Over-The-Counter Dealers Must Unite

Newspaper Quotations Now Make It Impossible
To Conduct Business At Profit

In our issue of December 18 we carried an article under the above
heading. It discussed the situation which has arisen under the new
NASDAQ system of preparing quotations on over-the-counter securities
for publication in the press.

We concluded with a request that our readers most conscientiously
write us on their views of the subject.

Today we present some of the replies that have been received.
Further comments and suggestions are urgently asked.
Request that names not be printed will be scrupulously observed.

Within the past year my firm has devoted much of its efforts
to the sale of life insurance and casualty securities. Due to the fact
that investors are unfamiliar with insurance stocks, far more sales
effort is required to close business. It certainly worth more com-
mision than the narrow published spreads will allow. However,
should be willing to pay more than an order taker's commission to
become informed of the fine record of insurance stocks.

As a specific example of service—one of my customers, within
the past month, agreed to sell five Burncombe County, N. C., bonds
and invest the proceeds in 160 shares of insurance stocks. This cus-
tomer permitted me to time the purchase, which is still pending.

At the current market the possible saving amounts to $2 per share
on the 160 shares, which approximates two years interest. Surely
I should gain a profit more than the 1/2 point spread between our
National Daily Quotation Service sheet and the newspaper quotation.

The stock for this purchase is New Amsterdam Casualty which is in
the quotation sheet of December 17 at 17½ bid—offered at
18% in two issues and at 18½-19 in another. The Cincinnati
Enquirer of the same date shows a quotation of 17½ bid—offered at
18½ for this stock. In this case a $3 commission seems out of
time to the service rendered.

This is merely the execution phase of the order and does not
take into consideration the analytical work required to select the best
values for customers. Of course, the customer values of these services, but the comparison of newspaper quotations on insurance stocks to quotations of listed stocks persists in my
mind. I believe that the service rendered is of a professional
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**Canadian Securities**

Direct Private Wire to

**The First Boston Corporation**

**New York**

**Boston**

**Philippines**

**San Francisco** and Other Principal Cities

**FINCH, WILSON & CO.**

Members New York Stock Exchange

* Commission Orders Carefully Executed for Institutions and Individuals

**128 Broadway, New York**
MARKETS FOR MORTGAGE CERTIFICATES

Over-The-Counter Dealer Must Unite

(Continued from First Page)

J. B. Cornell To Join Atlantic Investing

As of Jan. 1, 1942, John B. Cornell, Jr., will become associated with Atlantic Investing Corporation of Wall Street, New York, as one of its partners and will become head of the unlisted bonds department. Mr. Cornell will continue to specialize in the underwriting and organization of railroad bonds.

John B. Cornell, Jr., a graduate of Harvard College, has been associated with the Society of Security Traders Association.

Alabama and Louisiana Securities

STEINER, ROUSE & CO.

Members New York Stock Exchange

Maritime Bldg., Brown-Marcus Bldg.,

New Orleans, La., Birmingham, Ala.

BELL TELEPHONE N.Y. 1-B

Triumph Explores Commons

Triumph Explores Warrants

Trading Department

DRIEY & CO.

Boston Stock Exchange

65 BROADWAY, NEW YORK, N.Y.

Tel. Whitehall 4-0890-91

PUBLIC

BANK STOCKS • INSURANCE STOCKS

Frederic H. Hatch & Co.

Incorporated

Members New York Security Dealers Association

63 Wall St., New York, N. Y.

Bell Telephone N.Y. 1-897

Thursday, December 24, 1941
J. S. Bache Co. Sees War Economy Presenting New Problems For Investment Portfolios

In a study on "American Business in Wartime," J. S. Bache & Co., 157 Wall Street, New York, City, members of the New York Stock Exchange and other leading national exchanges, point out that a war economy presents new problems to investors. In discussing these problems, the company states that it will be necessary for investors to:

1. Commit a substantial share of their funds to the purchase of government bonds, more recently, and perhaps more radically, than others. It has also been announced that as we moved into a state of actual war some enterprises would find themselves in the category of 'non-essential' industries. The companies in these categories will sooner or later find themselves without the necessary raw materials with which to carry on their activities.

2. Classify industries from the point of view of their favorable or unfavorable prospects under present conditions, the study states that chemical, coal, fertilizer, railroad, railroad equipment, shipbuilding, shoes and leather, steel and iron, sugar, textile and truck securities are among those which may be most stimulated by war-time demand and not likely to be too severely affected by taxation.

The company went on to say that the buying of government bonds may be the only investment that might be considered in the face of severe restrictions on the purchase of securities that are not war-related. It is reported that this point of view is gaining favor among many investors who have been investing in a wide variety of enterprises in the past.

Results of Treasury Bill Offering

Secretary of the Treasury Morgenthau announced on Dec. 2 that the tenders for $100,000,000 of 3 per cent, 1942, 50-year Treasury bills, to be dated Dec. 24 and to mature March 16, 1942, which were accepted, were opened at the Federal Reserve Bank on Dec. 22. The following details of this issue are revealed:

Total applied for $323,999,900, Todals accepted $150,174,000. Range for accepted bids (ex- exception for 25-year bond $2000:)
High—99.350. Equivalent rate approximately 0.149%.
Low—99.207. Equivalent rate approximately 0.250%.
Average Price—99.033. Equivalent rate approximately 0.295%.
(74% of the amount bid for at the low price was accepted.)
There was a maturity of a similar kind in July 1941, for $100,000,000 in amount of $107,742,000.

The Treasury Department announced on Dec. 18 its plan to reduce to about 200,000 the number of weekly bills that will fall due during the week of March 16—because the bond market has paid off four of its weekly bill offerings. A total of about $800,000,000 in the week of March 16 is expected to be designed to keep the government market level. Normally the bills have a 116-day maturity and are paid off a week apart. The next two weeks will show a $2,000,000 offering of $150,000,000 each were due so as to provide for maturities in the about 75 days or less.

Cogenhall & Hicks

To Admit W. F. Purcell

Walter F. Purcell will become a partner in Cogenhall & Hicks, 111 Broadway, New York City, members of the New York Stock and Curbs Exchanges, on Jan. 1.

To The Institutional Seller:

We are equipped to liquidate blocks of underlying, inactive railroad bonds.

J. S. Bache & Co.
157 Wall Street
New York, New York

B. P. Biagini & Co.
14 Exchange Place
New York, New York

S. B. Lichtenstein

I heard the bells on Christmas Day
Their old, familiar carols play,
And the words repeat
Of peace on earth, goodwill to men!

Visitor to the Writer.

Aldred Investment Trust

Newberry Lumber & Chemical Units

United Stove Co.

Joseph McManus & Co.

We are specialists in

REAL ESTATE SECURITIES

Inquiries Invited to


Branch Trust Participations

Complete Statistical Information

L. J. Goldwater & Co.

Orders must be sent to

BOND BARGAIN

Operating Utility
1st Mtg.—Yield 10%+

Circular or Request

A. O. VAN SUEDELAEL & CO.
10 S. W. YOUNG
New York, N. Y.

Mail Bell Yontable 1-581

208 Broadway
New York, N. Y.

Have the company handled the subject before?

It has gone very badly.

Who is the contact person on the Lea Committee?

They questioned Mr. Purcell. He indicated that the final disagreement between company and dealers was not over price but over the company's selling its own stock. The Louisville dealers heard of this and sent a hot wire to the Committee, saying for the record that this wasn't so.

To this the record now carries a rather lame reply from Com. Purcell. He said: "One must distinguish between the basis of the dealers' opposition to the method of financing as they gave it at the Committee meeting and the (Continued on Page 1656)
Calvin Coolidge or somebody who is wise enough to keep far enough behind the people to run. That sounds like some people in Washington today, particularly in relation to the Far East.

It swamped the Treasury on since July. The value of the Dollar in the world, which has been well above par for some time in readiness to get on defense bond sales. And so it was not surprising to see buying of War Savings bonds to go into tubes for savings war bonds to go into cans for dog food—was until a week ago. That has to be, of course the public would give them a little easier ride. The OPM seems to be begging down again. Left-wingers, parrot-like, have been out in force, for a year or two, of much too much "business as usual" since it was set up. But now the armed services and banks all going to express the same opinions though somewhat softer voice.

In fact, Far Eastern affairs have been a case for years of where the public was ahead of the Government. Remember those polls a couple of years ago in favor of an embargo on war materials to Japan.

And remember how Congress got itself in lines in the stock-piling program for Far Eastern materials. If you don't remember, the fact is that the trade was at Washington for a year to get the bill passed. I don't quite see how the politicians can stand short that silk mills had to shut down abruptly.

Pep, the same happened in Britain. It was pub- lice pressure which pushed a bill through Congress authorizing, concentration of civilian output in "military plants," and other measures.

And speaking of rationing, Washington is a buzz with talk of metal rationing. It was seem reluctant to mention it or discuss it. But the idea that the Treasury will run to the contrary—I e., that the public is far ready to go all out for defense runs the cramp.

Stocks are likely only in three major fields—(1) import from the Far East; (2) things mechanical; and (3) things of metal.

There's a good time coming when we have technological advancement made under war pressure. Scores of new patents are being granted. Inventions and developments ready for the use at once, are certainly low out whenever the war itself is over. The outcome of the war with better planes, better highways, better railroad rolling stock, better homes, better appliances, better radios, better cars, better food supplies—etc., etc.
Tomorrow's Markets

Walter Whyte

Says

Guaranteed Railroad Stocks

Joseph Walker & Sons

120 Broadway
NEW YORK

Tel. Ref. 2-5600

The market has been acting a little better; not too much,
however, stocks are selling better than buying, and
there are some signs of gaining strength on the common
side, with the bond market showing a distinct
advancing tendency.

By WALTER WHYTE

In the last two or three weeks the market has been
acting a little better. Not so much as a unit, for the
averages are still trying to make a little new
low, but more on the rise. In the last two
weeks, the market has been acting somewhat
better, but the rise is not so much as a unit,
and there are some signs of gaining strength on the common
side, with the bond market showing a distinct
advancing tendency.

RAILROAD SECURITIES

The pressure of tax selling is nearing its final stages and rail
stock are beginning to look forward to the probability of a
sharp rebound in the second grade list after the turn of the year. This trend
of bond has absorbed a particularly heavy volume of selling in recent months and it is felt that the market, from any question of funda-
mentally, is the position in the second grade list is stronger than in it was at the beginning of the year. Therefore, it is argued, pur-
chasers of bonds may look forward to a better market.

Triumph Explosives Sales

Indicate Rapid Expansion

Comparative sales and position figures of Triumph Explosives, Inc.,
indicate the rapid expansion of the firm. During the first quarter of
1939, the company increased its sales by 75% over the corresponding
quarter. The company's position in the market has also improved, with a
larger share of the market being held.

Duryee & Company

In the fiscal year ended July 31, 1941, and
the first quarter of 1941, sales of
the company were $50 million
and $30 million, respectively.

Duryee & Company also calls
attention to the fact that the
Stock Exchange authorized the
issue of $100 million of
franchise bonds, at 5%, in
1939, and that an such bonds
were not extended for
extension.

For the first six months of 1939, the company's
sales were $50 million, compared to $30 million
in the same period in 1938.

N. Y. Stock Exchange

Weekly Firm Changes

The New York Stock Exchange announces the following weekly firm changes:

H. Alexander Montgomery will
join the firm of E. M. Hayes
& Co., with offices at 262
Broadway, New York, effective
under Section 15, Article IX.

Transfer of the Exchange

The firm of Second National Bank &
Company, with offices at 70
Broadway, New York, will be
considered as of Dec. 1.

Maximilian Knoll will retire
from the firm of H. E. Becker &
Co., with offices at 305
Wall Street, New York, effective
Dec. 31.

Hog & Co., New York City,
dissolved partnership as of
Dec. 18.

The firm of W. W. and J. F.
Minton & Co., New York City,
will be dissolved as of Dec. 18.

Curb Seat Retirement

It was announced on Dec. 18 that
the firm of J. A. & W. M.
White & Co., with offices at
115 Broadway, New York City,
has dissolved as of Dec. 18.

Season's
Greetings

H. B. Smith & Co.,
313 Broadway

First National Bank

of New York

New York

Bought—Sold

PFLUGFELDER, BAMPTON & RUST

Members New York Stock Exchange

61 Broadway
New York

Telephone—Champagne 3-1223

THE AMERICAN MADE CATALOG

SECURITIES

TRADER AVAILABLE

Due to partnership changes, Trader with broad experience in the
market and interest in certain major issues seeks new association.
Well-known in trading circles. Would prefer to handle major department
or interested in operating New York office for firm out of town. Box L, Financial
Chronicle, 25 Spruce St., New York, N. Y.

Bear, Stearns & Co.

Members New York Stock Exchange

New York Chicago

We maintain not taking markets in certain issues and particularly obligations of
New York Central

Illinois Central

Lockwood

We will be happy to quote when asked.

Loctoph A. Strasburger & Co.

1 W. 42nd St.
New York

We will be happy to quote when asked.

Season's
Greetings

L. H. Codd & Child

Specialists in Rail

52 Wall St.
New York City

RAILROAD REORGANIZATION SECURITIES

(When Issued)

SECURITY ANALYSTS AND FIN.

The changes in the market and in the financial position of
the railroads have been considered. Box G 16, The Financial Chronicle,
25 Spruce Street, New York, N. Y.

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Bank and Insurance Stocks

The market performance of fire and casualty insurance stocks since entry into World War II has been so satisfactory that many owners of fire and casualty stocks have declined 3% points, or 6%, in the approximately two weeks since Dec. 6. This compares with a decline of 4% for Dow Jones Industrials and decline of 12% for stocks. This initial test of market appraisal of the fire and casualty insurance stocks performing favorably.

There are several reasons why fire insurance stocks should rank high as wartime holdings. Among these reasons are the following:

(1) Wartime increases both the need for, and volume of, insurance.

In order to remain adequately covered during a period of rising prices, property owners must constantly check their insurance. Increased volume of production, higher cost of inventories, heavier flow of shipments, increases in plant space, capital goods and productive capacity, defense construction projects, rising payrolls, increased exposure to hazards and to hazards of loss all indicate a good volume outlook for insurance companies during wartime.

This volume outlook is confirmed by the experience of World War I. Fire companies, primarily, gained 10% in 1919, and from $1,000,000 in 1915 to $1,000,000 in 1919. Casualty companies, too, have enjoyed large increases in recent years, despite their less volatile experience with moderate rate reductions during the depression. For 1940, fire companies made only 2% underwriting profit, while casualty companies made the more reasonable return of 5.8% on earned premiums.

(2) Rates are based on loss experience and are free from artificial control.

Regulation of insurance companies must be such as to assure safety of the companies, as is to have a reasonable rate structure that allows profitable operation. Underwriting earnings are all "plagued back," as dividends are limited to within investment by rates. Thus, underwriting profits are the chief source of capital growth and the policyholders' surplus, which in turn are safety factors for policyholders.

Illustrating the reasonableness of rates during the fire of the world's fire insurance premiums was only $9.7 of 1940 and $9.74 in 1927 and $1.05 in 1921. During

Bank of New York
Bankers Trust Co.
Chemical Bank
Registration Sold Out

American Stock Exchange
1 WALL ST. NEW YORK
Telephone: DiMy 4-3295

Bank and Insurance Stocks

Inquiries Invited in all
Unlisted Issues

Laird, Bissell & Meeds
Members New York Stock Exchange
129 BROADWAY, NEW YORK
Telephone: Rhythm 5-3388

Bank and Insurance Stocks

This Week - Insurance Stocks

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World War I, rates rose slightly, $13,754,000 in 1918, and $1,081,000 in 1919. Casualty companies, too, have enjoyed large increases in recent years, despite their all-too-recent experience with moderate rate reductions during the depression. For 1940, fire companies made only 2% underwriting profit, while casualty companies made the more reasonable return of 5.8% on earned premiums.

In view of the reasonableness of rates, the inevitable losses during war time, and the importance of the fire and casualty underwriting, all policyholders' safety factor is apparent that there is neither necessity for nor justification for any Federal regulations of insurance rates. This is entirely apart from the fact that such Federal control of rates would encroach upon and impair State authority in rate regulation.

(3) Freedom from Government control

Private operation is essential for any sound run system of insurance based on objective, actuarial principles, free from political control. However, in wartime it is obvious that certain forms of coverage, such as fire and casualty, and liability insurance are necessary and therefore inescapable. It is difficult to write on an actuarial basis without some degree of government action, as is the case with the Federal Safety Act, which was passed in 1921.

Despite the higher prices, the fire insurance companies have been able to reduce losses, and "property damage, as is the case with the Federal Safety Act, which was passed in 1921.

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President Accepts Ban On Strikes
(Continued from Page 1041)

I accept without reservation, your covenants that there shall be no strikes or lockouts and all disputes that may arise between the parties shall be adjusted in a peaceful manner. I shall proceed at once to act on your covenants.

Government must act in general, and the three points agreed upon cover of necessity all disputes that may arise between the parties. It is necessary for the government to take legal action to protect the public and the country.

We are writing to express appreciation of and hearty agreement with the subject matter of the article in your issue of December 18 entitled, "Over-The-Counter Dealers Must Unite."

Your article deals with the threat to the existence of the over-the-counter dealer which is implied in the recently narrowed spreads in the published quotations in various over-the-counter stocks. There is no business in the world in which there are not two sets of prices—wholesale and retail, or in other words, one price is payable between one dealer and another dealer and the general public.

On any other basis it is obvious that a host of dealers must be threatened. We are not talking about what will happen to many firms like ourselves if the newspaper quotations are eliminated, but about the mere possibility that such a development, if not halted, will likewise lead to the impossibility of making a profit on spreads and interest rates, and this we are hoping to stave off.

We also want to register our protest along with yours against the Federal Reserve Board's governmental setting of such prices.

We have no quarrel with proper supervision of the general activities of the business, but we do not believe that the government is the one to set prices. We believe that the government should concern itself merely with general supervision. In our opinion, it is necessary to make sure that the business is being honestly conducted in accordance with the statutes—Anonymous (Indianapolis).

In regard to your article on the first page of the December 18th issue of the Commercial & Financial Chronicle regarding newspaper quotations of unlisted bonds:

It is quite right for newspapers to quote the high, low and last price of unlisted stocks if they have actual sales and the closing bid and asked is presumably a firm market both ways. Since the unlisted stocks have no brokers, the newspapers are exactly truthful unless they have been given firm quotations by the unlisted dealers themselves—Herbert & Co. (Chicago).

Your article in your morning's "Chronicle" headed "Over-The-Counter Dealers Must Unite" forcefully expresses a frequent and serious cause for complaint.

We have an additional and not infrequent complaint that I would like to make to your attention. I am a large dealer in over-the-counter. I deal with regular customers. I give them all sorts of advice, offering to deal in listed stocks on which there is no commission, leaving their tax sales much of which is without any compensation; send them reports on their securities, etc. and charge for my services as a lawyer would. However, I am not permitted to give a fair commission on over-the-counter dealings if I am not large in volume.

I am not permitted to buy at the asked price. Some of my very best customers expect to get between the bid and asked, and I often have felt obliged to make a mark up in order to make a quotation leaving a margin that does not pay. This to avoid a summons of the SEC that I might not have qualified securities in which I am not able to sell stock, so I do not sell it. On Chase Bank I can get for myself $22 a share if I do not show a profit. However, if you are giving this situation is most welcome and I trust it may be effective. This sentence is particularly directed to the SEC, to the Federal Government or any association within or without the securities business. Any regulation of this kind may be allowed to make on any security transaction.

I would be interested in your comments on the present situation and the question of whether the SEC is extending too much influence in the security business or also exercising its influence—Anonymous (New York City).

As if we didn't already have troubles enough in the security business, we now face a new one that I fear we are powerless to control. The result of our efforts to advertise our "safety-disk in the daily papers all over the country at prices for which we cannot possibly sell our goods and in such a business.

(Continued on Page 1155)
The Federal debt increased $6,000,000,000 in the fiscal year ended June 30, 1941, State and local debt was $77,000,000,000, much higher than $70,000,000,000, indicating a combined Federal, State and local debt of $32,000,000,000, high since 1916. This is an increase of more than $7,000,000,000.

Although the Federal debt increased $6,000,000,000 in the fiscal year ended June 30, 1941, State and local debt has grown by $77,000,000,000, more than $7,000,000,000, higher than $70,000,000,000, indicating a combined Federal, State and local debt of $32,000,000,000, high since 1916. This is an increase of more than $7,000,000,000.

Despite the increase in the Federal debt, the percentage of the total debt owned by the Federal government has remained relatively stable. The Federal government owns about 60% of the total debt, with State and local governments owning the remaining 40%. This distribution of debt ownership has remained consistent over the past several decades.

In conclusion, the Federal debt has continued to grow, driven by spending on defense and other programs. However, the Federal government remains the majority owner of the total debt, with State and local governments owning the remaining minority share. The increase in the Federal debt has been accompanied by an increase in the overall national debt, driven by the need for increased spending on various government programs.
Wickard Urges Farmers
To "Plant To Prosper"

In a radio address broadcast from Washington to farmers on Dec. 17 Secretary of Agriculture extended special greetings to farm families in Tennessee, Arkansas, Mississippi and Missouri, bringing to a close the annual "Plant to Prosper" contest of the Memphis "Commercial Appeal." In part he said:

Since 1934, the farm families in this Mid-South area have had the stimulus of the annual contest sponsored by this farseeing newspaper. Needed to say, the Extension Service, the Farm Security Administration, and other agencies of the Department of Agriculture have been happy to cooperate. The idea has spread to other regions, and there papers with similar influence have taken the lead in stimulating farmers to obtain better living from the farm, to greater diversification of farm activity, increased conservation measures, and improvements in the farm home.

Such campaigns have helped individual families to prosper. This year they also have served the needs of national defense. The same general line of improved farming in 1942 will help the Nation wage its war against aggression. Not only is it Plant to Prosper from now on; it's Farm for Victory.

The kind of farm production program followed by the "Plant to Prosper" contest is a very real help to the war effort. Its first aim is to provide home-grown food and feed supplies. The farm family that grows its own vegetables and meat and egg and milk supply increases the Nation's productive capacity in several ways. First of all, such a farm family is better fed, stronger, and able to work harder. Second, such a family does not call for the use of scarce tin and other container materials to put up its food in city factories; it does not require the use of rail or highway transport to get part of its food supply; and it releases part of the commercial supply of these greatly needed foods for use by our own people. And, the people of the nations allied with us...

Let me give the Americans assurance that I believe the American people will see to it that farmers and all producers are rewarded fairly for their contribution toward the war. Reward to each according to his part in the common effort is and will be the national principle. It is the only just principle in our democracy.

W. C. Fouch Associated With Grant-Brownell Co.

DAYTON, OHIO—Wayne C. Fouch has become associated with Grant-Brownell & Co., Winters Bank Building. Mr. Fouch for the past three years was manager of the Dayton office of BancOhio Securities Co., and prior thereto manager of the local office of McDonald-Coolidge & Co.

V. H. Brown To Be Partner

Vernon H. Brown, member of the New York Stock Exchange, will become a partner in the exchange firm of Vernon C. Brown & Co., 71 Broadway, New York City. Mr. Brown has been engaged in business as an individual floor specialist; in the past he was a partner in Vernon C. Brown & Co.

Asiel & Co. To Admit

Joseph D. Croll and Samuel H. Romberg have joined in a partnership in Asiel & Co., 11 Wall Street, New York City, members of the New York Stock Exchange, as of Dec. 31.

Merrill Lynch To Acquire Hutton Branch In Lansing

LANSING, MICH.—As of Dec. 31, Merrill Lynch, Pierce, Fenner & Beane, will acquire the local office of W. E. Hutton & Co. of W. E. Eschbach, manager of the W. E. Hutton & Co. branch, and Edwin Hayden and Scott Rutherford, who have been associated with him, will become associated with Merrill Lynch, making their headquarters at the latter firm’s office at 108 West Allegan Street.

Harry D. Miller To Be Nugent, Igoe Partner

NEWARK, N. J.—Harry D. Miller, for many years associated with Nugent, Igoe & Manning, 21 Commerce Street, members of the New York Stock Exchange and Eische, King & Nugent, as manager of the East Orange branch, will be admitted to partnership in the firm on Jan. 1. Mr. Miller will continue to make his headquarters at the firm’s East Orange office, 19 North Harrison Street.

Form DeCoppet & Berdan

Robert F. DeCoppet and John T. Berdan, both members of the New York Stock Exchange, will form DeCoppet & Berdan with offices at 71 Broadway, New York City, as of Jan. 1, 1942. Mr. DeCoppet has been in business as an individual floor broker; Mr. Berdan was a partner in Vernon C. Brown & Co. and in the past was active as an individual floor broker.

Life Insurance Sees Him Through

Recently a letter was sent to a beneficiary under a Massachusetts Mutual Ordinary Life contract asking him to return the policy because the Company was about to make the final monthly payment due under the terms of the policy. The beneficiary was a young man who had recently received his M.D. degree. His father was accidentally killed some years previously and in his Massachusetts Mutual insurance policies it was provided that part of the proceeds should go for the education of his son.

Up to the time of his death the father paid $756.06 in premiums to the Company. The net proceeds amounted to $6,454.32. The settlement agreement provided that $3,000 of the proceeds should be set up as an educational fund for his son, payable in monthly installments of $110 excluding June, July, and August of each year. All of the proceeds over $3,000 were to go to the widow.

And now the insurance contract had run its course and the father’s carefully laid plans had reached fruition. How proud he would have been to see his son graduate! How proud our representatives must be that through his initial efforts such a story of life insurance in action can be told!

MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY

Springfield, Massachusetts

Bertrand J. Perry, President
Organized 1851

Form T. J. Beauchamp Co.

Subsequent to the dissolution of Beauchamp & Fagan and Yelin & Co., partners of the two firms have formed T. J. Beauchamp & Co., New York Stock Exchange firm, with offices at 41 Broad Street, New York City. Partners are Thomas J. Beauchamp, Benjamin Yelin, both Exchange members, Delia Dee Jacobs, general partner, and Samuel Ungerleider, Jr., limited partner.
Our Reporter On "Governments"

The Securities Salesmen's Corner

The government bond dealers are complaining now about the fact that they are not getting any help!... But with the world-wide war not yet a month old, so well has the market been controlled that the worry is all on the buy side... Ponder that for a moment, for in this record you have got the true, the tremendous control over the government bond market today... and in what has happened in the last three weeks you have a perfect indication of what would have happened if support had been available for at least a third.

There's too little trading," says one dealer. "The market is so congested that nothing is going on at the moment... That's a non-starter. And when you consider the costs of the war, the day-by-day drain on the Treasury's resources, it seems incredible that nothing is going on. There has been about one and one-quarter billion dollars for some weeks... A Securities Trust official, who has received the $1,000,000,000 borrowed through sale of the 2 1/2s and 2 1/8s... And also on that day, he has sold for the first time $200,000,000 or $300,000,000 of 3 1/2s and 4 per cent... And he has been getting money daily from the Treasury at par, or a small discount, and has been raising money weekly from sales of discount.

Add up the figures and you'll come to more than $2 billion. ... Nothing new in this, it has been going on since the Treasury began to borrow... And a major total will be reported immediately after the sale of the Fourth Liberty Loan.

With defense bond sales skyrocketing and with indications that the after-Christmas bull market, they're still a buying, that's how the long end of it is going until the market is in extremely bad shape... And that seems highly unlikely, considering the way it has taken the news of the last month.

The price of the 2 1/2s is in the high 90s, the 2 1/8s in the 100s, the 3 1/2s in the 110s... The 10-year high is 111 1/2.

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A JOB TO DO IN '42

We insurance men are proud of the job we did in 1941. But the job for 1942 is even bigger. It calls for "all-out" effort to meet unparalleled demands. We know that freedom throughout the world depends upon America's manufacturing potential. And we're determined to safeguard that potential against the hazards that hamper production. This calls for more than just hard work on our part...it calls for study as well, to obtain full knowledge of today's complex situations and the policies which cover them. Yes, we insurance men realize that we're faced with a man-sized job in 1942. But we are going to do it!

U.S.F. & G.
UNITED STATES FIDELITY AND GUARANTY COMPANY

W. P. Sullivan Has Founded Sullivan Investment Co.

CINCINNATI, OHIO: W. P. Sullivan has founded the Sullivan Investment Co., which will coordinate the Union National Bank Building to engage in a securities business. Mr. Sullivan was formerly with Brooks-Milburn, Inc.; prior there to he was partner and manager of the investment department of Sullivan-Brooks Co. and was priorietor of Wm. P. Sullivan & Associates.

H. E. Anderson Jr. Joins

HERBERT E. ANDERSON, JR., ON Jan. 3, 1942 will be admitted to partnership in Green, Ellis & Anderson, 100 Broadway, New York City members of the New York Stock Exchange.

Macqueston With Halladay

EDWARD G. MACQUESTON will become a special partner in Halladay & Co., 14 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1, 1942.
Tomorrow's Markets Walter Whyte

(Continued from Page 1645) on the war and it's outcome. In Europe the once-detested Bulked and bought young a home with their tails tucked between their freezing legs. In Libya the same thing is happening. Only in the Far East, where we are actively engaged, does the news continue bad. Even the filipinos from the Pacific continue in that vein, so long will our market do little but have its filal rallies.

But there is no question of these so-called filal rallies are to be ignored. On the contrary, out of such rallies money can be made. And frequently when the market is just up ripples in a down market may actually develop into full blown market reversals.

Right now the papers tell us stories about Jap landings all over the world. We know that our forces are giving a good account of themselves. But while we change our tactics from defense into one of active offense, no sudden news flare to feed a potential bull market is worth reasonably being expected. Here censorship plays a major role. For as far as we know there might well be on the verge of a major turnover in the
OCCASIONS

BOX STORES, INC.

Registration Statement No. 2-4627. Filed registration statement with SEC for 50,000 shares common stock, $1 par value.


Business—Business consists of merchandising business for the sale of merchandise and services to the public. Corporation was incorporated in Michigan in 1920, and has its main office and place of business in the city of Ann Arbor, Michigan. Corporation is engaged in merchandising business for the sale of merchandise and services to the public. Corporation is a retail store of household appliances, furniture, and other merchandise.

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 were filed in normal course of business, that is to say, in the order in which they were filed, except in the case of the securities of certain foreign public authorities which normally became effective in seven days.

Approval of P.O. 600

Address—Box 600, Washington, D.C.

Business—Business is engaged in the manufacture and sale of metal fabricated products, including building materials, machinery, and household appliances.

OCEANEER MACHINERY CORP.

Partition of 1924. Filed registration statement with SEC for 1,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the manufacture and sale of machinery and equipment for the mining industry.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4628. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4629. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4630. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4631. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4632. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4633. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4634. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4635. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4636. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4637. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4638. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4639. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4640. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4641. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4642. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4643. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4644. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4645. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4646. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4647. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4648. Filed registration statement with SEC for 50,000 shares preferred stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.

OCEAN TRANSPORTATION CORPORATION

Registration Statement No. 2-4649. Filed registration statement with SEC for 10,000,000 shares common stock, $1 par value.

Address—115 West 42nd St., New York, N. Y.

Business—Business is engaged in the transportation of goods by sea.
Calendar of New Security Flotations

Proceeds—For development equipment and working capital.

Federal Reserve Bank of St. Louis
Digitized for FRASER

January 15, 1941

BONNIE TEETER, Inc., New York, registered 34,300 shares of $24 nominal value common preferred stock, par value $24, at 240-1/2 per share, for $6,600,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

COLUMBIA GAS & ELECTRIC CO., Pittsburgh, registered 50,000 shares of $500 par value preferred stock, at 105-1/4 per share for $5,000,000 in proceeds, to be used under this registration statement.

E. Joy Miller, President.

Registration Statement No. 2-4605. Filed Dec. 21, 1940, to defer effective date.

CAROLINA TELEPHONE & TELEGRAPH CO., Greenville, registered 1,300,000 shares of $1 par common stock, at $1 per share, for $1,300,000 in proceeds, to be used under this registration statement.

State of South Carolina, County of Greenville, December 21, 1940.

Registration Statement No. 2-4543. Filed Dec. 21, 1940, to defer effective date.

CRANTWELL, ST. LOUIS, MO., St. Louis, registered 2,100,000 shares of $1 par common stock, at $1 per share, for $2,100,000 in proceeds, to be used under this registration statement.

State of Missouri, City of St. Louis, December 21, 1940.

Registration Statement No. 2-4607. Filed Dec. 21, 1940, to defer effective date.

P. H. Crandall, President.

January 16, 1941

RAPID OIL CO., New York, registered 3,000 shares of $1 par common stock, at $1 per share, for $3,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

C. H. Trimmer, Secretary.

January 17, 1941

ILLINOIS COMMERCIAL TELEPHONE CO., Chicago, registered with SEC. $5,000,000 of first mortgage 6% bonds, due Oct. 1, 1971, at 99 per cent of their face value, of $500 par value preferred stock, at 100 per cent of their face value, for $5,000,000 in proceeds, to be used under this registration statement.

State of Illinois, County of Cook, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

A. C. Amos, Secretary.

January 18, 1941

FLORIDA POWER & LIGHT CO., Miami, registered with SEC. 100,000 shares of $100 par value preferred stock, at 100 per cent of their face value, for $10,000,000 in proceeds, to be used under this registration statement.

State of Florida, County of Miami, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

R. H. Jordan, Secretary.

January 19, 1941

PITTSBURGH STEEL CO., Pittsburgh, registered with SEC. $25,000,000 of 7% first mortgage bonds, due Oct. 1, 1951, at 79 per cent of their face value, and $5,000,000 of 6% first mortgage bonds, due Oct. 1, 1952, at 79 per cent of their face value, for $30,000,000 in proceeds, to be used under this registration statement.

State of Pennsylvania, County of Allegheny, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

E. J. Hough, Secretary.

January 20, 1941

MOORE & ROBB, INC., New York, registered with SEC. 1,600,000 shares of $1 par common stock, at $1 per share, for $1,600,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

A. T. Moore, President.

January 21, 1941

KELLY & BRADLEY, INC., St. Louis, registered with SEC. 1,000,000 shares of $10 par preferred stock, at 102 per cent of their face value, par value $10 per share, for $1,020,000 in proceeds, to be used under this registration statement.

State of Missouri, County of St. Louis, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

W. D. Bradley, President.

January 22, 1941

KENTUCKY HOSIERY LTD., New York, registered with SEC. 1,000,000 shares of $1 par common stock, at $1 per share, for $1,000,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

H. W. Cline, President.

January 23, 1941

ILLINOIS & MISSOURI RAILWAY CO., Chicago, registered with SEC. 1,000,000 shares of $10 par preferred stock, at 100 per cent of their face value, par value $10 per share, for $10,000,000 in proceeds, to be used under this registration statement.

State of Illinois, County of Cook, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

T. W. Shannon, President.

January 24, 1941

NORTH CAROLINA RAILWAY CO., New York, registered with SEC. 100,000 shares of $10 par preferred stock, at 105 per cent of their face value, par value $10 per share, for $1,050,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

E. M. Goodrich, President.

January 25, 1941

KANSAS CITY RAILWAY & LIGHT CO., Kansas City, registered with SEC. 30,000 shares of $50 par preferred stock, at 100 per cent of their face value, par value $50 per share, for $3,000,000 in proceeds, to be used under this registration statement.

State of Missouri, County of Jackson, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

E. M. Goodrich, President.

January 26, 1941

ROBINS & CRADDOCK, INC., New York, registered with SEC. 500,000 shares of $10 par preferred stock, at 100 per cent of their face value, par value $10 per share, for $5,000,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4541. Filed Dec. 21, 1940, to defer effective date.

A. W. Robins, President.

January 27, 1941

CANNES-SHERBANA NATURAL GAS CO., Chicago, registered with SEC. 60,605 shares common stock, at $1 per share, for $60,605 in proceeds, to be used under this registration statement.

State of Illinois, County of Cook, December 21, 1940.

Registration Statement No. 2-4616. Filed Dec. 21, 1940, to defer effective date.

R. H. Palmer, President.

January 28, 1941

LUXURY HOME BUILDING CO., New York, registered with SEC. 65,000 shares common stock, at $1 per share, for $65,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4628. Filed Dec. 21, 1940, to defer effective date.

A. S. Fisher, President.

January 29, 1941

KIMBALL GOLD BAND LTD., New York, registered with SEC. 1,000,000 shares of $1 par common stock, at $1 per share, for $1,000,000 in proceeds, to be used under this registration statement.

State of New York, County of New York, December 21, 1940.

Registration Statement No. 2-4580. Filed Dec. 21, 1940, to defer effective date.

R. F. Kimball, President.

January 30, 1941

LA CROSS TELEPHONE & TELEGRAPH CO., La Crosse, registered with SEC. 20,000 shares of $100 par preferred stock, at 115 per cent of their face value, for $2,300,000 in proceeds, to be used under this registration statement.

State of Wisconsin, County of La Crosse, December 21, 1940.

Registration Statement No. 2-4577. Filed Dec. 21, 1940, to defer effective date.

W. J. Heim, President.

January 31, 1941

MCCONNELL AIRCRAFT CORP., Jamaica, registered with SEC. 52,678 shares common stock, at $1 par value, for $52,678 in proceeds, to be used under this registration statement.

State of New York, County of Queens, December 21, 1940.

Registration Statement No. 2-4577. Filed Dec. 21, 1940, to defer effective date.

E. H. McConnell, President.
Over-The-Counter Dealer Must Unite

(Continued from Page 1647)

We cannot think of a reason, nor can we find anyone who can tell us why we should grant the request of Prudential, or of the government, the security dealer, or the prospective customer.

So the Wheel is again set in motion, and our Treasury Department will give us a dose of the deflection program by obtaining private capital for such projects as Vulture Aircraft, Maryland Dry Dock, and hundreds of others, but we can only say that, like the kanawas and their river of gold, our doors open so that we can stay here to do our part toward financ¬ing the war, and only our share in the clear, unprejudiced, and practical flow of private capital into manufacturing enterprises where peace is expected to exist.

The function of the investment banker is a logical and absolutely necessary link in the normal economic cycle of any healthy, well governed country. If the United States is to have a future, we must be interested in its development.

The frequency of these offerings of securities and the prospect of increased interest in the securities market is a hopeful sign that the United States is not only awakening to the economic cycle, but is determined to develop the resources which are a wealth in and of themselves.

A2.

It is necessary to preserve at whatever cost, the judicial approach to the recent compromise effected with pressure, between the SEC and the National Association, resulting in the narrowing of the quoted spreads between bids and asks in the over-the-counter market. The value of a judicious and practical business of dealing in securities is not in need of examination, perhaps, too closely. The reasoning might get pretty involved in view of the history of the development of the stock market.

However that may be, I cannot escape the conclusion that the practical effect of this most recent restriction, will be to retire the securities market to a position with banks and markets. —J. Westbrook (Bridgeport).

Your editorial entitled “Over-The-Counter Dealers Must Unite” was of great interest to us. We have found that in a great many cases the individual investor is not as fully informed as he might be, of the quotations appearing in the newspapers. We have recommended to all our clients the use of the list of securities which we select for the purpose of establishing losses for income tax purposes as well as for other reasons. In several cases we were unable to obtain the bid which appeared in the newspaper despite the fact that there had been no change in the actual “inside” quotation. In one instance we found that the local dealer had actually been selling at the figure last given in the local newspaper or elsewhere. In instances where the bid published by the newspapers is exactly the same as the actual bid.

We have not found the offering side of the market quite so much of a problem nevertheless in many instances the margin of profit in some cases is quite considerable. It is reasonable to suppose that there is little if anything left after the execution of an order.

We believe that the narrowness and inaccuracy of most newspaper quotations has not only harmed the over-the-counter business but has injured the investor as well. During the past months on two occasions customers have insisted on receiving the published bid which we were unable to obtain, consequently their securities were not sold and have since declined.

We believe that our Government would be more interested in the condition of the over-the-counter market than in the actual bid and ask quotations which have no relationship to our own work. We believe that the Government should see to it that there be no difference between where the bid published by the newspapers is on the opposite side of the market, and where the bid published by the newspapers is exactly the same as the actual bid.

The trading or secondary or digestive carry over—does not days or weeks after its initiation. It is now widely accepted that there must be a return to the established hearted cooperation of Company, Underwriters. and every corporation which wishes to have its securities handled on the over-the-counter market. There have been a great number of quotations in the past several months, particularly emphasized during the past weeks, in the December and January small window which was not a satisfactory amount to permit a fair profit to be made on the underwriting of the stock.

We do not in the grocery business or any other business which has a vender and more as well as in different business and the public.

In connection with your article of December 1, 1941 regarding newspaper quotations, we agree heartily that proper recognition should be given to the dealers who have been the mainstay of the over-the-counter market. The small window of action was a vast number of quotations in the past several months, particularly emphasized during the past weeks, and the small window which was not a satisfactory amount to permit a fair profit to be made on the underwriting of the stock.

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To All Of Our Business Friends.

Thank you sincerely for your favors to date.

At the end of 1942, we hope our business relationships will be one of even closer cooperation and understanding, due to the heightened national defense needs which have added an additional test of the virtues of another year.

Actual markets in a wide range of

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SF. Bond Club Holds

Party During Blackout

SAN FRANCISCO, CALIF.—The San Francisco Bond Club held its annual Christmas party on Dec. 12. The evening had been planned as a Christmas party featuring dinner and a stage show depicting an old San Francisco neighborhood of the Gay Nineties era, shortly after the beginning of the past year, with the aged gentlemen finding themselves in the midst of a two-year blackout. Practically all the members remained through the blackout, with the aid of music by the orchestra, and dinner and the show continued until about 1 a.m., and were enjoyed by all. The officers elected for the next year are:

President: Russell Hodge, W. R. Stuts Co.

Vice-President: W. Stephenson Combs, Slomson & Co.

Secretary-Treasurer: Edwin K. Fish, Bank of San Francisco.

Two new directors were elected:

Joseph Fuller, Franklin Wulf & Co., and

Freeman W. Blyth, Blyth & Co. Inc.

Forrest C. Lattner To Be

Lazard Freres Partner

Forrest C. Lattner, who has been associated with Lazard Freres & Co., 120 Broadway, New York City, members of the New York Stock Exchange and Club Exchange since 1931, will be admitted as a general partner in the firm as of Dec. 31.

Mr. Lattner has been in charge of the purchasing department of Lazard Freres & Co. for the past three years and for the past two years he was in charge of an institution of a similar capacity of the firm. He is a former employee of the Guaranty Company of New York.

Gilbert And Sullivan Are F. L. Putnam V. Ps.

BOSTON, Mass.—Alvin T. Gilbert and John E. Sullivan, Jr., have been elected vice-presidents of F. L. Putnam & Co., 77 Franklin St. Mr. Gilbert, who has been associated with the firm since 1933, was elected as manager of the Vermont office in 1931, and as chairman of the National Bureau of Loan of New York in 1933, was elected as sales manager in 1934. Mr. Sullivan has been with the organization since 1933 and is manager of the trading department.

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Thursday, December 23, 1943

J. Cronin A Partner In

Schoellkopf, Hibert

John P. Cronin has been ad-

mitted as a partner in Schoell-

kopf, Hibert, & Co., 70 Niagara

St., Buffalo, N. Y., members of the New York Stock Exchange. He will make his headquarters in the firm's offices at 120 Broadway, and will act as as-

sistant to Mr. Edward J. Hibert, ex-

change for William T. Emmet, un-

der Section 15, Article IX.

Pierre Stralen To Be

Hallgarten Partner

Pierre Stralen, member of the New York Stock Exchange, will be admitted to the firm of Hallgarten & Co., 44 Wall St., New York City, members of the New York Stock Exchange and other leading exchanges, on Jan. 1. Mr. Stralen has been en-

gaged in business as an individual floor broker.

Carl Naumburg To Be

Stern Lauer Partner

As of Jan. 2, 1943, Carl T. Naumburg will be admitted to the firm of Stern Lauer & Co., 30 Pine St., New York City, members of the New York Stock Exchange. Mr. Naumburg was formerly with Prescott Brothers and prior thereto was a partner in Raubung & Reynolds in Townsend, Graff & Naum-

barg.

Weltheim Will Admit

Geo. Jones As Partner

George S. Jones will become a partner in Weltheim, & Co., 125 Broadway, New York City, mem-

bers of the New York Stock Ex-

change and other leading national exchanges, on Jan. 1, 1943, which firm has recently been with the New York Stock Exchange.

Bertram Goldsmith To Be

Ira Haupt Partner

Bertram M. Goldsmith, for many years associated with Ira Haupt & Co., 212 Broadway, New York City, members of the New York Stock Exchange and the New York bond department, will become a partner in the firm on Jan. 2.

James Colluth To Be

Freeman Co. Partner

James F. Colluth, who has been associated with Freeman & Co., 39 Pine St., New York City, since 1921 will be admitted as a general partner in the firm at the first of the year. Mr. Colluth has been in their Equipment Trust department and is now engaged in their new business and under-

writing departments.

W. Scott Linn To Be

Partner In Shields Co.

CHICAGO, Ill.—W. Scott Linn will be admitted on Jan. 3, 1942, to the firm of Shields, & Co., members of the New York Stock Exchange. Mr. Linn has been connected with the Chicago office of Shields & Co. for a number of years.

Defunct RR Bond Index

The defaulted railroad bond index of Pflegifer, Bump ton & Co. of Chicago, which was defunct on June 30, 1939, is now being kept in Chicago for a number of years.

F. M. SCHRAMM, INC.

American Hair & Felt

THE BOND SELECTOR

THE OUTLOOK FOR BONDS

Last week we noted that the rising yields on short-term Treasuries spreading over a period of ten weeks since the Japanese attack were reminiscent of the action of similar issues in the latter part of 1929. It was then stated that such action might well have prefigured a bearish outlook for high grade bonds. However, the Japanese attack and ultimate war declaration have been followed by a more careful scrutiny of underlying current conditions which, we feel, undoubtedly will determine the future course of money rates and bond prices.

The four factors which were then examined as the major influencing factors were to retain a high level of high grade prices in view of the resulting reduction in bond prices may well be outlined as follows:

**For Lower Prices**

1. The reduction of excess reserves and the removal of certain influences that formerly tended to increase them.

2. The probable demand for an enormous volume of funds for the permanent program.

3. The increase in the price level and the resulting reduction in purchasing power.

4. The immense amount of achievable interest rates in the next period.

Against Lower Prices

1. The enormous volume of actual and hidden reserves of bonds plus the large amount of currency in circulation.

2. The power of Federal authorities required with respect to its requirements and to the considerable degree the bond market, as a market, has suffered a severe blow due to the actions of the Federal Reserve Board.

3. The opinion that private debentures of high grade will have been placed up the rising price level and the resulting inflationary effect on bond prices.

That a rising price level necessarily means larger profits and a higher stock market (and therefore that a more suitable haven for funds is in

To our friends in the investment business we extend the Season's Greetings and best wishes for the New Year.

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Graham, Parsons Co.,

NYSE Firm, Merging

Williams & Southgate, 25 Broadway, New York City, members of the New York Stock Exchange and Graham, Parsons & Co., 141 Chestnut Street, Phila-

adelphia, Pa., will merge early in the first half of 1943 under the name of the latter firm.

John S. Williams, Irving A. Chapman and William M. Crocker Jr., present partners of Williams & Southgate, have notified the former Graham, Parsons & Co., with which the New York and Boston offices of the former firm will also be assoc-

iately.

Offices will be maintained in New York City, Boston, Philadelphia, Chicago, Rindling and York, Pa.

Alcock, Hill & Co.

Is Formed In Boston

BOSTON, Mass.—Thomas B. Alcock, Jr., and Robert H. Hill, Jr., have formed Alcock, Hill & Company, at with offices at 125 Broadway, to engage in a general securities business. Partners of the new organization are Alcock, with Southgate & Co., of which Mr. Alcock was a former partner of the municipal department. In the past, Mr. Hill was manager of Lyons & Co., and Mr. Alcock was with Rea, Williams, & Co., Inc., and was local manager for L. D. Carter & Co., Inc.

Frank Schumann Now

Paine Webber Partner

Frank R. Schumann, member of the New York Stock Exchange, has become a partner in Paine, Webber, & Co., 75 Broadway, New York Stock Exchange and other leading exchanges on Jan. 1, 1929, which firm has recently been with the New York Stock Exchange.

John W. Foster has withdrawn from partnership in Paine, Webber & Co., and has joined a major Wall Street firm.

Ira Haupt & Co.

Partner In Shields Co.