,000,000 in gross earnings is indicated. Deducting 1940 scale of expenses of 66% of gross, the resultant net improvement would be \$16,000,000, compared with 1941 increases in salaries and taxes of \$11,500,000 as above, and leaving margin for other possible increases in costs.

This is purely hypothetical figuring, of course, but is believed to be conservative, based on 1940 composite income account of New York City member banks reproduced below. If correct, it would indicate that stockholders may expect the pace of improvement in bank earnings to be slowed down but not stopped by the increases in salaries and taxes.

MARKETS IN

Central-Penn National Bank
Corn Exchange Nat'l Bk. & Tr. Co.
Penna. Co. for Ins. on Lives etc.
Philadelphia National Bank
Provident Trust Co.
Phila. Transportation Co.
3-6s, 2039 & Pfd.

H. N. NASH & CO.
1421 Chestnut Street, Philadelphia
Phila. Phone New York Phone
Locust 1477 HANover 2-2280
Teletype PH 257

With 1940 net operating earnings of \$89,100,000 and net profits (after adjustments) of \$82,800,000, compared to total dividends of \$69,900,000, New York City banks' dividends are 87% of net profits, a reasonable coverage in conjunction with the indicated modest increase in net earnings even after higher costs. These earnings have been achieved despite conservative voluntary policy limiting invested funds to only 54% of available funds.

Because of the perspective it gives to current increases in costs, the following composite 1940 income account of New York City member banks should prove of interest to dealers in answering questions about banks' ability to absorb higher costs:

	Amount	(000 omitted)	%
Gross earnings (total)	\$259,536		100.0
Int. and disc. on loans	81,921		35.5
Int. and divs. on secs.	99,555		38.4
Trust department	35,386		13.6
All other earnings	42,674		16.5
Expenses (total)	170,440		65.7
Salaries and wages	85,294		32.9
Interest on deposits	3,917		1.5
Real estate taxes	6,904		2.7
Other taxes	10,623		4.1
All other expenses	63,702		24.5
Net current earnings	89,096		34.3
Net of recoveries, profits on secur., etc., vs. losses and depreciation	dr6,261	dr2.4	
Net profits	82,835		31.9
Cash dividends	69,974		

The outstanding feature of New York bank costs is that the bulk of costs are controllable, not uncontrollable. This means that most increases in costs will follow, not precede, increases in gross earnings and can be held down to within the improved gross, thus preserving operating profit margins.

With the likelihood that the combination of low operating ratio and rising trend of gross earnings should exceed increased costs, present dividend scales should be reasonably secure. Under the circumstances, present yields of 4% to nearly 8% on leading bank stocks, average for 16 leading issues being over 5% should prove attractive for those investors seeking conservative investments affording good yields.

The State Department still allows oil companies to send aviation gas and lubricating oils to Franco's Spain. Companies aren't too anxious for the business and Department of Interior is kicking, but State Department boys aim to keep Franco "contented." . . . Canada, a part of the British Empire, is supposed to be allied with Russia in her war against Hitler. But Canada doesn't recognize Russia. She recognizes Vichy. . . . And Marshal Petain, the fuchrer's French strong boy gets \$50 a week from Canadian investments. Members of House of Commons who've been indelicate enough to ask how come, are told the amount is too trifling to bother stopping. But if you are a British or Canadian citizen and if you try to take \$50 a week out of the country, you'll see how "trifling" such an amount is—and how quickly you'll be stopped.

One day last week the short wave radio carried a Berlin news commentator who angrily denounced the Reds as "only murderers who would persist in defending Leningrad in the face of such an attack." . . . And during a contract bridge tournament the expert Charles Goren asked one of the players to turn over the dummies cards in place of the absent player. "Certainly, sir," answered the man. "But I'm not a very good player." . . . And a gentleman named Alfred C. Davis suing for divorce testified in court that " . . . that even on our honeymoon my mother-in-law exerted domination. My wife cried for her mother the first night. We came home, and the next night she slept with her mother. I had to sleep with some bald headed uncle." . . . If you live in Kansas City, Kansas, and if you're a minor, you can buy a shotgun, but no dealer is allowed to sell you a cap pistol. Anyway that's the ruling of the Assistant City Attorney. . . . And a Cleveland newspaper want ad announces, "Alcoholic, who is a salesman of ability, to sell an effective home treatment of alcoholics; we will treat you to your satisfaction first." . . . Better hide this last from the little woman.

Ben Lichtenstein: We got the ruler and the note. You didn't spell our name correctly for which gr-r-r-r, but despite your optimistic comments the ruler is too small. However, it's great for cleaning finger nails. Hey Ben howabout that Saints & Sinners lunch you're always threatening us with?

Besides this reasonable operating coverage of dividends, there are also financial condition factors making for stability of present dividend scales. New York City banks as a group have low leverage ratios of earning assets and deposits to stated capital funds, which do not include large "hidden" reserves in the form of over-provided valuation reserves which understate value of assets. Currently, the New York leverage ratios are 8:1 on earning assets and 10:1 on deposits, which are in line with the average for all member banks but which compare with Chicago (the other Central Reserve city) ratios of 9½:1 on earning assets and 13.7:1 on deposits.

With reserves for loss and doubtful items more than fully provided, surplus and undivided profits of 1.9 times capital, averaged leverage ratios and dividend scales taking less than 90% of net profits, New York City banks' financial condition can well afford present dividend scales.

It would not appear feasible therefore, to consider lower dividends as a means of "ploughing back" larger capital funds to support expected further expansion in earning assets and deposits in the future: (1) dividends are moderate; (2) reducing them would impair stockholder support for any raising of new capital by rights; (3) a best, anyhow, a reasonable reduction in dividends would not furnish important additions to capital funds.

Both operating and financial factors, therefore, should justify continuance of present moderate dividend scales.

NATIONAL BANK of INDIA, LIMITED

Bankers to the Government in Kenya Colony and Uganda

Head Office: 26, Bishopsgate, London, E. C.

Branches in India, Burma, Ceylon, Kenya Colony and Aden and Zanzibar

Subscribed Capital. . . \$4,000,000
Paid-Up Capital. . . . £2,000,000
Reserve Fund. . . . £2,200,000

The Bank conducts every description of banking and exchange business
Trusteeships and Executorships also undertaken

Royal Bank of Scotland

Incorporated by Royal Charter 1727

Over 200 Years of Commercial Banking

HEAD OFFICE—Edinburgh
General Manager
William Whyte

Total number of offices, 258

CHIEF FOREIGN DEPARTMENT
3 Bishopsgate, London, England

Capital (fully paid) . . . £3,780,192
Reserve fund £4,125,965
Deposits £69,921,933

Associated Bank
Williams Deacon's Bank, Ltd.

Australia and New Zealand

BANK OF NEW SOUTH WALES
(ESTABLISHED 1817)

Paid-Up Capital . . . £8,780,000
Reserve Fund 6,150,000
Reserve Liability of Prop. 8,780,000

Aggregate Assets—30th Sept., 1940 . . . £143,903,000

SIR ALFRED DAVIDSON, K.B.E.,
General Manager

Head Office: George Street, SYDNEY

The Bank of New South Wales is the oldest and largest bank in Australasia. With over 870 branches in all States of Australia, in New Zealand, Fiji, Papua and New Guinea, and London, it offers the most complete and efficient banking service to investors, traders and travellers interested in these countries.

LONDON OFFICES:
29 Threadneedle Street, E. C.
47 Berkeley Square, W. 1
Agency arrangements with Banks throughout the U. S. A.

Now Van Suetendael Co. Firm In New Location

YONKERS, N. Y.—A. O. Van Suetendael has moved his offices to the First National Bank Building, 20 South Broadway. Mr. Van Suetendael is now doing business under the name of O. A. Van Suetendael & Co.

Bond Attractive

An attractive situation is offered by the first mortgage bonds of an operating utility company priced to yield 10% plus, according to a descriptive circular just issued by A. O. Van Suetendael & Co., First Nat'l Bank Building, Yonkers, N. Y., from whom copies may be obtained upon request.



Fidelity Trust Company
First National Bank at Pittsburgh
Peoples-Pittsburgh Trust Co.
Union Trust Company
Inquiries Invited

A. E. MASTEN & CO.
Est. 1891
PITTSBURGH, PA.
Members N. Y. Stock Exchange

Reorganization of Wabash Railway Company

To Holders of All Issues of Bonds of
The Wabash Railroad Company,
Wabash Railway Company, and
The Columbia and St. Louis Railroad Company.

The time fixed within which holders of the several issues of Bonds of the above-named Companies may become parties to the Plan of Reorganization of Wabash Railway Company which has been approved by the United States District Court at St. Louis, expires on November 24, 1941.

Every effort is being made to reach all holders of Bonds entitled to participate in the Plan but as the great bulk of Bonds are in bearer form many owners are unknown to the Reorganization Managers. All holders of Bonds of the above Companies who have not received the circular letter of the Reorganization Managers dated October 15, 1941, inviting deposits under the Plan, should IMMEDIATELY advise the Reorganization Managers. All such holders who have received the circular but have not forwarded the Bonds to the appropriate Depositories are urged to do so forthwith. Time is of the essence. The period for the deposit of Bonds expires November 24, 1941. The foreclosure sale as fixed by decree of Court is to be held December 1, 1941.

Dwight S. Beebe,
James L. Homire,
Russell L. Snodgrass,
Tom K. Smith,
Reorganization Managers.

November 18, 1941.

A. K. Atkinson,
Secretary.

W. D. Steele,
Assistant Secretary.

33 Pine Street,
New York, N. Y.
Telephone HANover 2-8166.

Railroad Securities

(Continued from Page 1109)
notes at par." The old bonds are therefore being considered as short term paper to the date of consummation of the Missouri Pacific plan. It is also significant that the only reason the plan did not provide for actual cash payment of these liens is that at the time it was set up the Missouri Pacific had no cash reserves, and the Commission did not want to impose the burden of selling new money bonds immediately. The consideration of cash is becoming a lesser problem as time goes on.

Securities Underwriting Participations Reported

The Securities and Exchange Commission announced Nov. 7 that during the 3 months ended Sept. 30, 1941, participations in underwritten security issues registered under the Securities Act of 1933 and offered for sale amounted to \$188,792,000 for 199 firms covering 38 issues, according to an analysis prepared by the Research and Statistics Subdivision of the Trading and Exchange Division. In the preceding quarter, participations totaled \$420,026,000 covering 41 issues, while in the third quarter of 1940 the aggregate amount was \$311,463,000, involving 36 underwritten issues. The SEC announcement further stated:

Bonds accounted for the largest amount of these underwriting participations, totaling \$104,275,000, or 55.2% in eight issues, with common stock second in importance amounting to \$43,278,000, or 22.9% in 17 issues. Preferred stock accounted for the remainder of \$41,239,000, or 21.9%.

New York City firms numbering 55 participated in these underwritings in the sum of \$116,361,000, or 61.6% of the total. The participations of these New York City firms in bonds amounted to \$37,375,000, or 64.6% of all bonds underwritten; in preferred stock \$25,460,000, or 61.7% of all preferred stock; and \$23,526,000, or 54.4% of all common stock underwritten.

The management of underwritten issues was more concentrated in New York City than were participations, with 18 firms from that city man-

aging \$149,914,000, or 79.4% of the total. Expressed by types of securities, these firms managed \$82,283,000, or 78.9% of all bonds; \$32,942,000, or 79.9% of all preferred stock; and \$34,688,000, or 80.2% of all common stock.

Of the 199 firms participating in these underwritten issues during the third quarter of 1941, only 32 were managers, of which number 18 were in New York City and 14 were outside of New York City. The managing firms, although representing only 16.1% of the total number of participating firms, obtained participations amounting to \$108,070,000, or 57.2% of the total. The 18 New York City firms participated to the extent of 26.3% in the issues they managed, compared with a 36.2% participation by the 14 managing firms outside of New York City in issues managed by themselves.

The five firms having the largest participations were all located in New York City. In the order of the volume of their participations, they were: Blyth & Co., Inc., \$12,613,000; Dillon, Read & Co., \$10,491,000; Harriman Ripley & Co., Inc., \$8,999,000; The First Boston Corporation, \$7,639,000; Glore, Forgan & Co., \$5,450,000.

Dillon, Read & Co. had the largest amount of issues managed, totaling \$46,224,000, followed by Blyth & Co., Inc., with \$25,766,000; Glore, Forgan & Co., \$21,210,000; Halsey, Stuart & Co., Inc., \$17,125,000; and Harriman Ripley & Co., Inc., \$15,000,000.

Harold Passig Joins

Fox, Castera & Co.
(Special to The Financial Chronicle)
LOS ANGELES, CALIF.—Harold L. Passig has become associated with Fox, Castera and Company, 650 South Grand Avenue. Mr. Passig was formerly treasurer of Hugh R. Murchison & Co. and in the past was with Rutland, Edwards & Co.

N. Y. Curb Exchange Seat Sale

A New York Curb Exchange membership was sold on Nov. 17, at \$1,100, up \$100 from the previous sale on Nov. 13. Present market is \$1,000, bid by the Exchange, offered at \$2,500.

NATIONAL SECURITIES SERIES

Bond Series—Low-Priced Bonds,
Preferred Stocks—Income Series
Low-Priced Common Stocks

First Mutual Trust Fund

Prospectuses upon request

NATIONAL SECURITIES & RESEARCH CORPORATION

One Cedar Street, New York City

NYSE Short Interest Lower On Oct. 31

The New York Stock Exchange announced Nov. 7 that the short interest existing as of the close of business on the Oct. 31 settlement date, as compiled from information obtained by the New York Stock Exchange from its members and member firms, was 444,745 shares, compared with 486,912 shares on Sept. 30, both totals excluding short positions carried in the odd-lot accounts of all odd-lot dealers. As of the Oct. 31 settlement date, the total short interest in all odd-lot dealers' accounts was 53,221 shares, compared with 48,588 shares on Sept. 30. The announcement of the Exchange added:

Of the 1,236 individual stock issues listed on the Exchange on Oct. 31, there were 30 issues in which a short interest of more than 5,000 shares existed, or in which a change in the short position of more than 2,000 shares occurred during the month.

The number of issues in which a short interest was reported as of Oct. 31, 1941 exclusive of odd-lot dealers' short position, was 406 compared with 420 on Sept. 30, 1941.

In the following tabulation, is shown the short interest existing at the close of the last business day for each month for the last two years:

1939—	
Oct. 31	523,226
Nov. 30	479,344
Dec. 29	381,689
1940—	
Jan. 31	454,922
Feb. 28	485,862
Mar. 29	488,815
Apr. 29	530,594
May 31	428,132
June 28	446,957
July 31	479,243
Aug. 30	474,033
Sept. 30	517,713
Oct. 31	530,442
Nov. 29	515,458
Dec. 31	459,129
1941—	
Jan. 31	498,427
Feb. 28	487,151
Mar. 31	537,613
Apr. 30	510,969
May 29	496,892
June 30	478,859
July 31	487,169
Aug. 29	470,002
Sept. 30	486,912
Oct. 31	444,745

Cotton Exchange Members

At a meeting of the Board of Managers of the New York Cotton Exchange held on Nov. 7, the following were elected to membership in the Exchange: Simeon P. Collins, Jr., of Memphis, Tenn., a spot cotton broker; Wm. S. Glazier of Lehman Brothers, New York City, commodity brokers and bankers; Clarence C. Selden, Secretary and General Manager of the California Cotton Cooperative Association, Ltd., and William F. Baker of Phoenix, Arizona, President and Treasurer of the Shaw Cotton Co., Inc., cotton merchants. Mr. Collins is also a member of the Memphis Cotton Exchange and Mr. Glazier is also a member of the New York Cocoa Exchange.

Investment Trusts

A Special Letter to Beneficiaries of The George Putnam Fund of Boston from the trustees of the Fund, George Putnam, Charles M. Werly, and Richard Osborn, reveals the attitude of the trustees toward inflation and war problems.

"The type of inflation which now faces this country is very different," according to the letter, "from that which occurred in France and Germany after the World War. Then a monetary collapse caused a disastrous and permanent shrinkage in the value of the currency.

"Although we may conceivably face an inflation of this type sometime in the future, such a situation does not appear to confront us at this time.

"The rising price level (inflation) in this country in recent months is due largely to non-monetary causes. Under the impact of the defense program, purchasing power, Government and civilian together, has outrun the supply of goods. There is more purchasing power than there are goods available.

"The important point to bear in mind regarding the present inflation is this—that it is due primarily to the extraordinary defense activity of the country and that the rise in prices will in all probability go on as long as our defense effort continues.

"Some day, but nobody knows when, this defense effort must come to an end or at least decrease very considerably and our economy must be adjusted once again to a peacetime basis. It is impossible at this stage to visualize how this adjustment will be made and what will be the nature of the post-war world. It does seem reasonable, however, to expect that prices will decline materially from the wartime peaks. Instead of facing today's problem of shortages we will go back to yesterday's problem of what to do about the surpluses.

"Productive capacity in many lines is being expanded far beyond any previous level of peacetime consumption. In the post-war period many managements will face the task of developing new peacetime uses for their products.

"If the above analysis is correct—namely, that the present rise in prices will continue only as long as the war lasts and will be followed by a fall in the price level—the investor has two problems: (1) to adjust his position to the present period of rising prices by avoiding too heavy a commitment in those companies whose profits will be seriously curtailed and (2) to try to keep from being hurt severely by the post-war fall in prices.

"Of these two problems the latter is, in our opinion, the more important. More people get hurt and more businesses are wiped out by the deflation (fall in prices) than by the preceding inflation. This is an historical fact worth keeping in mind. In other words, in trying to protect yourself from the present rise in prices you must not place yourself in a position where you will be hurt seriously if prices unexpectedly start to fall.

"We believe that the in-

FUNDAMENTAL INVESTORS, INC.

PROSPECTUS ON REQUEST
HUGH W. LONG and COMPANY
INCORPORATED
15 EXCHANGE PLACE JERSEY CITY • 634 SO. SPRING ST. LOS ANGELES

investor who maintains a well diversified and reasonably conservative position will come through this period and the ensuing period in better shape than the investor who goes all-out on 'inflation hedges.' It is better to meet the rising cost of living by adjustments in your scale of living than to adopt policies that place your savings in jeopardy.

"In previous inflation periods selected common stocks provided a measure of protection against rising prices. As prices rose, earnings increased and larger dividends were paid to the stockholder—herein lies the primary reason why common stocks were good things to own during inflation. They provided an increasing income with which to meet an increasing cost of living.

"The situation today is somewhat different, and under present conditions we doubt if common stocks provide the same degree of inflation protection as in previous periods.

"A closely regulated and controlled economy has been substituted for the relatively free economy of yesterday. Taxation is progressively heavy and public policy seems against permitting earnings to increase materially during the present emergency. The year 1941 may well witness the peak of corporate earning power. Certainly the declining trend in the earnings and dividends of English companies lends support to this belief.

"We do not mean to imply for one moment that common stocks should not have a prominent place in today's investment program. The current rate of return on representative high grade common stocks is approximately double the return available from bonds of a corresponding quality. This fact alone we consider ample justification for the maintenance of a substantial part of one's investment capital in common stocks. Furthermore, we do not share the despair many people now profess in the longer investment future of this country. The tide does not always run in the same direction. With all of its problems a new
(Continued on Page 1116)

NATIONAL INVESTORS CORPORATION

Prospectus on request

PYNE, KENDALL & HOLLISTER
484 Bloomfield Ave.
Montclair, N. J.

MANHATTAN BOND FUND

PROSPECTUS ON REQUEST
Wholesale Distributors
HUGH W. LONG and COMPANY
INCORPORATED
15 EXCHANGE PL. JERSEY CITY • 634 SO. SPRING ST. LOS ANGELES

Municipal News & Notes

A declining trend in the volume of new municipal financing during the period of the defense boom was indicated last week by Carl Chatters, executive director of the Municipal Finance Officers Association, who declared that capital outlays for new public buildings, streets, sewers, sewage disposal plants and other such facilities will be curtailed greatly by the defense program.

Such outlays probably will be stopped entirely, he stated, except where needed for the extension of defense facilities or the immediate preservation of life and health. The outlays will be reduced, he said, "because of a shortage of material and labor, because of increasing costs in other cases and in order to have available a large reservoir of projects when the defense program ceases."

Mr. Chatters, who has just concluded a nation-wide survey of the problems of local governments under the defense program, recommended that municipalities curtail the issuance of bonds and adopt a pay-as-you-go policy. "Municipalities which reduce their debts and eliminate short-term loans will not be burdened by large payments for bond retirements and interest when difficulties come back. They will have their funds available for operating purposes and will need them badly."

Tax Exemption Feature Seen Vital Marketing Factor

General agreement was expressed by members of the Municipal Finance Officers Association of New Jersey at the annual convention of the Association held at Atlantic City last week that the removal of the tax exemption feature of municipal bonds would substantially affect the marketability of these issues.

While many members expressed fears of a severe depression following the present war, the belief was general that New Jersey municipalities were in much better financial position to cope with such a depression than was the case after the last war.

Among those participating in the discussions regarding municipal affairs were Hon. Walter R. Darby, Commissioner of Local Government of New Jersey, B. J. Van Ingen, President, B. J. Van Ingen, Inc., Hon. William Williams, Mayor of Belleville, N. J., and Mr. Henry Russell of the law firm of Hawkins, Delafield and Longfellow. The presiding officer was Hon. Vincent Haneman, Assemblyman, New Jersey.

Municipalities Warned On Federal Encroachments

Local self-government is threatened by the encroachments of the Federal government. This truth, obvious to everyone, caused a sensation when enunciated by Mr. John S. Clark of the Municipal Securities Committee of the Investment Bankers Association in his speech to the officers of New Jersey cities at the State League of Municipalities last week. Without lowering his voice, he said in so many words that "great effort has been made to subordinate the importance of local government, to weaken and destroy it by propaganda, political pressure, legislation, litigation, encroachment on revenue, attempts at taxation and subsidy at the expense of the public purse."

Mr. Clark pronounced most dangerous of all the "repeated efforts of the Federal Administration to levy the burden of its taxation on the

borrowing power of the States and subdivisions. The immunity of the States from taxation by the Federal Government, and vice versa, is based upon the concept of dual sovereignty, the fundamental and original purpose of which was to ensure the preservation of individual liberty."

In our easy tolerance we usually ignore encroachments until they become unbearable, then attack them fiercely, and win or lose according to the relative strength of the opposing forces. Viewing the extensive machinery already set up to substitute Federal for local governmental functions and the elaborate plans for more of the same, it would seem at first glance as if Mr. Clark's warning came too late, but perhaps not.

(The above comment is taken from Monday's issue of the weekly municipal news bulletin, put out by Hemphill, Noyes & Co., 15 Broad St., N. Y. C.)

State Tax Collections Increased In Decade

California state tax collections, according to *Tax Yields: 1940*, a study published by the Tax Institute of the University of Pennsylvania, have more than doubled in the last 10 years. Using figures gathered with the assistance of DeWitt W. Kreuger, Chief of the Division of Research and Statistics of the State Board of Equalization, the Tax Institute has compiled tax collections of every state and of the Federal government.

While the total collections for all states are larger by one-third, California takes a high place among states that doubled their collections. The increase in California from \$113 millions in 1931 to \$264 millions in 1940 is well over the 100% mark. Nine other states, Alabama, Colorado, Florida, Louisiana, Nevada, New Mexico, North Carolina, Ohio, and West Virginia each showed more than twice as much collected in 1940 than 10 years previous.

In nearly all of these states, increasingly larger shares of state tax collections have been returned to local governments for relief purposes, for schools, state-aid for highways, or other activities. State governments in the last decade have become increasingly important as tax collection agencies sharing their revenues with local units. Local governments throughout the country in the last ten years maintained approximately the same level of tax collections, their increased activities being financed largely by state and federally shared revenues.

Nearly all states showed substantial gains varying from 10 to over 100%. Only one, Oregon, collected slightly less in 1940 than in 1931. Maine and Delaware remained at approximately the same level.

New Jersey Water Needs Stressed

Need of a new State water supply and consolidation of existing municipal and privately owned supplies was stressed in a report sent to members of the New Jersey Legislature last week. The report was prepared by a special six-member committee last year but never made public.

Under a program suggested in the report the State Water Policy Commission, North Jersey District Water Supply Commission, Newark's water supply and the Passaic Valley Water Commission

FLORIDA

FLORIDA MUNICIPAL BONDS

Our long experience in handling Florida issues gives us a comprehensive background of familiarity with these municipal bonds. We will be glad to answer any inquiry regarding them at no obligation.

R. E. CRUMMER & COMPANY
157 N. BANK BLDG. CHICAGO ILLINOIS

ultimately would be brought under a single authority.

Aggregate cost of the project would be about \$190,000,000. This would include part payment for existing supplies, construction of a new supply and ultimate additional purchase of smaller sources now in existence. The new supply would cost about \$41,000,000.

Most of the \$190,000,000 that would be spent by the authority would go for refinancing outstanding bonds on municipal and privately owned supplies to be taken over. No allowance is made for condemnation or the present value that might be placed on the existing supplies to be taken over. The report assumes the existing municipal and private supplies could be taken in each case for the amount of outstanding bonds.

Louisiana Debt Reduction Foreseen

Substantial reductions in the general revenue deficit of the State of Louisiana before the close of the fiscal year June 30, 1942, are forecast by Martin Close, finance director. The general revenue deficit, estimated at \$8,630,135 as of June 30, 1942, will be "greatly reduced as a result of savings already effected and continuation of the present policies of economy and business management," Mr. Close reports.

The state treasury balance at the close of the last fiscal year was \$23,867,684 after expenditures of \$83,131,616, according to figures just released by the finance director. The general fund balance, for which a deficit of \$2,150,855 was predicted, was shown as \$1,243,650. Except for this general fund balance all treasury funds are subject to legislative appropriations. Consequently, the state with cash on hand is unable to pay a floating debt of \$4,050,000, representing the deficit incurred in preceding administrations.

Oregon Names National City Bank Fiscal Agent

The National City Bank of New York has been designated as the fiscal agency for the payment of bonds and coupons issued by the State of Oregon, or any county, township, precinct, town, city, school district, irrigation district, or other municipality, as shall by their terms be made payable in the City of New York. This appointment is to continue for a period of four years from Dec. 10, 1941, unless sooner revoked by the Governor for valid and sufficient reasons.

California Earthquake Damage

Damage estimated at upwards of \$1,000,000 was caused last Friday by an earthquake, centering in Torrance and Gardena, suburbs of Los Angeles. Although it was the heaviest since the disastrous shock of 1933, which cost 130 lives, no deaths or injuries resulted.

In Torrance, industrial community of about 10,000 population southwest of Los Angeles, officials set property damage at \$1,000,000 or more.

Gardena's loss was estimated officially as "many thousands of dollars." Several buildings in that community of 6,000 were badly damaged.

N. Y. State Sinking Fund Offering

The New York State Sinking Fund will offer for sale next Tuesday a total of \$1,818,000 various New York local unit bonds, including New York City issues, now held in its portfolio. Proceeds from the sale will be applied, together with cash to be on hand in the amount of \$4,883,911, to the payment on Jan. 1, 1942, of \$5,100,000 of maturing debt.

Major Sales Scheduled

We list herewith the more important municipal offerings (\$500,000 or over—short term issues excluded), which are to come up in the near future. The names of the successful bidder and the runner-up for the last previous issue sold are also appended.

Nov. 20th (Today)

\$922,000 Jackson, Tenn.

Previous sale took place in Dec. 1938, the bonds going to Smith, Barney & Co. of New York, and Hunter, Jones & Co. of Memphis, jointly. Second highest bid was by Phelps, Penn & Co. of New York, and associates.

Nov. 21st

\$1,170,000 Detroit, Mich.

This offering of three issues of street railway revenue notes is included in this compilation because each of the issues runs for longer than two years final maturity and may attract bids from a wider field.

Nov. 24th

\$1,500,000 Massachusetts, State of
Last sale took place on Feb. 24, the award going to the Bankers Trust Co. of New York, and associates. Runner-up was a syndicate headed by Halsey, Stuart & Co., Inc., of New York.

Nov. 25th

\$3,000,000 Chicago Sanitary Dist., Ill.

This district awarded bonds on Sept. 4 to a syndicate headed by Halsey, Stuart & Co., Inc. of Chicago. The Chase National Bank of New York, and associates, was runner-up in the bidding.

\$1,818,000 New York, State of

These bonds are sinking fund holdings. Refer to remarks given above on offering.

Nov. 26th

\$893,000 Dallas, Texas

City awarded bonds last January to a syndicate headed by Lazard Freres & Co., which also submitted the next best (optional) bid. Following these bids was the offer submitted by Kaiser & Co. of San Francisco and associates.

\$2,700,000 Port of Astoria, Ore. (Astoria)

There has been no recent sale of bonds by the above district.

Dec. 1st

\$4,440,000 Cincinnati, Ohio

On Feb. 27, 1940, this city sold an issue to a syndicate headed by the National City Bank of New York, and associates. The First Boston Corporation headed the second best group.

Dec. 3rd

\$1,522,000 Tennessee, State of

Phelps, Penn & Co. of New York headed the syndicate that was awarded an issue offered last April. Runner-up in the bidding was Farwell, Chapman & Co. of Chicago and associates.

Dec. 8th

\$519,000 Scranton, Pa. (Sch. Dist.)

This district awarded bonds last December to a group headed by Fox, Reusch & Co. of Cincinnati. Runner-up was E. H. Rollins & Sons, Inc., and associates.

C. A. Gill Now V.-P.

Of H. M. Gartley Inc.

Charles A. Gill has resigned as manager of the Statistical Department of the New York Stock Exchange firm of Foster and Adams, to become Vice-President of H. M. Gartley, Inc., 76 William Street, New York City. He will be in charge of stock market research and portfolio management, and available for personal interviews on the market problems of subscribers to the various Gartley services. He has been a writer and adviser on investment problems for many years.

Personnel Items

(Continued from Page 1108)

(Special to The Financial Chronicle)
LOS ANGELES, CALIF.—Harley E. Campbell has become associated with Houchin and Bradford, Bakersfield, Calif. Mr. Campbell was formerly with the Los Angeles office of E. F. Hut-ton & Co., and prior thereto with Mervin Ash & Co.

(Special to The Financial Chronicle)
LOUISVILLE, KY.—Charles A. Ludwig, Arch C. Graham and Lawrence J. Camozzi have been added to the staff of Urban J. Alexander & Co., Inc., Louisville Trust Building.

(Special to The Financial Chronicle)
NEW HAVEN, CONN.—Kennedy Brown Bailey is now connected with Fahnestock & Co., 205 Church Street. Mr. Bailey was formerly with W. E. Burnet & Co. of New York.

NEW YORK, N. Y.—Gerald S. Whittaker has rejoined the staff of Smith, Burris & Co., 40 Wall Street. Mr. Whittaker was recently with Cohu & Torrey and Clarence Hodson & Co., Inc.

(Special to The Financial Chronicle)
PEORIA, ILL.—Ben Hershe, formerly local representative for John J. Seerley & Co., is now associated with Alexander & Co., Inc., whose main office is located at 141 West Jackson Boulevard, Chicago, Ill.

(Special to The Financial Chronicle)
SEATTLE, WASH.—Harry D. Sloan, formerly with Dagg & Co. and F. K. Easter & Co., has become affiliated with Harris, Lamoreux & Norris, Inc., Hoge Building.

(Special to The Financial Chronicle)
SEATTLE, WASH.—Schell Harmon has been added to the staff of Hartley Rogers & Co., 1411 Fourth Avenue Building.

(Special to The Financial Chronicle)
SEATTLE, WASH.—Robert W. Edwards, previously with Harris Lamoreux & Norris, and Blyth & Co., Inc., has become associated with A. J. Strom & Co., Dexter Horton Building.

British Treasury To Buy RFC Collateral

The British Treasury announced Nov. 17 that the owners of certain United States securities, which have been deposited as collateral for the RFC loan to Great Britain, may sell such securities, if they so desire, to the Treasury. The securities involved represent only a partial list of the collateral deposited with the RFC.

The present action differs from requisitioning orders which have been issued by the Treasury from time to time in that holders of the issues here concerned have the option not to sell.

Following is a list of the securities:

Celanese Corp. of America
Chicago Pneumatic Tool
Cities Service
Climax Molybdenum
Congoleum-Nairn, div'd shrs.
Great Northern Ore
International Paper
John Morrell
Pure Oil
Singer Manufacturing
Standard Oil of New Jersey
United States and International Securities

Ira Haupt Will Admit

M. Scherk As Partner

Martin Scherk will become a partner in Ira Haupt & Co., 39 Broadway, New York City, members of the New York Stock Exchange, as of Dec. 1. Mr. Scherk will acquire the Exchange membership of Lawrence Crauford, a partner in Drysdale & Co. (which will continue as a Stock Exchange member firm).

Our Reporter On "Governments"

(Continued from First Page) though it may be gradual and relatively painless—is being discounted in the market. . . . Many investors are switching out of their short-terms, doing their own refunding in the open market. . . . Others are switching out of the short-terms into tax-anticipation notes. . . . Speculative interest is dwindling. . . .

Obviously, then, another part of the demand has been eliminated from the short-term Government market. . . .

(3) The recent change in reserve requirements has influenced some institutions, of course. . . . Not that this move has been important as a market factor, but there is no doubt that the market is "tighter" now than it has been in the past. . . .

(4) News that the Treasury is going to sell \$200,000,000 instead of \$150,000,000 of 91-day bills "until further notice" has disturbed the short-term market considerably. . . . Even though the Treasury is permitting payment for the bills through the war loan deposit method—an indication of Morgenthau's desire to hold down advances in bill rates—subscribers will boost their bids over the coming weeks. . . . Chances are the extra bill sales will be continued for several weeks, until the \$50,000,000 net boost has given the Treasury \$650,000,000. . . . That would cover a 13-week period. . . .

Again, the angle is the supply of short-term stuff is being increased. . . . At the same time that the demand is being cut. . . .

The 1936 Parallel

In November, 1936, the short-term Government market started slipping off—at that time, on rumors of a major increase in reserve requirements. . . .

It wasn't until February, 1937 though, that the long-term bond market felt the change in the short-term list. . . . It wasn't until three months later that long-terms hit their highs and began falling sharply. . . .

This time, the decline in the short-term market may be traced back to mid-summer. . . . Certainly to August. . . .

The long-term market is just now beginning to show signs of "top-heaviness." . . .

Is there a correlation? . . . On this point, you must be the one to decide. . . . But never in history has the short-term market established a major trend without the long-term market following after a while. . . .

The 1% Level

The bottom rate for short-term issues—due in around five years—seems to be about 1%. . . . Any issues returning less than that rate are "sticky" hard to move. . . . And the weakness in the shorter-terms that have been under that level recently indicates unmistakably that the trend of rates is upward to that point. . . .

Were Morgenthau to attempt to sell a five-year note now, he would have to pay considerably more than 1% interest to make sure of the reception to the securities. . . .

The Next Issue

But the next issue won't be along until early December. . . . The chances are the choice of maturity will be in the intermediate to longer-term group rather than in the short-term classification. . . . Another very long-term issue doesn't appear probably, due to the Treasury's desire to "spread around" its open market issues, but if the short-term market continues under pressure, almost any type of issue is likely to come. . . .

This announcement is under no circumstances to be construed as an offer of these securities for sale or as a solicitation of an offer to buy any of such securities. The offering is made only by the offering prospectus which, however, does not constitute an offer by any underwriter to sell securities in any state to any person to whom it is unlawful for such underwriter to make such offer in such state.

New Issue

November 17, 1941

\$15,000,000

The Superior Oil Company

(Incorporated in California)

3 1/2% Debentures, due November 1, 1956

Price 103%

plus accrued interest from November 1, 1941, to date of delivery.

Copies of the offering prospectus may be obtained from the undersigned (one of the underwriters named in such prospectus) only by persons to whom the undersigned may legally offer these securities under applicable securities laws.

Dillon, Read & Co.

How big will it be? . . . Again, the forecasts at this date don't mean much, because of the rapidly changing scene. . . . The odds are the \$426,000,000 notes, due in March will be refunded and so it's logical to assume that the total of the offering will be at least \$1,000,000,000 and probably it will be greater. . . . Assuming this is true, we're in for a dragging market—at best—between now and the date of the financing, for there's little reason to suppose the major investors in the country will enter the lists to pick up bonds when they know a chance to subscribe to new securities at par is immediately ahead. . . .

The prospect of constant borrowings, incidentally, leads to the natural conclusion that the market's ability to rise must be curtailed as the months roll by. . . . This doesn't mean a break is in the offing—not by any means. . . . The powers of control resting in the hands of the Treasury and the Federal Reserve System are too great for that. . . .

But the facts are that (1) Morgenthau's own testimony before Congress indicates that \$7,000,000,000 to \$8,000,000,000 must be borrowed in the 1942 fiscal year; (2) at least \$3,000,000,000 of this must come from institutions and wealthy individuals dealing in the open market; (3) only \$1,200,000,000 of that later amount has been raised to date, leaving \$1,800,000,000 still to be raised through sales of bonds, notes and bills between now and June 30. . . . That means a lot of financing. . . .

Inside The Market

Reports are dealers have fairly large positions in the long-term market today. . . . Short side of the market hasn't been played much recently. . . . Technical position of lists hasn't been too good in recent sessions. . . .

Reason for increase in Treasury's working balance to around the \$1,800,000,000 mark between

4th and 8th of November was receipt of quarterly social security tax payments of \$130,000,000. . . .

Brokerage houses have been "playing" the new issue market on a tremendous scale recently. . . . No getting away from it—"free riding" is back again and this time, it's really on a major league basis. . . .

Defense expenditures now running at the rate of \$1,500,000,000 a month, of course, an all-time record. . . . Donald M. Nelson of SPAB, says \$3,500,000,000 a month is the kind of "victory program" necessary to beat Hitler. . . . Translate this into borrowing and national debt by yourself. . . . You need no aid on this. . . .

The Baltimore Story

An old feud, dormant for years, has recently flared again. Baltimore is agog over recent verbal tirade between two of its well known (at least one is respectable) citizens. . . .

Col. John Casanova O'Neill in charging Squire William Boggs with slander, mayhem, etc., also accuses him of secretly installing a dictaphone in his bedroom at his country estate "The Chateau O'Neill." It is rumored the Colonel has endeavored to secure the support of a few prominent Sons of the AOH to direct a national organization named the "SFTDOB" in helping him bring the accused before the highest Bar in the country. . . .

Squire Boggs, interviewed by reporters at the Lauraville Club, stated that Colonel John is a little "off center," therefore no amount of slander could really do him any harm, and the "Four Points" that always reminded him of the Colonel still stands. He also voiced the opinion that any funds collected by the O'Neill Clan Organization would undoubtedly be confiscated by the Colonel and used to reline his pipes. . . .

NASD District No. 13 Announces Nominees

Henry G. Riter, 3rd, Chairman of District No. 13 Committee of the National Association of Securities Dealers, Inc., with the approval of the District Committee, has appointed the following as a Nominating Committee:

J. Taylor Foster, Spencer Trask & Co., New York, Chairman; Malcolm Edgerton, Green, Ellis & Anderson, New York; Roger W. Putnam, Glenn, Roth & Doolittle, Buffalo, N. Y.; John F. Sammon, J. F. Sammon & Co., New York; and Frank Stanton, First Boston Corporation, New York.

This Nominating Committee has nominated as the regular ticket the following:

For Board of Governors: James Coggeshall, Jr., First Boston Corporation, New York, N. Y., to succeed Perry E. Hall, Morgan, Stanley & Co. Inc., New York, N. Y.; Clarence E. Unterberg, C. E. Unterberg & Co., New York, N. Y., to succeed Frank Dunne, Dunne & Co., New York, N. Y.

For District Committee: Irving D. Fish, Smith, Barney & Co., New York, N. Y., to succeed Frederick M. Warburg, Kuhn, Loeb & Co., New York, N. Y.; Charles F. Hazelwood, E. H. Rollins & Sons, Inc., New York, N. Y., to succeed William J. Minsch, Minsch, Monell & Co., New York, N. Y.; Frank Dunne, Dunne & Co., New York, N. Y., to succeed Clarence E. Unterberg, C. E. Unterberg & Co., New York, N. Y.; Robert C. Common, Vietor, Common & Co., Buffalo, N. Y., to succeed Frank C. Trubee, Jr., Trubee, Collins & Co., Buffalo, N. Y.

Additional candidates may be nominated by members of the Association in this District (10% or more of the members submitting names of additional candidates). If any additional candidate or candidates are proposed, as provided, an election will be

F. W. Dodge Records Peak October Construction

Construction contracts awarded during October totaled \$306,349,000, the F. W. Dodge Corporation reported Nov. 21. This amount was greater than the total for any previous October, higher by \$6,000,000 than the previous record October reached in the year 1928. The increase over October 1940 was 58%. There was a slight decline from the September 1941 total.

Included in last month's record were \$167,141,000 in contracts for commercial and manufacturing buildings; \$134,804,000 for one and two-family houses; and \$139,000,000 for other residential and non-residential building classifications.

Sixty-one per cent, by valuation, of the October contract total, was for public ownership projects (primarily defense construction). However, the amount of private contract work, \$235,762,000, was somewhat greater than the total for September of this year, indicating that the SPAB curtailment order of Oct. 9, limiting priority assistance and critical materials allocations to defense construction and essential civilian needs, is taking effect gradually.

N. Y. Stock Exchange Seat Sale

Arrangements were completed on Nov. 12, for the transfer of three New York Stock Exchange memberships, one at \$21,000 and two at \$20,000 each. The previous and only other transaction this month was at \$22,000 on Nov. 10.

held in accordance with the provisions of the by-laws.

Nominations of additional candidates, if any, must, therefore, be received by the District Committee on or before Dec. 8, 1941, and should be addressed to Frank L. Scheffey, Secretary, District No. 13 Committee, 44 Wall Street, New York, N. Y.

AID AMERICAN DEFENSE



JOIN AMERICAN RED CROSS 

ROLL CALL - - NOVEMBER 11-30, 1941

Your memberships and contributions assure:

Transfusions for armed forces
Surgical dressings for Army
Aid to servicemen's families
Nurses recruited
Nurses aides trained

Disaster relief
First aid training
Home nursing courses
Nutrition guidance
Water safety classes

EXCHANGES DIVISION
NEW YORK CHAPTER
AMERICAN RED CROSS

315 LEXINGTON AVE.

NEW YORK, N. Y.

The Securities Salesman's Corner

It is our desire to develop this column into a clearing house for ideas. If we could pass along some things that the other fellow is doing which is helping to meet present-day conditions it no doubt would be of some interest to all concerned. In this connection, we would sincerely appreciate your comments or criticisms and any suggestions you might wish to send along.

KEEP THAT HIGH PRESSURE GLEAM OUT OF YOUR EYE.

Away back yonder in the early twenties, when this writer began his checkered career as a bond salesman, he had associated with him as a fellow salesman, one of the "easiest going" Southerners you ever met in your life. You know the type—the sort of fellow who was always soft spoken, who just seemed to shuffle along, who never appeared ruffled or perturbed, and who acted as if he didn't give a hoot if any one ever bought a bond from him or not. But what a volume of business he turned in. He was one of the greatest exponents of indirect selling it has ever been our good fortune to know.

In those days, we were reading all the literature on salesmanship we could lay our hands on. Mr. Townsend's famous book on bond salesmanship was almost a nightly ritual that we patiently digested in the hope that some day, we too, could go to the head of the sales force. We studied different arguments for the pur-

chase of this and that security. We tried to learn rebuttals for objections. We worked like blue blazes (some times on looking back we wish we could do the same today, for then the enthusiasm was high and the hot rush of youth was in our blood) but still the sales came hard and they were at best all too infrequent.

Day after day, our slow moving, slow talking, easy going Southern friend would come in with order after order, and we wondered how he did it. After all, he seemed to belie in every

action and in every deed what the successful salesman should say and do.

One day, as he was sitting at his desk, apparently thinking about nothing at all, we looked over at his easy repose and decided to ask him just why it was that he could do so much business with so little apparent effort, while we had such a difficult time. This writer will never forget the tact and the helpfulness with which he listened and offered his aid. Here in itself was the basic reason for his success; he didn't have to sell others they bought from him. His very attitude showed them that they could confide and trust in him.

After he listened to our problem, he smiled a slow sort of smile and said he thought it would be a good idea if we took a little walk out of the office. We found a coffee shop down the street and when we were removed from anyone in the organization that could overhear his remarks he proceeded to answer our question. "You know," said he, "I've been watching you ever since you came here and started on this job. You're a nice young fellow but no one would ever know it. You're all salesman. Anybody can see as soon as

you start to talk that you want to convince them of something. You put them on the defensive right away. That makes them all resist you. It's just human nature. You've got that high pressure gleam in your eye. Now I sell too, but I don't want anyone to know it. I try to make them think they are buying and that is just the opposite of what you are doing. People like to be sold but they don't want anyone to sell them. When you learn this one little trick of human nature, you'll do more business than I will. The books you've read and the figures you know comprise ten times more than I know about this business. Just keep that high pressure gleam out of your eye and watch the difference it will make in the business you'll do."

Here was one of the best tips on salesmanship that this writer has ever had in all of his life. After all, there is no salesman, who at times, has not been guilty of putting on too much pressure. This is especially true in the securities business. After all, we are selling information which is primarily based upon the confidence of our client in the recommendations we make. We are not making a one-call sale where we will never see the buyer again. Ours is a repeat business and if we can't establish our clientele upon such a basis we had better not waste the time and effort it takes to build a business.

By this, we don't mean to say that a salesman should not forcibly bring a buying opportunity before his clients and prospects. But like all good things, there is a time, a place and a correct way to bring pressure to bear in order to bring forth a decision. Here is a good rule to remember. The first step is point of contact—we get the attention of our prospect. The second step is like a square—we build confidence. In new contacts they may take one or several interviews. The third step is like an arrow—we deliver an idea, we present a security—in other words here is where we make our sales talk. Fourth, our arrow wavers—our prospect gives us his objections, and we meet them. Fifth, is the hook, this is the close. Here is the only time any salesman should ever use pressure—the big moral of this little story is that there are many ways of helping an undecided prospect make up his mind without getting that high pressure gleam in your eye.

There is only one time when you can safely use pressure that is when you desire to create action and get the order. Ther it is least offensive—then it is even welcomed by certain types of people who need others to help them come to a decision. But don't use it when you should be getting attention, or when you should be creating interest in a specific security. Don't argue don't look for objections—lead but don't pull—take it easy there are plenty of people that will want to know you as a friend, or as a nice fellow (ever if you do sell securities) or just because you help them forget the cares of the day—but there are just too few of them that will ever want to know you because you are the greatest salesman in the world.

W. H. Hassinger Will Be Garvin, Bantel Partner

William H. Hassinger, member of the New York Curb Exchange, will be admitted to partnership in Garvin, Bantel & Co., 120 Broadway, New York City, members of the New York Stock Exchange. Mr. Hassinger was a partner in Foley & Hassinger and in the past of J. A. Kemp & Co.

Suggestions For 1942 NYSE Nominating Com.

The 1941 Nominating Committee of the New York Stock Exchange held the first of two open meetings for the purpose of receiving suggestions from members and partners of Stock Exchange firms for nominees for the 1942 Nominating Committee. The following names were suggested:

For three members of the Exchange: Francis M. Bacon, 3rd, Bacon, Stevenson & Co.; Charles V. Benton, Carreau & Company; T. H. Benton, Benton & Nicholas; Julius Brandenburg, Brandenburg & Co.; Abner Bregman, at Bear, Stearns & Co.; Austin Brown, Dean Witter & Co.; I. H. Burnham, II, Burnham & Co.; R. W. Courts, Jr., Courts & Co.; John I. Dakin, Strassburger & Co.; R. H. Deetjen, Emanuel & Co.; N. H. Donald, Henderson, Harrison & Co.; Wright Duryea, Gore, Forgan & Co.; Louis B. Froelich, Pershing & Co.; George F. Gallick, M. J. Meehan & Co.; William B. Haffner, Wilcox & Co.; James H. Heroy, Jr., C. N. Edge & Co.; Charles S. Hirsch, Jr., Hirsch, Lillenthal & Co.; Russell S. Hume, Hume & Thompson; William E. Hutton, W. E. Hutton & Co.; Amos M. Kidder, A. M. Kidder & Co.; Stephen A. Koshland, Carl M. Loeb, Rhoades & Co.; John C. Legg, Jr., Mackubin, Legg & Co., (Baltimore); H. W. McEvoy, Winslow, Douglas & McEvoy; Samuel Mixter, Chandler, Hovey & Co. (Boston); F. S. Moseley, Jr., Robert Winthrop & Co.; Arthur K. Peck, Stevens & Legg; Edward A. Purcell, Edward A. Purcell & Co.; William Rand, Burr, Gannett & Co.; Philip Spalding, Dixon & Co.; Walter W. Stokes, Jr., Stokes, Hoyt & Co.; Homer A. Vilas, Vilas & Hickey; Samuel W. West, Kirk & West; Frederick C. Whaley, Whaley & Potter; R. F. Whitmer, Jr., Mitchel, Whitmer, Watts & Co.; Arnold Wood, Jr., La Branche & Company; and Theodore Yankauer, Jr., Waldheim, Platt & Co.

For two allied members of the Exchange: Charles W. Baker, Jr., Laird, Bissell & Meeds (Wilmington); Newcombe C. Baker, Laird, Bissell & Meeds; William K. Barclay, Barclay, Moore & Co. (Philadelphia); F. Edward Bosson, Putnam & Co. (Hartford); C. Prevost Boyce, Stein Bros. & Boyce (Baltimore); Herbert F. Boynton, F. S. Moseley & Co. (Boston); Henry W. Brower, Laidlaw & Co.; Ronald M. Craigmyle, Craigmyle, Rogers & Co.; Edward C. Delafield, Delafield & Delafield; Malcom J. Edgerton, Green, Ellis & Anderson; Bradley J. Gaylord, Laurence M. Marks & Co.; Rowland H. George, Wood, Struthers & Co.; Benjamin H. Grishold, III, Alex. Brown & Sons (Baltimore); Ralph Hornblower, Hornblower & Weeks (Boston); Lawrence Howe, Shearson, Hammill & Co. (Chicago); Herbert R. Johnson, Orvis Brothers & Co.; Alfred Putnam, Auchincloss, Parker & Redpath (Philadelphia); Max J. Stringer, Watling, Lerchen & Co. (Detroit); Clare M. Torrey, Cohu & Torrey; Charles C. Townsend, R. L. Day & Co.; De Forrest Van Slyck, Fahnestock & Co.; Hans A. Widenmann, Carl M. Loeb, Rhoades & Co.; and Claude W. Wilhide, Baker, Watts & Co. (Baltimore).

A panel of five nominees for the 1942 Nominating Committee will be announced by the retiring Nominating Committee on Dec. 15 and will be voted upon by the membership on Jan. 12.

The 1942 Nominating Committee will propose a slate for the offices of the Exchange, and a successor Nominating Committee, to be voted upon at the general election on May 11.

The second and last meeting of the Committee will be held on Nov. 25th.

JOTTINGS

(Continued from First Page)

to buy the entire Cuban sugar crop in the biggest such deal since the Sugar Equalization Board bought the 1919 crop. The purchase will be for joint account of the United States and Great Britain. Reason is that despite annual "military self-sufficiency" arguments of the beet sugar people, Cuba again emerges as the world's war-time sugar bowl, because of (1) shipping shortages from the Philippines, and (2) relative in-expansibility of Hawaiian, Puerto Rican and domestic production from current levels. Cuba, on the other hand, will jump from a 1941 crop of 2,800,000 tons to 4,000,000 in 1942 and probably could go to 6,000,000 in 1943. Domestic beet can't be expanded much because of (1) labor shortage, and (2) shift to more profitable crops. But if U. S. and U. K. competed for Cuban sugar, price would go too high.

Results of deal might be (1) virtual extinction of No. 4 sugar contract, and (2) OPA fixing either of price ceiling for refined sugar or of cane refiner's margins, as in textiles.

IBA people are rather pleased the way hearings are going. Quite different from 1933. Committee members friendly, also show unexpected grasp of technicalities, handled Purcell somewhat roughly. A unique "Committee print" is in use, with changes proposed by different groups in different kinds of print.

But hearings drag due to competition from labor issues, neutrality revision, etc. The committee will consider 11 items under the '33 Act but so far has got through only two; they meet now only in the morning and are frequently called away. So hearings will probably last through New Year's before the transcript goes to a sub-committee for bill drafting. So far, IBA has had most of the floor, with NASD and exchanges mostly standing by, but this will change when discussion gets over into the '34 Act.

Notes on the airplant industry. November is the month of dividends. The industry would be among the hardest hit by the Morgenthau 6% plan, due to its conservative book-values. But the Vinson profit-limit bill, which has much better prospects, would be equally bad because it would limit profits by individual contracts—another of those Treasury heads-I-win-tails-you-lost arrangements. The aircraft industry will soon exceed in output the automobile industry. Orders on hand are now \$8,000,000,000. In a year the term "automobile industry" may be a misnomer; it will probably be turning out more value in planes than autos, not to mention its tank output. . . . by another year it will be more like a department of the aviation manufacturing industry.

Further notes on the plane industry. . . . The battlefield next year will almost surely be upstairs above 30,000 feet. Here the advantage will be with the big bomber, with super-charged cabin, against the fighter, which cannot manoeuvre so rapidly and where atmosphere and temperature conditions hamper the pilot with clothing and slowed gun operation. . . . We shall in a few months pass the Germans in output, not counting British production, which we are already passing. . . . propeller shortages are being cleared up, as Curtiss solves the problems of mass production of hollow steel blades. The other of the Big Two in propellers is Hamilton Standard (United Aircraft). Shortage now is mostly in

This announcement appears as a matter of record only and is under no circumstances to be construed as an offering of these Debentures for sale or as a solicitation of an offer to buy any of such Debentures. The offering is made only by the Prospectus.

NEW ISSUE

\$20,000,000

Westinghouse Electric & Manufacturing Company

2 1/8% Debentures

To be dated November 1, 1941 To be due November 1, 1951

OFFERING PRICE 101 1/2% AND ACCRUED INTEREST

Copies of the Prospectus may be obtained in any State from only such dealers participating in this issue as may legally offer these Debentures under the securities laws of such State.

Kuhn, Loeb & Co.

New York, November 13, 1941

new kinds for Bell, Martin and Republic. . . .

The building mortgage industry may have to suffer a revolution along with the residential building industry. The emergency is speeding decentralization and ruralization. New houses are better off tax-wise because tax appraisals rarely allow enough depreciation, which will be larger. The long-term trend toward lower land values in the cities is being accelerated. So the savings banks must force faster amortization. They can do it because people have more money. The move is patriotic, too, because it cuts public purchasing power.

Miscellaneous. . . . The shoe is on the other foot now, as labor complains that collective bargaining is impossible with the Government laying down the terms. Of course. Employers have been finding that out since North American. . . . Domestic cotton consumption is now equal to production. Look for the end next year of crop curtailment programs as demand increases, farm labor gets dear and scarce, and farmers move from the restricted crops like cotton, wheat, sugar beets, etc., into the unrestricted. . . . If your wife is annoyed because dairy products are getting dear due to their being sent to Britain, you at least can take cheer from the fact that while you can buy all the Scotch you can afford, Londoners can't, because it's being sent here. . . . The Treasury will probably gather in \$1,000,000,000 this fiscal year from liquor and beer taxes alone. . . .

Elected Director

James A. Heitzmann, formerly a partner of the New York Stock Exchange firm of G. H. Walker & Co., has been elected Vice-President and a Director of Acme Pattern & Tool Company, Incorporated, of Dayton, Ohio.

Our Reporter's Report

(Continued from First Page)

bids for the business and competition, accordingly, is expected to be keen. The top-rating accorded the bonds to be sold and the fact that the issue is not exceptionally large, are elements however, which make the investment bankers more than a bit apprehensive of insurance company participation. Thus far, nothing definite has been heard from the insurance people, but bankers recognize that the issue is of a type and quality which they might be expected to look at quite longingly.

There is only one soothing element in the general picture, namely that there are \$130,000,000 of 3 1/8% of the potential issuer outstanding, the vast bulk of which are resting in insurance company portfolios.

This, it is hoped, may tend to discourage the major companies from seeking to buy the new issue direct.

Dangers of Overpricing

Bankers themselves are becoming quite aware of the dangers of overpricing new issues in the present market. And this applies not only to long-term loans, but for the moment, according to some, is equally applicable to short-terms.

Weakening of the Treasury bill market quite evidently has left its imprint on the general investment picture, but for the moment its effect has been primarily, as it should be, in the short-term field.

According to some reports around, the changing backdrop in the short-term market was evident in connection with this week's offering of Hiram Walker-Gooderham & Worts and Hiram Walker & Sons to-15-year serial debentures.

Dealers found that, reversing recent form, it was the shorter maturities that were slow in moving while the intermediate and longer maturities went out quite readily.

Public Shows Apathy

Investment interests find the public in an apathetic frame of mind toward securities and even an element of overpricing increases the difficulty in marketing an issue.

With the SEC pushing for equity financing wherever possible, it develops that the general public is least interested of all in common stocks.

This attitude is ascribed in investment and market circles largely to the restrictions imposed by the Federal Agency on the nation's securities exchanges, which have served to throttle public interest in junior equities.

It is still possible, according to dealers, to buy some of the issues recently offered, as, for example, the Central Illinois Public Service 3 3/8% brought out several weeks ago.

West Texas Utilities Co.

A refunding operation, involving the issue of some \$18,000,000 of new bonds, is expected to be launched shortly by the West Texas Utilities Co., unit of the Middle West Corp. group.

This company, it is understood, plans to file shortly for refinancing of its \$18,000,000 of 3 3/4% 1st mortgage series A bonds due May 1, 1969, brought out only a little more than two years ago at 101 3/4.

In anticipation of a call for bids on this issue it is understood that three banking groups are in process of formation, two of which will be headed by firms that were allied in handling the 1939 marketing for the company.

Virginia Public Service

With the SEC hearings on its recapitalization plan expected to be completed in the near future the Virginia Public Service Com-

pany should be ready to proceed with its refinancing shortly.

Since the plan conforms closely to that put forward by the SEC no serious objections are expected to grow out of the hearings. Refinancing will involve some \$52,000,000 of new securities, including \$22,800,000 of first mortgage 3 1/8%, \$5,700,000 of serial notes, 70,000 shares of 5 1/2% preferred and 628,333 shares of common stock.

Three banking groups are said to be preparing to bid for the securities when, as and if issued under the plan.

ABA Versus IBA

Investment bankers and commercial bankers may be quite chummy in a social way. But when the chips are down friendships quite evidently are out.

A. L. M. Wiggins, of the American Bankers Association, left no doubt in anyone's mind as to where his organization stood on the proposal by the Investment Bankers Association to force registration of new securities sold directly by private negotiation.

"Stripped of its legal verbiage and reduced to its real objective," he told the House Interstate Commerce Committee, "the purpose of this proposal is to divert into the hands of investment dealers and underwriters part of the present flow of funds now secured by business and industry from banks and other institutions."

E. R. Schwabach & Co. NYSE Firm, To Be Formed

E. Richard Schwabach, member of the New York Stock Exchange, and Richard H. Frankenbush will form E. R. Schwabach & Co., with offices at 25 Broad Street, New York City, as of Dec. 1st. Mr. Schwabach has been in business as an individual floor broker. Mr. Frankenbush was a partner in Deery & White.

F. H. PRINCE
BANKERS
PROVIDENCE, RHODE ISLAND

HIGH-GRADE
INVESTMENTS

Members
New York, Chicago &
Boston Stock Exchanges

Established 1856

H. Hentz & Co.

Members
New York Stock Exchange
New York Curb Exchange
New York Cotton Exchange
Commodity Exchange, Inc.
Chicago Board of Trade
New Orleans Cotton Exchange
And other Exchanges

N. Y. Cotton Exchange Bldg.
NEW YORK

BOSTON CHICAGO DETROIT
PITTSBURGH
GENEVA, SWITZERLAND

LAMBORN & CO.
99 WALL STREET
NEW YORK CITY

SUGAR

Export—Imports—Futures

DIgby 4-2727

**Tomorrow's Markets
Walter Whyte
Says—**

(Continued from Page 1107)
consider any factors removed from market action. But being human and with the market acting as it is I cannot help but look for reasons.

I have no illusions about how much good a pat on the head or a kick in the other end of the spine, will do coming from me. But neither can I stand aside and listen to some of the pet theories expounded today as a cure-all for business and market lassitude. Markets don't go up on legislation, at least not for long, unless the group legislated against or for, cooperates. The same thing conversely is not true of legislation that tends to reduce or hamper market activity. For in the latter case the factors of fear and resentment play an important role.

Another factor largely attributed by the rank and file as responsible for the present market is tax selling. Goodness knows that with 1941 drawing to a close—a year that brought more security losses than profits—the establishment of losses for tax purposes is heavy. And with more and heavier taxes in the offing, selling is bound to in-

crease as the date for registering losses draws closer.

But the market, which is supposed to be saying something all the time, isn't saying anything (at least not to me) that would indicate any new development. Quite the contrary the market seems to act as confused as the average trader, professional or amateur. There are days when it whispers "up" (there were three such days last week) but the promise it whispers never seems to come closer to realization. Subsequent days are filled with declines; those dull deadly affairs that sap people's vitality. But even the threats of deeper declines never seem to be more than threats. The whole thing is confusing and to paraphrase Shakespeare "signifying nothing."

One of the few remaining comforts in a market given over to cross currents of optimism and pessimism is the action of individual securities. Here at least there is a solid ground on which to base judgment and action. There are certain levels—prices—at which support supposedly exists, these are determined by technical behaviour. So long as certain stocks hold above them it is to be assumed that their individual trend is up. But let them be violated—emphatically—then the opposite become the case. Specifically I refer to stocks in our list:

Bendix was recommended at 37, stop at 34. After all the hullabaloo the stock is still about 37 and at no time did it break the 34 figure.

Gulf, Mobile & Ohio., pfd., bought at 20, stop at 17, is another one that has managed to keep its head in all the selling. On weak days it just isn't traded; it comes out on dull days and then it acts well.

N. Y. Shipbuilding bought at 15, stop at 26, was hit by an x-day of \$2, still it manages to stay up there with the rest of the good actors.

U. S. Steel, a recent acquisition, recommended at 53, stop at 49, has, despite the coal strike, acted well. Right now it's at 52 but a \$1 dividend came the other day so theoretically it's 53.

The last stock in our list is Warner Bros. bought at 5, stop at 3¾. As I write this it's coming out in gobs at 5 and behaving well. And at no time was the stop even seriously threatened.

In conclusion I suggest disregarding theories and sticking to stocks, at least so long as they stay above critical levels.

Investment Trusts

(Continued from Page 1111)
period of peace and prosperity may lie beyond today's troubled outlook."

Investment Company Briefs

Gratifying to the investment trust fraternity has been the ready institutional acceptance of the debentures of the redeemable-share type leverage companies. Lord, Abbett's "Abstracts" has published a recent recapitulation of the institutional placement of Affiliated Fund Debentures:

Banks as trustee	173
Individuals as trustee	133
Financial institutions	77
Fraternal organizations, hospitals, &c.	51
Banks, &c.	30
Schools, colleges, universities	14
Insurance companies	12
Miscellaneous companies	11

National Securities & Research Corporation has published the following comparison of the favorable movement of bond series and low-priced bonds in October as compared to the changes in Dow-Jones Industrial Average Index and Moody's Baa Bond Index:

	Offering Price	Offering Price	Percent Change
	9-30-41	10-31-41	
National bond series	\$6.30	\$6.37	+1.11
National low-priced bond series	5.46	5.51	+0.92
Moody's Baa bonds (index)	91.48	92.06	+0.63
Dow Jones 30 industrials (index)	126.82	117.82	-7.10

"Maintaining the Good Health of Your Investment Account," an interesting little folder from The Keystone Corp., illustrates the advisability of regular investment supervision. By way of comparison it reminds you that your doctor could serve you better if, instead of waiting until you have an ache or a pain to call him, you consult him regularly; or that you don't wait until a jumping toothache drives you to his office—the regular six months' check-up avoids pain, needless expense, and serious loss.

In a like manner, your investment dealer is in a position to maintain the good health of your investment account. He has an advantage over medical advisors—without bothering you he is able to diagnose your account as frequently as the rapid changes of the time dictate, to offer specific advice so that any small spots of "decay" can be corrected before serious damage is done.

NYSE Weekly

Firm Changes
The New York Stock Exchange has announced the following firm changes:

Transfer of the Exchange membership of Harry K. Smith, partner in Shearson, Hammill & Co., which will continue as a member firm, to Howard Drummond, partner in Drummond & Sierck, New York City, will be considered on Nov. 27th. Mr. Drummond will continue as a partner in Drummond & Sierck.

Transfer of the Exchange membership of Byrd W. Wenman, Jr., to Irving Blumenthal, New York City, will be considered on Nov. 27th. It is understood that Mr. Blumenthal will act as an individual floor broker.

Arthur Barnwell & Co., 100 Broadway, New York City, has been reorganized. Arthur Barnwell and Charles Davis, both Exchange members, continue as partners in the firm.

More next Thursday.

—Walter Whyte

[The views expressed in this article do not necessarily at any time coincide with those of the Chronicle. They are presented as those of the author only.]

UP-TOWN AFTER 3

NEW PLAYS

"Macbeth" presented by Mr. Evans at the National Theatre with Maurice Evans and Judith Anderson in the Shakespeare play. Staged by Margaret Webster; scenery by Samuel Leve.

This is theatre, heavy theatre, but theatre at its best. Maurice Evans plays Macbeth with a realism that brings the play to life. His sonorous renditions are delivered with such passion that all previous Macbeths are paled into significance. Judith Anderson's Lady Macbeth is a faithful replica of the hard bitten lady consumed by ambition. She, probably more than anyone else in the cast, brings fire and spirit to a play that is difficult to transpose to the modern stage. It would be pointless to discuss the plot. It's familiar to every schoolboy. But it is to the point to give credit to Margaret Webster's stagecraft which gives the play the swift action and makes watching it such a genuine pleasure.

"Theatre" with Cornelia Otis Skinner supported by Arthur Margetson, Viola Roache, Helen Flint, John Moore and Frederick Bradlee. Presented by John Golden at the Hudson Theatre, N. Y.

"Theatre" may not be the best play of the season but if not, it's almost as good a comedy as any of the more popular Broadway hits. It moves rapidly and smoothly and if the outcome is never in doubt, and the plot hackneyed, it serves the purpose it was intended to serve—amuse. The story deals with the theatre, more specifically it deals with a couple of famous actors who though secretly divorced, live together for business reasons. The wife, concerned at her loss of glamour, fastens on a young man to prove to her husband, and herself, that she still has sex appeal. Husband ties up with another lady, a friend of his wife's, gives up the stage, and goes off yachting with her. Wife goes on alone to produce, direct and star in new play. Husband, fed up with off-stage life, returns and all is forgiven. Doesn't sound like much, does it? Still Miss Skinner as the wife does a grand job and Arthur Margetson as husband gives his role credibility. The lines are amusing; the plot is light and there are as many laughs in "Theatre" as one can comfortably take in an evening. And after all is said and done what more can one ask?

About-The-Town . . . The swank east side carriage trade turned out en masse to see Renee DeMarco dance at Fefe's Monte Carlo on East 54th Street. Society with a capital "S" arrayed in all its finery was there. But what interested me most was the sweater girl, Lana Turner, who was making with the eyes at Alexis Thompson, owner of the pro-footballers the Pittsburgh Steelers. Yes sir, I danced with Lana. All right, if you want to be a stickler, so I didn't exactly dance with her but I danced on the same floor and at the same time and who am I to stand on technicalities. At one time we even engaged in a little accidental derriere anatripsis (boy! there's a word for you. I lifted it right out of the The-saurus so if it doesn't mean what I think blame Roget!) But to get back to Miss DeMarco. She dances beautifully and her perfect rhythm is something to watch. To see her dancing alone you'd never think she always danced with a partner; she's that perfect. Ted Straeter's band accompanied delightfully. The alternate orchestra is Bob Knight, his electric guitar and his outfit. Both bands are top flight organizations and both play grand dance music. If the Monte Carlo proper is a little too crowded these nights try the annex, the Beach, it adjoins the main room. The headwaiter of the Beach is young Bobby Melo, son of the very austere Melo who is the major domo in the Monte Carlo proper. Young Bobby is a handsome kid. In fact he's so handsome that young things continually ask for him. And at least one, Esme O'Brien, keeps bringing him all kinds of gadgets and puzzles that are supposed to keep him amused. They'd drive me wacky (the gadgets, not the young things). And while you're there take a gander at Edith the hat check gal. She's a well formed wench whose black hair and black eyes keep the boys crowding around. That guy Fefe Ferry sure knows how to pick 'em. . . . The Versailles (E. 50th) has speeded up its show to the point that it's now a lot better. The girls of the ensemble are all lookers of the first water. . . . Hotel Roosevelt's Grill Room is jamming them in these cool nights. Two reasons: better than average hotel food and Guy Lombardo's boys who beat out the rhythms. . . . One of the prettiest newspaper gals around town is the society scribbler for the N. Y. Daily News, Barbara Boston. She writes about the glamour set when she makes so much better copy herself. Hya! Beautiful! . . . Of course if husband Lyon Boston reads this I'm just kiddin' . . . One of the best rumba dancers in the newspaper set is Danton Walker also of the Daily News. . . . And one of the worst is none other than your humble reporter. Even radio's gift to New York's night life, the gorgeous Ora Hope, thinks he's impossible. . . . Okay! Take it away. I'm going to get me a flock of dancing lessons that'll make me the envy of the town.

**Weekly Treasury
Bill Offering Raised**

Secretary of the Treasury Morgenthau announced on Nov. 13 a \$50,000,000 increase in the weekly offering of 91-day Treasury bills. The purpose of this move, the Secretary said, is to avoid any new major financing in November. For the past four weeks the Treasury had been selling \$150,000,000 worth of new bills, using \$100,000,000 to take care of maturing issues with the remaining \$50,000,000 representing "new money." Mr. Morgenthau said that "until further notice" the Treasury would offer \$200,000,000 weekly in bill issues.

The Secretary announced on Nov. 17 that the tenders for the

first \$200,000,000 offering of 91-day Treasury bills, dated Nov. 19 and maturing Feb. 13, 1942, were opened at the Federal Reserve Banks on Nov. 17. The following details of this issue are revealed:

Total applied for	\$439,350,000
Total accepted	200,167,000
Range for accepted bids (excepting three tenders totaling \$385,000):	
High—99.980.	Equivalent rate approximately 0.079%.
Low—99.922.	Equivalent rate approximately 0.309%.
Average price—99.935.	Equivalent rate approximately 0.258%.

(70% of the amount bid for at the low prices was accepted.)

There was a maturity of a similar issue of bills on Nov. 19 in amount of \$100,227,000.

Calendar of New Security Flotations

OFFERINGS

SAN DIEGO GAS & ELECTRIC CO.

San Diego Gas & Electric Co. registered with the SEC 246,750 shares of common stock, \$10 par value

Address—861 Sixth Ave., San Diego, Cal.
Business—An operating public utility company, supplying electricity and natural gas service in and adjacent to city of San Diego, Cal.

Underwriters—Blyth & Co., Inc.

Offering—The shares will be offered to the public, at a price to be supplied by amendment.

Proceeds will be added to company's treasury funds and will be used for capital additions made and to be made, also possibly for discharge of bank loans

Registration Statement No. 2-4874. Form A2 (11-3-41 San Francisco)

Effective 4:45 p.m., E.S.T., on Nov. 12, 1941

Offered Nov. 13, 1941, at \$13 per share.

SUPERIOR OIL CO.

Superior Oil Co. registered with SEC \$15,000,000 3 1/2% debentures, due Nov. 1, 1956

Address—930 Edison Bldg., Los Angeles, Cal.

Business—Engaged in acquisition through purchase, lease, or otherwise, of prospective and proven oil lands; exploration and development of such lands, and the production and sale of crude oil and natural gas. Also, purchases crude oil and natural gas, primarily from the lessors of oil lands leased by it. Company is not engaged in refining or processing crude oil

Underwriters—The principal underwriter is Dillon, Read & Co., New York; others will be named by amendment

Offering—The debentures will be offered to the public, at a price to be supplied by amendment

Proceeds will be used to redeem the outstanding \$9,800,000 of company's 3 1/2% debentures, due April 1, 1950, at 103, requiring \$10,094,000; balance of proceeds will be added to company's general funds, to be used for corporate purposes.

Registration Statement No. 2-4876. Form A2 (11-5-41)

Effective 11:45 a.m., E.S.T., Nov. 15, 1941

Offered Nov. 17, 1941, at 103 and int.

WESTINGHOUSE ELECTRIC & MANUFACTURING CO.

Westinghouse Electric & Manufacturing Co. registered with the SEC \$20,000,000 of debentures, due Nov. 1, 1951. The interest rate will be supplied by amendment.

Address—306 Fourth Ave., Pittsburgh, Pa.

Business—Company and subsidiaries engaged in manufacture and sale of machinery, apparatus and appliances for generation, transmission, utilization and

control of electricity and in the manufacture and sale of steam turbines and associated equipment

Underwriters—Names of the underwriters, and the amount of the debentures underwritten by each, are as follows:

Kuhn, Loeb & Co.	\$2,000,000
A. C. Allyn & Co., Inc.	225,000
Baker, Weeks & Harden	150,000
A. G. Becker & Co., Inc.	350,000
Blair & Co., Inc.	225,000
Blyth & Co., Inc.	700,000
Bonbright & Co., Inc.	500,000
Central Republic Co., Inc.	225,000
Clark, Dodge & Co.	225,000
Dominick & Dominick	350,000
Drexel & Co.	500,000
Eastman, Dillon & Co.	225,000
Estabrook & Co.	225,000
The First Boston Corp.	700,000
Glore, Forgan & Co.	1,000,000
Glover & MacGregor, Inc.	100,000
Goldman, Sachs & Co.	600,000
Grubbs, Scott & Co.	100,000
Halgarten & Co.	300,000
Harriman Ripley & Co., Inc.	700,000
Hayden, Stone & Co.	225,000
Hemphill, Noyes & Co.	350,000
Hornblower & Weeks	225,000
W. E. Hutton & Co.	500,000
Jackson & Curtis	225,000
Kidder, Peabody & Co.	500,000
Ladenburg, Thalmann & Co.	500,000
Lazard Freres & Co.	500,000
Lee Higginson Corp.	500,000
Lehman Brothers	825,000
A. E. Masten & Co.	100,000
Mellon Securities Corp.	1,200,000
Merrill Lynch, Pierce, Fenner & Beane	350,000
Moore, Leonard & Lynch	150,000
P. S. Moseley & Co.	350,000
Paine, Webber & Co.	225,000
E. H. Rollins & Sons, Inc.	350,000
Schoellkopf, Hutton & Pomeroy, Inc.	200,000
Schroder Rockefeller & Co., Inc.	225,000
Shields & Co.	225,000
Singer, Deane & Scribner	150,000
Smith, Barney & Co.	700,000
Stone & Webster and Blodget, Inc.	425,000
Spencer Trask & Co.	225,000
Union Securities Corp.	600,000
White, Weld & Co.	225,000
Whiting, Weeks & Stubbs, Inc.	200,000
Dean Witter & Co.	350,000

Offering—The debentures will be offered to the public, at a price to be supplied later by amendment to registration statement

Proceeds will be used for payment of outstanding bank loans, for capital additions, improvements and betterments, and for working capital

Registration Statement No. 2-4878. Form A2 (11-6-41)

Effective 12:30 p.m., E.S.T., Nov. 13, 1941

Offered Nov. 13, 1941, at 101 1/2 and int.

This advertisement appears as a matter of record only and is under no circumstances to be construed as an offering of these shares for sale, or as an offer to buy, or as a solicitation of an offer to buy, any of such shares. The offering is made only by the Prospectus. This advertisement is published on behalf of only those of the undersigned who are registered dealers in this State.

San Diego Gas & Electric Company

246,750 Shares

Common Stock

Par value \$10 per share

Price: \$13 per Share

Copies of the Prospectus may be obtained only from such of the undersigned as are registered dealers in securities in this State.

- Blyth & Co., Inc.
- Dean Witter & Co.
- Smith, Barney & Co.
- Harriman Ripley & Co. Incorporated
- Stone & Webster and Blodget Incorporated
- Merrill Lynch, Pierce, Fenner & Beane
- Bankamerica Company
- H. M. Bylesby and Company Incorporated
- William R. Staats Co.

November 13, 1941

Following is a list of issues whose registration statements were filed less than twenty days ago. These issues are grouped according to the dates on which the registration statements will in normal course become effective, that is twenty days after filing except in the case of the securities of certain foreign public authorities which normally become effective in seven days.

These dates, unless otherwise specified, are as of 4:30 P.M. Eastern Standard Time as per rule 930(b).

Offerings will rarely be made before the day following.

THURSDAY, NOV. 20

MARMON-HERRINGTON CO., INC.

Marmon-Herrington Co., Inc., registered with SEC 150,000 shares common stock, \$1 par value

Address—1511 W. Washington St., Indianapolis, Ind.

Business—An outgrowth of the truck department of the former Marmon Motor Car Co., company is engaged in the manufacture, assembly, sale of heavy duty trucks, Ford conversion units, tracklaying tractors, military combat vehicles and other special military equipment. Unfilled orders of company totaled \$23,712,126 on Oct. 20, 1941, of which a large portion are for track-laying military combat vehicles of various types, the production of which is just getting under way

Underwriting—All of the 150,000 shares registered are already issued and outstanding, and are to be purchased from three selling stockholders by Brown, Schlessman, Owen & Co., Denver, Colo., at \$8 per share. Underwriter may form an underwriting group for the stock

Offering—The shares will be offered to the public at a price of \$10 per share. Proceeds will be received by the three selling stockholders

Registration Statement No. 2-4873. Form A2 (11-1-41)

Effective 12:20 p.m., E.S.T., on Nov. 14, 1941.

SUNDAY, NOV. 23

CAROLINA TELEPHONE & TELEGRAPH CO.

Carolina Telephone & Telegraph Co. registered with SEC 10,625 shares common stock, \$100 par, and subscription warrants evidencing rights to subscribe for such 10,625 shares common stock

Address—122 St. James St., Tarboro, N. C.

Business—This operating company is engaged in the telephone business in the eastern part of North Carolina. About 31.67 of its common stock is owned by Southern Bell Telephone & Telegraph Co. (a subsidiary of AT&T)

Underwriters—There is no underwriting involved in connection with this financing

Offering—Common stockholders of record Nov. 26, 1941, are being granted transferable warrants to subscribe at \$100 per share for the 10,625 shares of common

stock, at the rate of one share for each 4 shares then held. Warrants expire Dec. 29, 1941. Company reserves right to reoffer for sale, at a price in no event less than \$100 per share, such of the 10,625 shares of common stock as are not subscribed for by stockholders in the exercise of the warrants

Proceeds to payment of \$830,000 of bank loans, balance for plant and equipment additions and betterments, and for working capital

Registration Statement No. 2-4875. Form A2 (11-4-41)

MONDAY, NOV. 24

PACIFIC TELEPHONE & TELEGRAPH CO.

Pacific Telephone & Telegraph Co. registered with the SEC 656,250 shares of common stock, \$100 par value

Address—140 New Montgomery St., San Francisco, Calif.

Business—Company and its subsidiaries provide telephone service in about 650 exchanges in California, Nevada, Oregon, Washington and northern Idaho, including San Francisco, Oakland, Berkeley, Sacramento, Portland, Seattle, Spokane, Tacoma, Los Angeles, San Diego and Pasadena. Company is controlled by American Telephone & Telegraph Co.

Underwriters—No underwriters named in registration statement.

Offering—The 656,250 shares common stock will first be offered by company to its stockholders at a price of \$100 per share. The warrants will expire on Dec. 31, 1941. The unsubscribed portion of such shares will later be offered to the public, at not less than \$100 per share. Further details as to the offering will be supplied by amendment.

Proceeds will be used to repay advances from the parent company, and any excess is to be used for plant extensions, additions and improvements, and for working capital.

Registration Statement No. 2-4879. Form A2 (11-6-41-San Francisco)

UNITED FUNDS, INC.

United Funds, Inc., registered with SEC 300,000 shares of United Income Fund Shares; and \$8,000,000 principal amount of Stock Purchase Agreements covering periodic payments toward the purchase of United Accumulative Fund Shares previously registered

Address—1420 Walnut St., Philadelphia, Pa. (executive office); Kansas City, Mo. (home office)

Business—Investment trust.

Underwriter—United Funds Management Corp.

Offering—The 300,000 shares of United Income Funds Shares, will be offered to public at the prevailing market price. Proceeds for investment purposes. Registration Statement No. 2-4877. Form A1 (11-5-41)

WEDNESDAY, NOV. 26

CONSOLIDATED AMUSEMENT CO., LTD.

Consolidated Amusement Co., Ltd., registered with SEC 50,000 shares common stock, no par

Address—Honolulu, Hawaii

Business—Engaged in exhibiting motion pictures in theatres owned or operated by it on the Islands of Oahu, Hawaii and Kauai in the Territory of Hawaii and of distributing motion pictures for exhibition purposes to other exhibitors on the Islands of Oahu, Hawaii, Maui, Lanai, Molokai and Kauai in the Territory of Hawaii

Underwriters—None

Offering—The shares will be offered for subscription at \$10 per share pro rata to holders of common stock of record Oct. 15, 1941, on a one for three basis, through warrants, exercisable up to and including Dec. 27, 1941. Unsubscribed portion of such 50,000 shares will be sold at public auction in Honolulu. There is no underwriting in connection with this offering. Of the 50,000 shares so offered, 33,813 shares will upon their issuance be subject to the Voting Pool Agreement, as extended to April 15, 1950

Proceeds will be used to redeem, on Dec. 10, 1941, the outstanding 6% Series A cumulative preferred stock of company. Registration Statement No. 2-4880. Form A2 (11-7-41)

Consolidated Amusement Co., Ltd., also filed registration statement with SEC covering voting trust certificates to be issued for a maximum of 33,813 shares of common stock, no par, registered above (2-4880)

Registration Statement No. 2-4881. Form F1 (11-7-41)

1061 ROSEMONT AVE. BUILDING CORP.

Lucius Teter, et al, voting trustees of 1061 Rosemont Ave. Building Corp., registered with SEC voting trust certificates for 5,929 shares common stock, no par, of the corporation

Address—Chicago, Ill.

Business—Corporation owns and operates an apartment hotel building in Chicago, Ill.

Offering—The voting trust certificates are to be issued under a plan to extend the life of the existing voting trust agreement from Dec. 9, 1941, to Dec. 9, 1951

Registration Statement No. 2-4882. Form F1 (11-7-41)

MONDAY, DEC. 1

MARSHALL FIELD & CO.

Marshall Field & Co. registered with SEC 230,000 shares of no par common stock.

Address—222 N. Bank Drive, Chicago, Illinois.

Business—Consists of ownership and operation (a) of department stores distributing high quality merchandise, (b) of various textile and floor covering mills whose products are distributed in bulk, and (c) of The Merchandise Mart and other real estate in Chicago.

Underwriters (all of Chicago)—Glore, Forgan & Co., 86,250 shares; Lee Higginson Corp., 86,250 shares; Shields & Co., 57,500 shares.

Offering—The 230,000 shares are already issued and outstanding, and are to be offered to the public for the account of certain selling stockholders at a price to be supplied by amendment.

Registration Statement No. 2-4883. Form A-2 (11-12-41)

It was announced Nov. 18 that the number of shares to be offered would be reduced to 135,000, comprising 122,000 shares from the holdings of Marshall Field III and 13,000 shares from the holding of Barbara Field Bliss.

PACIFIC GAS & ELECTRIC CO.

Pacific Gas & Electric Co. registered with SEC \$25,000,000 first and refunding mortgage series K 3% bonds, due June 1, 1971.

Address—San Francisco, Cal.

Business—Operating gas and electric utility company.

Underwriters—Blyth & Co., Inc., is named principal underwriter.

Offering—The bonds will be offered to the public at a price to be supplied by amendment to registration statement.

Proceeds will be used to reimburse company's treasury for moneys expended for capital purposes, such treasury funds to be used for construction and working capital.

Registration Statement No. 2-4884. Form A-2 (11-12-41 San Francisco)

TUESDAY, DEC. 2

FLINTKOTE CO. (THE)

The Flintkote Co. registered with SEC 35,000 shares common stock, no par.

Address—30 Rockefeller Plaza, New York, N. Y.

Business—Directly or through subsidiaries, engaged in manufacture and sale of various asphalt and asbestos-cement roofing and siding products, structural and decorative insulation board products, asphalt emulsions, chipboards and boxboards, solid and corrugated containers, set-up and folding boxes, dry and saturated felts, rubber compounds and allied products.

Underwriters—None.

Offering—The 35,000 shares of common stock will be reserved for issuance by company to certain officers and employees of company and its subsidiaries from time to time, at not less than the then prevailing market price for company's common stock.

Proceeds will be applied toward, or will be used to reimburse company for expenditures made in connection with, construction or acquisition of additional felt mill facilities in Vernon, Cal.

Registration Statement No. 2-4885. Form A-2 (11-13-41)

MIDWEST TOOL & MANUFACTURING CO.

Midwest Tool & Manufacturing Co. registered with SEC 50,000 shares common stock, \$1 par.

Address—Detroit, Mich.

Business—Manufacturer of precision cutting tools, etc.

Underwriter—Keane & Co.

Offering—The 100,000 shares will be offered to the public at \$2 per share. Of the shares registered, 27,125 shares are to be offered for the account of the company, and the remaining 22,875 shares (already issued and outstanding) will be offered for the account of two selling stockholders.

Proceeds to company from sale of the 27,125 shares will be used for payment of outstanding bank loans, final installment on sales contract, and the balance for working capital.

Registration Statement No. 2-4886. Form S-2 (New form) (11-13-41 Cleveland)

THURSDAY, DEC. 4

MOBILE GAS SERVICE CORP.

Mobile Gas Service Corp. registered with SEC \$1,400,000 first mortgage bonds, due Dec. 1, 1961 (interest rate to be supplied by amendment), and 6,000 shares 6% cumulative preferred stock, \$100 par.

Address—162 St. Francis St., Mobile, Ala.

Business—An operating utility subsidiary of Consolidated Electric & Gas Co., company furnishes natural gas service at retail in Mobile, Ala., and vicinity.

Underwriting and Offering—The bonds and the preferred stock will be sold by company under the competitive bidding Rule U-50 of the SEC's Holding Company Registration Statement shall have become effective. Names of the underwriters and public offering prices will be supplied by amendment.

Proceeds will be applied as follows: To the redemption, at 100 and accrued interest, of the outstanding \$876,700 of first mortgage 5% bonds of 1956, the outstanding \$637,750 of first mortgage income bonds series A (9% of 1956, the outstanding \$236,950 of first mortgage income bonds series B (7% of 1956; balance of \$75,000 will be used to establish a construction fund to provide for acquisition or construction of additional property.

Registration Statement No. 2-4887. Form A-2 (11-15-41)

PENNSYLVANIA-CENTRAL AIRLINES CORP.

Pennsylvania-Central Airlines Corp. registered with SEC 75,000 shares \$1.25 cumulative convertible preferred stock, no par; and 150,000 shares of common stock, \$1 par, latter to be reserved for issuance upon exercise of the conversion privilege of the convertible preferred stock.

Address—Allegheny County Airport, Pittsburgh, Pa.

Business—Engaged in the air transportation of passengers, mail and express, over certain routes authorized by the Civil Aeronautics Board.

Underwriters and the number of shares of the preferred stock underwritten by each, are as follows:

White, Weld & Co., New York, 17,300

Carl M. Loeb, Rhoades & Co., N. Y., 17,300

Calendar of New Security Flotations

Cohu & Torrey, New York..... 8,000
Auchincloss, Parker & Redpath, N.Y. 7,000
O'Brian, Mitchell & Co., Buffalo..... 7,000
Kay, Richards & Co., Pittsburgh..... 6,500
Stern, Wampler & Co., Inc., Chicago 4,300
Strack & Co., Inc., Phila...... 4,000
Mackubin, Legg & Co., Baltimore..... 3,600

Offering—The 75,000 shares of preferred stock will be offered to the public at \$25 per share; underwriting commission is \$2.25 per share.

Proceeds—\$1,429,571 will be applied to pay off company's outstanding bank loans, including premium and interest; balance of \$247,946 will be added to working capital.

Registration Statement No. 2-4888. Form A-2 (11-15-41).

DATES OF OFFERING UNDETERMINED

We present below a list of issues whose registration statements were filed twenty days or more ago, but whose offering dates have not been determined or are unknown to us.

AIR ASSOCIATES, INC.
 Air Associates, Inc., registered with SEC 50,000 shares of \$1.37 1/2 Cumulative Convertible Preferred Stock, no par; and maximum of 100,000 shares of \$1 par common stock, latter reserved for issuance upon conversion of the preferred.

Address—Bendix Airport, Bendix, N. J.

Business—Company is manufacturer and distributor of airplane parts, equipment, material, supplies and accessories.

Underwriter—White, Weld & Co., New York, is principal underwriter; others to be named by amendment. Underwriting commission is \$2.25 per share.

Offering—Preferred stock to be offered amendment.

Proceeds—\$300,000 to prepay outstanding bank loans; \$200,000 for purchase of additional machinery; balance for plant additions and working capital.

Registration Statement No. 2-4851. Form A-2 (9-27-41).

The company has filed an amendment to its registration statement with the Securities and Exchange Commission disclosing that its 50,000 shares of \$1.37 1/2 cumulative convertible preferred stock will be offered to the public by the following underwriters:

White, Weld & Co.	Shares
Jackson & Curtis	12,500
Merrill, Lynch, Pierce, Fenner & Beane	10,000
Stern, Wampler & Co.	5,000
E. H. Rollins & Sons	4,000
Pacific Co. of California	4,000
Mitchum, Tully & Co.	1,500
Cohu & Torrey	1,000
Fuller, Crutenden & Co.	1,000
Victor Company & Co.	1,000

AIRPLANE MANUFACTURING & SUPPLY CORP.
 Airplane Manufacturing & Supply Corp. registered with SEC 69,000 shares common stock, \$1 par

Address—Lockheed Air Terminal, Burbank, Cal.

Business—Purchase, service and sale of airplane equipment

Underwriters—G. Brashers & Co., Los Angeles, Cal.

Offering—The number of shares to be offered by the underwriter consists of the 69,000 shares currently registered with SEC, and 16,433 shares previously registered with the SEC. Such aggregate of 85,433 shares are already issued and outstanding and are to be offered to public for account of certain selling shareholders to be offered to public at arbitrary prices to be determined by underwriter from time to time with regard to existing circumstances. Such offering price will not exceed 125% not be less than 110% of the highest bid price during the day of sale. Underwriting commission on the 85,433 shares of 25 cents per share

Proceeds will accrue to the selling stockholders

Registration Statement No. 2-4807. Form A-1. Filed (7-31-41) (San Francisco)

Effective—3 p.m. E.S.T. Sept. 17 as of 4.45 p.m. Sept. 6, 1941

AMERICAN BAKERIES CO.
 American Bakeries Co. registered 16,000 shares Class B no par common stock

Address—No. 520 Ten Pryor St. Bldg. Atlanta, Ga.

Business—Manufacturing and distributing bakery products in southern states

Underwriter—None named

Offering—Stock will be offered to public at price to be filed by amendment

Proceeds—All proceeds will be received by L. A. Cushman, Jr., chairman of board of company, for whose account the stock will be sold

Registration Statement No. 2-4714. Form A-2. (3-28-41)

AUTOMATIC TELEPHONE DIALER, INC.
 Automatic Telephone Dialer, Inc. registered 75,000 shares of common stock no par

Address—1201 East Grand Street, Elizabeth, N. J.

Business—Development of automatic telephone dialing devices

Underwriter—None. Stock will be sold through registered brokers and dealers

Offering—Public offering price, \$3 per share, underwriting commission 75 cents per share

Proceeds—For engineering and development expenses and working capital

Registration Statement No. 2-4752. Form A-1. (5-5-41)

Effective but apparently deficient 4:41 P.M., E.S.T., May 24, 1941

BEACON ASSOCIATES, INC.
 Beacon Associates, Inc. registered SEC \$500,000 6% Participating Sinking Fund Debentures, due July 1, 1971

Beacon Associates, Inc. interest rate of \$500,000 Participating Sinking Fund Series A Debentures, due July 1, 1971, changed

from 6% to 6 1/2% per annum, according to amendment filed with SEC July 21 1941

Address—216 Turks Head Bldg., Providence, R. I.

Business—Engaged in the small loax business in Rhode Island and Massachusetts

Offering—The Debentures will be offered to the public at 100 by F. L. Putnam & Co., Inc., Boston; underwriting commission is 15%, leaving net price to company of 85

Underwriter—F. L. Putnam & Co., Inc., Boston

Proceeds—Will be advanced to subsidiary for their working capital or will be used for payment of debt incurred on providing funds for advances to subsidiaries

Registration Statement No. 2-4790. Form A-2. (6-27-41)

Effective—3:00 P.M. E.S.T., August 22 as of July 17, 1941

BEAR MINING AND MILLING COMPANY
 Bear Mining and Milling Co. registered 153,145 shares of common stock, \$1 par

Address—513 Majestic Bldg., Denver Colo.

Business—Mining and milling

Underwriter—None

Offering—Stock will be offered publicly at \$1 per share, selling commission 35%

Proceeds—For development equipment and operation mining property near Breckenridge, Colo.

Registration Statement No. 2-4571. Form A-1. (11-12-40)

BONWIT TELLER, INC.
 Bonwit Teller, Inc. registered 39,334 shares of 5 1/2% cumulative convertible preferred stock, \$50 par, and 131,202 shares of common stock, \$1 par

Address—721 Fifth Avenue, New York City

Business—Operation of specialty store in New York City

Underwriters—To be filed by amendment

Offering Terms—Preferred and common will be publicly offered at prices to be filed by amendment, except that 106,202 common shares will be reserved for conversion of preferred

Proceeds—Stock will be sold by Atlas Corp. and the American Co., parents, and no proceeds will be received by the company

Registration Statement No. 2-4748. Form A-2. (4-30-41)

BULLION, INC.
 Bullion, Inc., registered 110,000 shares of \$1 par 8% non-cumulative preferred stock and 110,000 shares of common stock ten cent par

Address—1st Nat'l Bank Bldg., Deadwood, South Dakota

Business—Gold mining

Underwriter—None

Offering—Preferred will be offered at \$1 per share, and common at 10 cents per share

Proceeds—For development of mining properties, purchase of machinery and equipment, and working capital

Registration Statement No. 2-4763. Form A-0-1 (5-20-41)

Effective—4:45 P.M., E.S.T. on Sept. 23, 1941 as of 4:45 P.M., E.S.T., Aug. 10, 1941.

CHAMPION PAPER & FIBRE CO.
 Champion Paper & Fibre Co. registered with SEC \$8,500,000 of first mortgage bonds, due Nov. 1, 1956 (interest rate to be filed by amendment); 40,000 shares \$5 cumulative convertible preferred stock, no par; and an indeterminate number of shares of no par common stock, to be reserved for issuance upon conversion of the preferred stock

Address—Hamilton, O.

Business—Largest domestic manufacturer of the types of paper known in the trade as white papers and book papers, and is one of the largest domestic manufacturers of coated papers

Underwriters are W. E. Hutton & Co. and Goldman, Sachs & Co., both of New York, N. Y.

Offering—The bonds and preferred stock will be offered to the public, at prices to be supplied by amendment

Proceeds will be used to redeem the outstanding aggregate of \$8,660,000 of 4 3/4% sinking fund debentures (\$4,125,000 principal amount due 1950, at 104 1/2%; \$4,535,000 principal amount of the 1938 Issue at 102 1/4%), requiring \$8,947,663. Balance of net proceeds will be added to working capital

Registration Statement No. 2-4867. Form A2. (10-25-41)

Amendment Filed—Company has filed an amendment with the SEC to its registration statement disclosing that the bonds would bear interest at the rate of 3 1/2% per annum. The public offering price of the bonds and the preferred stock will be supplied by later amendment

Also disclosed in the amendment is the names of the underwriters for the bonds and preferred stock, together with the each, as follows (all of New York City, unless otherwise indicated):

Prin. amt.	No. of shs. of bonds of pref. stk.
W. E. Hutton & Co.	\$1,700,000 8,000
Goldman, Sachs & Co.	\$1,700,000 8,000
R. S. Dickson & Co.	127,000 600
Drexel & Co., Phila.	425,000 2,000
Field, Richards & Co., Cincinnati	85,000 400
First Boston Corp.	425,000 2,000
Harriman Ripley Co.	425,000 2,000
Hemphill, Noyes Co.	258,000 1,200
Hornblower & Weeks	340,000 1,600
Johnson, Lane, Space & Co., Savannah	85,000 400
Kidder, Peabody Co.	765,000 3,600
Kuhn, Loeb & Co.	850,000 4,000
W. C. Langley & Co.	340,000 1,600
Lee Higginson Corp.	511,000 2,400
Piper, Jaffray & Hopwood, Minneapolis	127,000 600
White, Weld & Co.	340,000 1,600

Offering Deferred—Company announced Nov. 17 that the offering of the securities has been postponed for the present.

COLUMBIA GAS & ELECTRIC CORP.
 Columbia Gas & Electric Corp. registered \$28,000,000 serial debentures, due 1942 to 1951, and \$92,000,000 sinking fund debentures due 1961

Address—61 Broadway, N. Y. C.

Business—Public utility holding company

Offering—Both issues will be publicly offered at prices to be filed by amendment

Proceeds—To redeem \$50,000,000 Deb. 5s, 1952; \$4,750,700 Deb. 5s, due April 15, 1952; \$50,000,000 Deb. 5s, 1961; to purchase \$3,750,000 4% guaranteed serial notes due 1942-46 of Ohio Fuel Gas Co., a subsidiary, and \$3,750,000 guaranteed serial notes of United Fuel Gas Co., a subsidiary, from the holders thereof; and to make a \$3,402,090 capital contribution to Cimn, Newport & Covington Ry. Co. to enable that Company to redeem its outstanding \$3,303,000 1st & Ref. 6s, 1947

Registration Statement No. 2-4736. Form A-2. (4-10-41)

COMPOSITE BOND FUND, INC.
 Composite Bond Fund, Inc., registered with SEC 32,500 shares \$1 par common stock

Address—601 Riverside Ave., Spokane, Wash.

Business—Open-end investment trust, limited to investments in bonds.

Underwriting—Murphy, Favre & Co., Spokane, Wash., is underwriter and distributor, purchasing said shares at the net asset value then in effect for distribution to public at such net asset value plus 8 1/2%

Offering—To be offered to the public at the then prevailing market price.

Proceeds—Will be used for investment purposes

Registration Statement No. 2-4825. Form A-1. (8-28-41)

CROCKER MC ELWAIN CO.
 The Voting Trustees of Crocker McElwain Co. registered with the SEC voting trust certificates, to be issued in exchange for a like number of shares of 1,684 shares of 7% preferred stock, \$100 par, and 15,000 shares of common stock, \$100 par.

The voting trust certificates provide that the voting trust shall continue in effect until Sept. 2, 1944, unless terminated earlier. Unless terminated according to its terms, the voting trust will continue until Sept. 2, 1947.

Voting trustees are Elmer C. Tucker, Ralph H. Morrill, and Joseph K. Holmes.

Address—642 Main St., Holyoke, Mass.

Business—Company is engaged in manufacture and sale of paper, with its mill located in Holyoke, Mass.

Registration Statement No. 2-4858. Form F-1. (10-11-41)

Effective 4:45 p.m., E.S.T., on Nov. 15, 1941.

EATON & HOWARD BALANCED FUND
 Eaton & Howard Balanced Fund registered with SEC 500,000 Trust Shares

Address—25 Federal St., Boston, Mass.

Business—Investment Trust

Offering—The shares will be offered to the public, at the market

Underwriters—Eaton & Howard, Inc., Boston

Proceeds—For investment

Registration Statement No. 2-4860. Form A2 (10-15-41)

Effective—4 p. m., E.S.T., on Nov. 5, 1941

ELMORE OIL CORP.
 Elmore Oil Corp. registered with SEC 14,000 shares common stock, \$5 par value

Address—Stevens-Harlie Bldg., Durant, Okla.

Business—Engaged in the oil business, buying, selling oil and/or gas leases; owns and operates certain oil and gas leases and equipment in Brown and Jack Counties, Tex.

Underwriters—None

Offering—The shares will be offered to the public direct by company, at \$5 per share

Proceeds will be used for drilling of 5 additional wells, the equipping of a certain lease, and for working capital

Registration Statement No. 2-4864. Form A-1. (10-21-41)

FLORIDA POWER & LIGHT CO.
 Florida Power & Light Co. registered with SEC \$45,000,000 First Mortgage bonds, due Oct. 1, 1971; \$10,000,000 Sinking Fund Debentures, due Oct. 1, 1956; and 140,000 shares Cumulative Preferred Stock, \$100 Par. Interest rates on the Bonds and Debentures, and the dividend rate on the preferred stock, will be supplied by amendment

Address—25 S. E. Second Ave., Miami, Fla.

Business—This subsidiary of American Power & Light (Electric Bond & Share System) is an operating public utility engaged principally in generating, transmitting, distributing and selling electric energy (also manufacture and sale of gas), serving most of the territory along the east coast of Florida (with exception of the Jacksonville area), and other portions of Florida

Underwriting and Offering—The securities registered are to be sold by company under the competitive bidding Rule U-50 of the SEC's Public Utility Holding Company Act. Names of underwriters and price to public, will be supplied by post-effective amendment to registration statement

Proceeds will be applied as follows: \$53,170,000 to redeem at 102 1/4, the \$52,000,000 of company's First Mortgage 5s of 1954; \$15,693,370 to redeem at \$110 per share, the 142,667 shares of company's \$7 preferred stock, no par. Further details to be supplied by post-effective amendment

Registration Statement No. 2-4845. Form A2. (9-17-41)

HOUSTON LIGHTING & POWER CO.
 Houston Lighting & Power Co. registered with SEC an indeterminate number of shares of its common stock, no par (Company has outstanding 600,000 shares of common stock, of which 499,897 shares

are held by its parent, National Power & Light Co., which latter company also holds options to purchase the remaining 13 shares of outstanding common stock of company).

Address—900 Fannin St., Houston, Tex.

Business—Company is an operating public utility company principally engaged in generating, transmitting, distributing and selling electricity at retail and wholesale, serving 150 communities and an extensive rural area in Texas, including cities of Houston and Galveston.

Underwriter—None

Offering—No public offering contemplated initially. Company is advised by National Power & Light, that that company has filed with SEC a declaration under the Holding Company Act contemplating, initially, the exchange of common stock of company which National Power & Light owns, for the \$8 preferred stock of National Power & Light Co. and also contemplating that if upon termination of such proposed exchange plan, National Power & Light still holds as much as 5% of common stock of company, it will dispose of such holdings as promptly as shall be practicable in light of then market and other conditions and with the best interests of its security holders in mind. After such disposition, company will have ceased to be either a subsidiary or an affiliate of National Power & Light Co. or Electric Bond & Share Co.

Registration Statement No. 2-4827. Form A-2. (8-29-41)

INVESTORS MUTUAL FUND, INC.
 Investors Mutual Fund, Inc., registered with SEC investment certificates representing an equitable interest in the following two classes of Special Stock of company: (I) Investors Diversified Fund; (a) 60 units of \$1,200 each of Monthly Payment Certificates without life insurance protection permitting aggregate payments of \$720,000; (b) 400 units of \$1,200 each of Monthly Payment Certificates with life insurance protection permitting aggregate payments of \$480,000; and (c) 2,000 units of \$250 each of Full Paid Certificates requiring aggregate payment of \$500,000; (II) Investors Corporate Fund; (a) 600 units of \$1,200 each of Monthly Payment Certificates without life insurance protection permitting aggregate payments of \$720,000; (b) 400 units of \$1,200 each of Monthly Payment Certificates with life insurance protection permitting aggregate payments of \$480,000; and (c) 2,000 units of \$250 each Full Paid Certificates requiring aggregate payments of \$500,000.

The number of shares to be issued of the classes of Special Stock designated as Investors Diversified Fund and Investors Corporate Fund, respectively, are indeterminate in advance. However, shares of each class of Special Stock will be issued in such amounts as are necessary to meet the investment requirements of Investors whose Net Payments upon the Certificates covered by this registration statement will be applied to the purchase of such shares of Special Stock from time to time. The Shares will be first issued at \$10 each, then at net asset value

Address—1016 Baltimore Ave., Kansas City, Mo.

Business—Investment trust

Underwriters—Investors Fund, Inc.

Proceeds for investment purposes

Registration Statement No. 2-4869. Form A1 (10-29-41)

ILLINOIS COMMERCIAL TELEPHONE CO.
 Illinois Commercial Telephone Co. registered with SEC \$5,750,000 of first mortgage 3 1/2% bonds, due Oct. 1, 1971; and 24,000 shares of \$5 cumulative preferred stock no par

Address—607 E. Adams St., Springfield, Ill.

Business—This subsidiary of General Telephone Co. is engaged in providing, without competition, telephone service to 180 communities and surrounding territories in Illinois, including Kewanee, Hanrissburg, Olney, Mendota and Mt. Carmel

Underwriters, and amount of bonds and preferred stock underwritten by each, follow:

	No. of Bonds	Shs. of pfd. stk.
Bonbright & Co., Inc., New York	\$2,875,000	12,000
Paine, Webber & Co., New York	2,156,000	9,000
Mitchum, Tully & Co., Los Angeles	719,000	3,000

Offering—Bonds and preferred stock to be offered to the public at a price to be supplied by amendment to the registration statement

Proceeds from sale of the bonds and preferred stock, together with \$105,000 received from sale of 600 additional shares common stock will be used in part to retire following securities of company: \$5,750,000 First Mortgage Series A 3 1/2% bonds, due June 1, 1970, at 105 1/2; 17,098 shares \$6 preferred stock, at \$110 per share; 1,108 shares \$6 preferred stock, owned by parent company, at latter's cost

Balance of net proceeds will be used to purchase from General Telephone Corp. the outstanding capital stocks of Central Illinois Telephone Co. and Illinois Standard Telephone Co., to make additions and betterments to company's plant and property, and for other corporate purposes

Registration Statement No. 2-4866. Form A2. (10-24-41)

KENSINGTON MINES, INC.
 Kensington Mines, Inc. has filed a registration statement covering 865,000 shares of \$1 par 6 per cent cumulative preferred stock and the same number of shares of 1 cent par common 35,000 shares of \$1 par 6 per cent cumulative preferred shares previously sold to promoters at \$1 and 1,320,000 shares of 1 cent common previously sold to promoters at 2 1/2 cents a share

Address—Seattle, Washington

Business—Mining and Milling

Proceeds—For property construction,

development and working capital

Underwriters—Kressly and Campbell

Registration Statement No. 2-4697. Form A-1. (3-21-41)

Effective—4:45 P.M., E.S.T., April 9, 1941

KIRKLAND GOLD RAND, LTD
 Kirkland Gold Rand, Ltd., registered with SEC, under refiling, 500,000 shares common stock \$1 par

Address—360 St. James St., West, Montreal, Quebec, Canada

Business—Engaged in development, acquiring, holding, selling and operating gold, silver and other mineral mines. Company is still in the development stage

Underwriters—To be named by amendment

Offering—Above shares to be offered to public at \$1.25 per share; underwriting commission is 4 3/4 cents per share

Proceeds—For development, purchase of equipment and working capital

Registration Statement No. 2-4727. Form A-1. Refiled (6-16-41)

LA CROSSE TELEPHONE CORP.
 La Crosse Telephone Corp. registered 12,000 shares of common stock, \$10 par

Address—La Crosse, Wisconsin

Business—Telephone service to La Crosse, Wis.

Underwriter—Alex. Brown & Sons

Offering—All stock registered will be publicly offered at price to be filed by amendment, except that 2,406 shares will be sold to Central Electric & Telephone Co.

Proceeds—Stock registered is owned by parent company, Middle Western Telephone Co., which will donate a portion to La Crosse Telephone Corp. and latter will use proceeds to retire outstanding preferred stock

Registration Statement No. 2-4717. Form A-2. (3-29-41)

MCDONNELL AIRCRAFT CORP.
 McDonnell Aircraft Corp. registered with SEC 6,453 1/2 shares 6% Non-Cumulative Convertible Preferred Stock, \$100 par, and 129,063 1/2 shares common stock, \$1 par

Address—Lambert-St. Louis Municipal Airport, Robertson, Mo.

Business—Engaged in designing and developing aircraft and of manufacturing and selling parts for aircraft; expects presently to engage in business of manufacturing, testing and selling aircraft

Underwriting—None. Securities to be offered by company

Offering—Of the shares registered, the 6,453 1/2 shares of preferred and 64,531 1/2 shares of common, will be offered to public in units each unit consisting of one share of preferred and 10 shares of common stock, at price of \$140 per unit. Remaining 64,531 1/2 shares common reserved for issuance on conversion of the preferred

Proceeds for working capital, purchase of tools, machinery and equipment.

Registration Statement No. 2-4844. Form A-1. (9-17-41)

Effective—4:45 P.M., E.S.T., on Oct. 8, 1941 as of 4:45 P.M., E.S.T., Oct. 6, 1941.

MUTUAL TELEPHONE CO.
 Mutual Telephone Co. registered with SEC 100,000 shares capital stock, \$10 par

Address—1128 Alakea St., Honolulu, Oahu, Territory of Hawaii.

Business—Company is an independent public utility furnishing telephone service on the Islands of Oahu, Hawaii, Maui, Kauai, and Malokai, Territory of Hawaii, adio telephone service between said Islands and certain ships at sea, and also wireless telegraph service between Oahu, Lanai, Hawaii, Maui and Malokai.

Underwriters—There is no underwriting in connection with this offering.

Offering—Company is offering the 100,000 shares for subscription at \$10 per share to its stockholders of record Oct. 15, 1941, by offering one share for each 4 shares then held. Subscription offer expires Dec. 20, 1941. Full shares of such stock, representing fractional interests and also shares called for by warrant to be issued to stockholders, which are not exercised, will be sold at public auction in Honolulu to highest bidder therefor not later than Dec. 27, 1941, and proceeds from the auction sale in excess of \$10 per share (after deduction expenses of auction) will be distributed pro rata to stockholders of record Oct. 15, 1941, whose fractional interests are disposed of and to holders of unexercised warrants.

Proceeds to prepay outstanding short-term bank loans, additions to plant and equipment, working capital.

Registration Statement No. 2-4855. Form A2. (10-6-41)

Effective—4:45 P.M., E.S.T., on Oct. 17, 1941.

NORTHERN NATURAL GAS CO.
 Northern Natural Gas Co. registered 710,500 shares of common stock, \$20 par

Address—Aquila Court Bldg., Omaha, Nebraska

Business—Production and transmission of natural gas

Underwriter—Blyth & Co., and others, to be named by amendment

Offering—Stock will be publicly offered at price to be filed by amendment

tuted the stock outstanding and owned by United Light & Railways Co., a subsidiary of United Light & Power Co.

PANAMA COCA-COLA BOTTLING CO.
Panama Coca-Cola Bottling Co. registered with the SEC 33,750 shares common stock \$1 par
Address—19-A Avenue Jose Francisco de la Ossa, Panama, R. de P.

Business—Engaged in business of bottling Coca-Cola and other carbonated beverages and in manufacture of ice-cream and ice, all of which are sold wholesale in the Republic of Panama and in the Canal Zone
Underwriters—Elder & Co., New York, is the sole underwriter

Offering—The shares will be offered to the public at \$12.50 per share; underwriting commission is \$2.50 per share
Proceeds—Will be used to increase the company's working capital

Registration Statement No. 2-4870, Form S-2 (New Form) (10-29-41)

PHILADELPHIA ELECTRIC CO.
Philadelphia Electric Co. registered with SEC \$20,000,000 of First and Refunding Mortgage 2 1/2% bonds, due Dec. 1, 1971
Address—1000 Chestnut St., Philadelphia, Pa.

Business—This subsidiary in the United Gas Improvement Co. holding company system, is engaged primarily in production, purchase, transmission, distribution and sale of electricity and gas in southeastern Pennsylvania, including Philadelphia and vicinity

Underwriting and Offering—The bonds will be sold under a competitive bidding rule U-50 of the SEC's Public Utility Holding Company Act of 1935. Names of underwriters, and price to public, will be supplied by later amendment

Proceeds—\$20,000,000 of the net proceeds from sale of the bonds will be applied to pay company's presently outstanding \$20,000,000 of 1 1/2% promissory notes payable to banks. Remainder of net proceeds will be used to reimburse, in part, company's treasury for additions, extensions, betterments and improvements to its plants and property

Registration Statement No. 2-4863, Form A2 (10-17-41)
Effective—4:45 p. m., E.S.T., on Nov. 7, 1941

Bids will be received by the company at Edison Bldg., 900 Sanson St., Philadelphia, up to 1 p. m., E.S.T., on Nov. 24, 1941

PIERCE BUTLER RADIATOR CORP.
Pierce Butler Radiator Corp. has registered with SEC 120,000 shares 5% cumulative convertible preferred stock, \$2.50 par value; and 120,000 shares of \$1 par common stock; latter reserved for conversion upon issuance of the preferred
Address—701 Nichols Ave., Syracuse, N. Y.

Business—Engaged in manufacture and sale of heating boilers and radiators, steam heating and high pressure boilers, Uniflow engines, radiator valves, boiler gauges and thermometers

Underwriters—None
Offering—The preferred stock will be offered for subscription to stockholders, at par. Unsubscribed portion will be purchased by Max Katter, director of company, on behalf of a syndicate which he represents. Subscription price is \$2.50 per share

Proceeds will be used for payment of certain outstanding bank loans and notes
Registration Statement No. 2-4865, Form A1 (10-23-41)

PUEBLO MINING COMPANY
Pueblo Mining Co. registered with SEC 1,500,000 shares 1 Cent Par Value Assessable Common Stock
Address—Spokane, Wash.

Business—Mining
Underwriter—No underwriter named.
Offering—To be offered to public at 2 cents per share
Proceeds—Will be used for development, purchase of equipment, building, and working capital

Registration Statement No. 2-4829, Form AO-1 (9-3-41) (San Francisco)
Effective—4:45 p. m., E.S.T., on Nov. 6, 1941

ROHR AIRCRAFT CORP.
Rohr Aircraft Corp. registered with the SEC 200,000 shares of capital stock, \$1 par value
Address—Chula Vista, Cal.

Business—Manufacture and sale of parts for aircraft pursuant to subcontracts with and purchase orders from Consolidated Aircraft Corp. and Lockheed Aircraft Corp.; parts manufactured are in following categories: cowling, power plant assemblies, boom doors and bomb rack adapters

Underwriting—Lester & Co., Los Angeles, Cal., is the sole underwriter
Offering—Of the 200,000 shares registered 135,000 will be offered for the account of the company and the remaining 65,000 shares (already issued and outstanding) will be offered for the account of the owner thereof, Consolidated Aircraft Corp. Such 200,000 shares will be offered to the public at \$4.40 per share; underwriting commission is 88 cents per share

Proceeds to company from sale of the 135,000 shares will be used as follows: \$125,000 for contemplated advance payments to sub-contractors; \$262,500 to discharge the unpaid portion of Federal income and excess profits taxes for fiscal year ended July 31, 1941; and \$73,700 for increase of inventories

Registration Statement No. 2-4871, Form A1 (10-29-41) (San Francisco)

SEVENTY-NINTH AND RACINE BUILDING CORP.
Lucius Teter, et al, voting trustees of Seventy-Ninth and Racine Building Corp., registered with SEC voting trust certificates for 2,961 shares of common stock, no par

Address—Trustees: 135 S. LaSalle St., Chicago
Business—The corporation owns and operates a commercial building consisting of stores, offices, and apartments, located

at the southeast corner of 79th st. and Racine Ave., Chicago, Ill.

Offering—The voting trust certificates are to be issued to holders of corporation's common stock, under a proposal to extend the existing voting trust agreement, which terminates Nov. 23, 1941, to Nov. 23, 1951.
Registration Statement No. 2-4868, Form F1 (10-27-41)

SOUTHEASTERN INDIANA POWER CO.
Southeastern Indiana Power Co. registered with SEC 2,000 shares 6% cumulative preferred stock, \$100 par
Address—Rushville, Ind.

Business—A public utility company engaged in transmitting, distributing and selling electricity in southeastern Indiana
Offering—The preferred stock will be offered to public at a price to be supplied by amendment

Underwriter—Central Republic Co., Inc., Chicago, is sole underwriter
Proceeds—From sale of the 2,000 shares preferred stock, together with aggregate of \$1,152,280 to be received by company from sale of other securities (\$650,000 4 1/2% first mortgage bonds to an insurance company, \$350,000 Serial Guaranteed Debentures to a bank and an insurance company, and 12,500 shares \$10 par common stock) are to be applied by company to acquire all the outstanding capital stock and funded indebtedness of Hoosier Public Utility Co. and for other corporate purposes

Registration Statement No. 2-4830, Form A-2 (9-6-41)

SOUTHERN ACCEPTANCES, INC.
Southern Acceptances, Inc. registered 150 shares \$50 dividend preferred stock no par, 20 shares Class A \$60 dividend common stock, no par; and 30 shares Class B common stock, no par

Address—26 Wall St., Orlando, Fla.
Business—Discounting installment notes and making small loans
Underwriter—Leedy, Wheeler & Co., Orlando, Fla.

Offering—Preferred and Class A will be publicly offered at \$1,000 per share. Class B common at \$1,100 per share. Underwriting commission \$50 on preferred and Class A, and \$65 on Class B

Proceeds—To repay bank loans, and for working capital
Registration Statement No. 2-4570, Form A-2 (11-12-40)

Effective—Dec. 4, 1940

TEXAMERICA OIL CORP.
Texamerica Oil Corp. registered with SEC 119,891 shares common stock, \$2 par
Address—Milam Bldg., San Antonio, Tex.

Business—Engaged in production and marketing of crude oil, acquire mineral leasehold interests in producing or proven oil properties in Texas, drilling of oil wells thereon, acquire royalty interests in proven and developed oil properties

Underwriter—Willard York Co., San Antonio, Tex., has agreed to purchase 44,750 shares at \$1.75 per share and 74,157 shares at \$2, from company

Offering—118,907 shares to be offered to public at \$2.375 per share; remaining 984 shares registered constitute shares issued July 1, 1941, by company, as dividends

Proceeds—Will be used to pay outstanding mortgage indebtedness (\$200,000), and remaining \$26,626 will be added to working capital
Registration Statement No. 2-4824, Form A-1 (8-27-41)

TRAILER COMPANY OF AMERICA
Trailer Co. of America registered with SEC 4,547 shares 7% cumulative preferred stock, \$100 par, and 81,095 shares common stock, no par
Address—11st & Robertson Aves., Cincinnati, O.

Business—Manufacture, assembly, dis-tributing and sale of commercial trailers and semi-trailers, trailer bodies, parts and equipment, truck bodies and cabs for tractors and trucks
Underwriters—None

Offering—The above shares to be offered by company to all its stockholders at price of \$100 per share or 4% preferred and \$8 per share for common, through rights, at rate of 2 1/2% shares of 7% preferred and 5 shares of common stock for each share of 7% preferred stock held, and at rate of one share of common stock for each share of one share of common stock held. Subscription rights evidenced by warrants will expire on the thirtieth day after date of issue. Unsubscribed portion of the shares will be offered for sale, at same prices, to all stockholders. Any unsold shares then may be sold at same prices to general public

Proceeds—For plant extension, retirement certain bank loans, and for working capital
Registration Statement No. 2-4803, Form A-2 (7-29-41) (Cleveland)
Effective—Sept. 13 at 1:15 P.M., E.S.T. as of 4:45 p.m. E.S.T. Sept. 17, 1941

UNION LIGHT, HEAT AND POWER COMPANY
Union Light, Heat and Power Co. registered 25,000 shares \$100 par common stock
Address—4th & Main St., Cincinnati, Ohio

Business—Operating electric utility company
Underwriter—Columbia Gas & Electric Corp.

Offering—Stockholders will receive offer to subscribe to 25/94ths of one common share in units of 5/94ths of a share for each 5/94ths of a share held at \$5.32 for each unit. On a share basis, stockholders may subscribe to 5 new shares for each share held at \$100.016 per share. Substantially all outstanding stock is held by Columbia Gas & Electric Corp.

Proceeds—To repay current debt and \$2,835,000 first mortgage bonds held by parent and associated companies, and for construction costs
Registration Statement No. 2-4379, Form A-2 (3-30-40)

UNITED WHOLESALE DRUGGISTS OF PITTSBURGH, INC.

United Wholesale Druggists of Pittsburgh, Inc., registered with the SEC 4,000 shares no par common stock
Address—6543 Penn. Ave., Pittsburgh, Pa.

Business—Incorporated in Delaware on April 28, 1941, to engage in business of selling drug store merchandise
Underwriting—None

Offering—The 4,000 shares of common stock will be sold by the company direct to (exclusively) retail druggists, at \$50 per share
Proceeds—Will be used for purchase of equipment and for working capital
Registration Statement No. 2-4818 Form A-2 (8-22-41)

Effective—Oct 7, 1941 at 11 A. M., E.S.T.

VIRGINIA LAND CO.
Virginia Land Co. registered warranty deeds representing interests in oil and gas lands in the Everglades, Florida, about 50 miles west of Miami
Address—Theatre Building, Coral Gables, Dade County, Florida

Underwriters—None
Offering—Interests will be sold to the public at prices from \$20 per acre up to \$150 per acre
Proceeds—For development of lands, purchase of equipment, and working capital
Registration Statement No. 2-4767, Form S-10 (8-23-41)

Effective—Under notice of deficiency 4:45 P.M., E.S.T., Sept. 21, 1941.

WHITWORTH APARTMENT, INC.
Whitworth Apartment, Inc., registered with SEC 5,950 shares common stock, 25 cents par \$74,375 First Mortgage 5% bonds, due Sept. 1, 1951; and \$74,375 Second Mortgage Income Bonds, 6% Non-Cumulative Interest, due Sept. 1, 1951
Address—311 Securities Bldg., Seattle, Wash.

Business—Incorporated on July 3, 1941 to acquire title to Whitworth Apartment, Seattle, Wash., and to own and operate said apartment
Underwriters—None

Offering—All of the securities registered will be offered under a Plan of Reorganization, to holders of 148,750 un-divided fractional shares, latter represented by Certificates of Interest. Latter may be surrendered under the plan through Seattle-First National Bank, Seattle, Wash. Owner of each 25/148,750 fractional share will receive: (a) \$12.50 par value of first mortgage bonds, \$12.50 par value of second mortgage income bonds, and one share of capital stock of the new company
Registration Statement No. 2-4811, Form S-1 (8-8-41) (San Francisco, Cal.)

WILLIAMS HYDRAULICS, INC.
Williams Hydraulics, Inc. registered 1,000,000 shares \$5 par Class A common stock
Address—Alameda, Cal.

Business—Deep-sea dredging and manufacture of equipment therefor
Underwriters—Brown Hartwell Company

Offering—Public offering price, \$5 per share, underwriting commission, \$1 per share
Proceeds—Purchase of plant and equipment; purchase of seagoing vessel; equipment, and working capital
Registration Statement No. 2-4133, Form A-1 (7-19-39)
Effective—May 29 as of April 18, 1940

Asks Reduced Limits On Daily-Price Fluctuations

As a protective measure against price disturbances from war-time developments, Secretary of Agriculture Claude R. Wickard on Nov. 7 asked supervised commodity exchanges to cut their daily price fluctuation limits on futures transactions in grain and cotton to about half their present levels. J. M. Mehl, Chief of the Commodity Exchange Administration, wired the grain futures markets requesting immediate reduction of their daily fluctuation limits to five cents per bushel for all grains except soybeans and flaxseed, the requested limit of which is six cents. The existing daily fluctuation limit is 10 cents per bushel for wheat, rye, barley, and flaxseed, eight cents for corn and soybeans, and six cents for oats.

The cotton futures markets, said the announcement, were asked to reduce the maximum permissible daily price fluctuation from two cents to one cent per pound. The markets affected by the Secretary's request are:

- Chicago Board of Trade
- Chicago Open Board of Trade
- Duluth Board of Trade
- Kansas City Board of Trade
- Los Angeles Grain Exchange
- Milwaukee Grain and Stock Exchange
- Minneapolis Chamber of Commerce
- New Orleans Cotton Exchange
- New York Cotton Exchange
- Portland Grain Exchange
- St. Louis Merchants Exchange
- San Francisco Grain Exchange
- Seattle Grain Exchange

Prompt agreement with the Secretary's request was voted by the Directors of the New York Cotton Exchange and the Chicago Board of Trade at meetings on Nov. 8. The New York market's action with respect to cotton futures trading became effective on Nov. 10 while the Chicago reduction of daily trading limits on grains and soybeans went into effect Nov. 8.

Argentine Wool Surplus

Because of a smaller carryover, and an estimated increase in domestic consumption, the 1941-42 Argentine wool export surplus is expected to amount to no more than 478,000,000 pounds, a reduction of about 10% compared with 1940-41, the Department of Agriculture said on Nov. 12. In its further advices on that date the Department said:

Argentina has always been an important source of United States coarse wool imports and the war has greatly increased U. S. dependence on Argentina also for increased quality of the finer types usually imported mainly from Australia and the Union of South Africa. The blockade of Continental Europe destroyed a market for approximately 45% of Argentine wool, but the greatly increased consumption of wool in the United States for National Defense purposes makes this country more dependent on Argentina than formerly.

During the year ending Sept. 30, 1941, 83% of Argentina's wool exports were to the United States compared with 49% in 1939-40 and only 21% in 1938-39. Imports of Argentine fine wool in the first half of 1941 amounted to 104,000,000 pounds and were slightly larger than imports of the coarser types. Fine wool imports of 40's and over from Argentina were over four times as large as in the first half of 1940 and coarse wool imports were a little over twice as large.

The Oct. 1, 1941, carryover in Argentina amounted to only 81,000,000 pounds compared with 121,000,000 pounds on Oct. 1, 1940. In addition, domestic consumption during the 1941-42 season (October-September) is

expected to show an increase of about 10,000,000 pounds over the 66,000,000 millions pounds consumed in Argentina in 1940-41.

The 1941-42 Argentine wool clip is now estimated at approximately 474,000,000 pounds, or about the same as that of the preceding season. The average clip for the five-year period ending with 1939-40 was 389,000,000 pounds annually.

Actual exports during the 1940-41 season amounted to 448,000,000 pounds, grease equivalent, compared with 308,000,000 pounds in 1939-40. Exports during the five years ending with 1933-39 averaged 323,000,000 pounds annually.

Canadian Index Up

A. E. Arscott, General Manager of The Canadian Bank of Commerce, Toronto, in his current monthly report, states that the bank's Canadian index of industrial activity records a recovery in manufacturing output to the level of August last. The mid-October figure of 162 (1937 equals 100) compares with 160 in September and 162 in August, while the percentage of capacity utilized was 114 as compared with 113 in September and 114 in August. In commenting on price and wage control action, Mr. Arscott says:

As was foreseen for some time, price control and wage regulations are to become integral parts of Canadian economy. The relative official measures are complementary to those announced a month or so ago, giving authority to the wartime prices and trade board to fix prices of all commodities and to the War Industries Control Board to allot supplies of materials to civilian manufacturers and dealers. In fact, the pressing need for materials with which fully to implement the national war program underlies the price and wage control plans. The necessity for meeting this need by diverting materials from civilian to armament purposes seems to have left no alternative to price and wage fixing if the highly inflationary influence of a public scramble for a smaller supply of civilian goods was to be avoided.

The price control regulations follow closely those dictated by experience with such measures, but the extension of the cost-of-living bonus plan to all employees comprising the largest working forces is an innovation and one, it must be admitted, which will complicate the problems of readjustment that business faces in operating under fixed prices and without the opportunity of recovering higher costs, except possibly by new labor saving devices, which are most difficult to introduce under present conditions. It is fortunate therefore that provision has been made for employers whose operations may be rendered unprofitable, even impossible, by payment of the whole of the statutory cost-of-living bonus to appeal to the authorities for easement or suspension of these wage regulations and that initial payment of the bonus may be deferred until Feb. 15.

While recognizing the necessity for price control if the national war program is to be consummated successfully, and while urging the fullest support for this plan, we cannot ignore the fact that Canadian economy is now to undergo a sweeping transformation for at least the duration of the war. The basis of normal business—freedom of markets, competition and prices—will be replaced by a new foundation in which price will not be an important element.

BIDS MADE ON BONDS WITH

COUPONS MISSING
OR
MUTILATED

Inquiries Invited

S. H. JUNGER CO.
40 Exchange Pl., New York
Phone Digby 4-4832 Teletype N. Y. 1-1779H. Hentz & Co., NYC,
Celebrates 85th Year

One of the oldest brokerage firms in the New York financial district to retain its original name, H. Hentz & Co., 60 Beaver Street, New York City, is celebrating the 85th anniversary of its founding by the late Henry Hentz. A member of the New York Stock Exchange and the New York Cotton Exchange, the firm holds memberships in nearly a score of other exchanges both in this country and abroad.

Henry Hentz founded the present company on Nov. 15, 1856, with a total capital of approximately \$700. The first office, on the third floor of 5 Hanover Street, was lighted by kerosene lamp. A single clerk made up the entire office force.

The firm soon rose to a leading position in the cotton market, later being active in promoting organized futures trading in other commodities, and in the securities business. Its securities business was given special impetus in 1918 when the New York Stock Exchange firm of Baruch Brothers was merged with it.

Although its earlier growth was closely identified with the buying and exporting of cotton and other commodities, the firm is now an important Stock Exchange house, with a large domestic and foreign business.

Partners of the firm are: Herman B. Baruch, Jerome Lewine, Robert Parkes Baruch, A. Pam Blumenthal, Edmund W. Fitzgerald, Sherman M. Bijur, Arthur J. Neumark, Lewis R. Raabin, E. Milo Greene, Wilbur H. Clayton, Hartwig N. Baruch (special) and Rudolph Zenker (special).

Branches of the firm are located in Boston, Chicago, Detroit, Pittsburgh, and Geneva, Switzerland.

Mericka Co. Members
Of Cleveland Exchange

CLEVELAND, OHIO—Wm. J. Mericka & Co., Inc., Union Commerce Building, announce that they have been admitted to membership in the Cleveland Stock Exchange. Officers of the firm are William J. Mericka, T. G. Horsfield, Carl H. Doerge and E. E. Parsons, Jr.; Mr. Parsons holds the Exchange membership.

The firm also maintains an office in New York City at 1 Wall Street.

R. Hoe & Co.
COMMONSpokane International
American Hair & Felt

HAY, FALES & CO.

Members New York Stock Exchange
71 Broadway, N. Y. BOWling Green 9-7030
Bell Teletype NY 1-61

CALL US . . .

For actual trading markets in
AVIATIONS - RAILS - INDUSTRIALS

(a specialist in each division)

and for other Over-the-Counter Securities

Kobbé, Gearhart & Company

INCORPORATED
Members New York Security Dealers Association
45 NASSAU STREET, NEW YORK
TELEPHONE PHILADELPHIA TELEPHONE BELL TELETYPE
RECTOR 2-3600 ENTERPRISE 6015 NEW YORK 1-576
HARTFORD TELEPHONE BOSTON TELEPHONE
ENTERPRISE 6425 ENTERPRISE 1250

THE BOND SELECTOR

BALDWIN LOCOMOTIVE BONDS

Interesting for Income and Appreciation

The Baldwin Locomotive convertible 6s, 1950, currently selling at 112, have been as high as 127½ and as low as 109½ this year. Convertible into 65 shares of Baldwin common up to Sept. 1, 1945, and into 55 shares thereafter until maturity, the bonds are considered attractive both for income and the possibilities of substantial price appreciation. At 112, the bonds yield 4.28% to maturity.

Baldwin Locomotive Works has long been one of the two leading builders of steam locomotives. In recent years it has entered the electric and Diesel-powered locomotive fields, and by the acquisition of other companies has become an important factor in heavy industrial machinery and fabricated metal products. Its most important subsidiary is The Midvale Company, 61% owned, a large manufacturer of heavy steel castings and forgings, ordnance and heavy armor plate. Midvale is one of the country's leading manufacturers of armor plate and has received large Government orders under the defense program.

Outstanding in the amount of \$6,467,900 at the end of 1940, these refunding mortgage convertible 6s, 1950, were issued in 1935 under terms of the reorganization effected that year. At the present time, these bonds represent the sole funded debt in the hands of the public, but actually are junior to \$6,000,000 of first mortgage 4s, 1947, which are held by the company and pledged as collateral for \$2,600,000 of bank loans. In effect, the 6s, 1950, are a lien on all property of the company subject to the prior lien of the first 4s, 1947.

The conversion feature of the convertible 6s, 1950, is particularly interesting at the present time due to the fact that consolidated earnings for 1941 will be the best in a decade. As stated above, the bonds are convertible into 65 shares of common

stock for each \$1,000 principal amount of bonds. This privilege extends through Sept. 1, 1945, and from then on to maturity the rate drops to 55 shares. During 1941, the stock has sold as high as 19 and the bonds 127½. To warrant the present price of the bonds on a straight conversion basis, the stock would have to sell at a little better than 17 compared with its present price of 14. After the stock reached 17, however, each one point advance in price is equivalent to an additional 6½ points in the market price of the bonds. In other words, with the stock at 20, the bonds are worth 130; at 25 for the stock, the bonds are worth 162½, etc.

In 1940, Baldwin earned \$1.75 per share. For the 12 months ended Sept. 30, 1941, the company earned \$3.64 per share after providing for substantially higher income taxes. Indications are that full 1941 earnings will be in the neighborhood of \$4.50 per share. Coverage of fixed charges is wide, amounting to 24.46 times for the 12 months ended Sept. 30, 1941. Fixed charges have been covered in each year since the reorganization except in 1938, when they were earned only to the extent of 80%. Midvale has been the important contributor to earnings, even in 1940, accounting for the major portion of net income. In 1941, however, Baldwin's own earnings should

We take pleasure in announcing our admission to membership
in the Cleveland Stock Exchange

WM. J. MERICKA & CO.

Incorporated

WM. J. MERICKA
T. G. HORSFIELDCARL H. DOERGE
E. E. PARSONS, JR.

Member Cleveland Stock Exchange

Cleveland

New York

Autocar Corp.

Eastern Sugar Pfd.

Punta Alegre Sugar

Vertientes Camaguey Sugar

West Indies Sugar

Aetna Standard

J. F. Reilly & Co.

Members
New York Security Dealers Assn.
50 Broad St., New York, N. Y.
HANover 2-4660
Bell System Teletype, N. Y. 1-2480

Federal Water Service
All Issues
American Airlines, Pfd.
Browne & Sharpe Mfg. Co.
Merrimac Mfg. Co.
United Cigar-Whelan
Evans Wallower Zinc
Mexican Internal & Ext'l Bonds
M. S. WIEN & CO.
Members N. Y. Security Dealers Ass'n
25 Broad St., N. Y. HANover 2-8780
Teletype N. Y. 1-1397

NYSE Changes Int. Rate
Rules on Govt. Bonds

The Board of Governors of the New York Stock Exchange, at a meeting held on Nov. 13, amended Rule 307 by changing the method of calculating interest on bonds issued or guaranteed by the United States Government. The purpose of the amendment, to become effective Dec. 15, is to provide a uniform method of calculating interest on United States Government notes and bonds and to be consistent with the method employed by the Federal Treasury. The amended rule reads as follows:

Rule 307. The amount of interest deemed to have accrued on contracts in accordance with Rule 306 shall be:

(a) On bonds (except bonds issued or guaranteed by the United States Government), that portion of the interest on the bonds for a full year, computed for the number of days elapsed since the previous interest date on the basis of a 360-day-year. Each calendar month shall be considered to be 1/12 of 360 days, or 30 days, and each period from a date in one month to the same date in the following month shall be considered to be 30 days.

(b) On bonds issued or guaranteed by the United States Government, that portion of the interest on the bonds for the current full interest period, computed for the actual number of days elapsed since the previous interest date on the basis of actual number of calendar days in the current full interest period. The actual elapsed days in each calendar month shall be used in determining the number of days in a period.

The Stock Exchange's announcement also said:

Pursuant to the amended Rule, interest on United States Government bonds and on bonds guaranteed by the Government (such as Federal Farm Mortgage Corporation and Home Owners' Loan Corporation) will be computed on the actual elapsed days based on the current full interest period rather than on the 360-day basis, i. e., the amount of interest on contracts will be ascertained by dividing the actual number of days in the current full interest period into the amount of interest for one full interest period, and multiplying this amount by the actual number of days elapsed since the preceding interest date.

Wertheim Honored

Maurice Wertheim, senior partner of Wertheim & Co., 120 Broadway, New York City, members of the New York Stock Exchange, has been elected Fifth President of the American Jewish Committee.

Rickson With Brailsford

(Special to The Financial Chronicle)
CHICAGO, ILL.—Robert E. Rickson, formerly an officer of F. A. Brewer & Co., has become associated with Brailsford, Rodger & Co., 208 South La Salle Street.

be an important item in the overall picture.

Working capital has shown a steady increase over the past ten years, and at the end of 1940 stood at \$17,125,000. Total current assets of \$36,814,000 included \$12,794,000 of cash (including \$5,685,000 advanced against sales), \$6,308,000 of receivables and \$17,497,000 of inventories. Current liabilities of \$19,689,000 consisted principally of \$2,600,000 of bank loans; \$3,460,000 of payables; \$7,909,000 advances on sales and \$4,327,000 tax reserves. Net current assets per \$1,000 of funded debt were equivalent to \$1,370; however, the high proportion of inventories should be noted. Current ratio was about 1.8 to 1.

There appears to be no question regarding Baldwin's ability to show substantial earnings during any extended period of heavy industrial activity. Conversely, even after allowing for the substantial reduction in interest requirements effectuated by the 1935 reorganization, there is little reason to assume that the company will be able to show earnings under any but the most auspicious conditions. These auspicious conditions are here. Consequently, investment in these convertible bonds will be recommended with the distinct stipulation that the step is a speculative one, but that it should prove a profitable undertaking so long as our defense program continues.

Dan McKellar Joins

M. H. Lewis Staff

(Special to The Financial Chronicle)
LOS ANGELES, CALIF.—Dan H. McKellar has become associated with M. H. Lewis & Co., 453 South Spring Street. Mr. McKellar was previously with the Pacific Company of California and prior thereto was manager of the stock department of Barnes, Lester & Co. and manager of the trading department of the local office of Blyth & Co. In the past he was an officer of Associated American Distributors, Inc.