The latest of a long list of "agrarian reformers" goes his sometimes disturbing, sometimes merely comical way on the island of Cuba. Whether he and his regime will in the end come to be full-blown communists, as did the "agrarian reformers" of China, the future only can tell. Mr. Castro appears to be almost too unsystematic and too avowed to the sort of day-to-day grind that is necessary to the establishment of the kind of regime that is typical of the communists, but definite forecasts on the subject would be hazardous at this stage. What is clear is that he has set foot upon a path which so many times in the past has led to failure and in fact to disaster, and he has done so at a time when agricultural economic trends are peculiarly unfavorable for the success of his venture.

The state of affairs in Cuba is in some respects different from that to be found in various other Latin-American countries where confiscation and redistribution of wealth have been tried without benefit to those in whose behalf revolutions have prophetically been undertaken, but basically the same fallacious suppositions rule and the same errors are being made. The impediments which lie in the path of the Cuban man-on-horseback are at bottom those which have thwarted others in their attempt to settle very real problems at home. They are also the same obstacles which are so often overlooked by the do-gooders in this country who would solve many of the problems of mankind by various dubious schemes involving what is euphemistically called foreign investment or foreign loans. They, therefore.

Continued on page 32

Quarterly Investment Company Survey

Funds Retain Caution

As Bull Market Rolls On

By A. WILFRED MAYS

Analysis of investment companies' June quarter portfolio operations reveals substantial liquidation of common stocks importantly offsetting acquisitions. Stepped-up activity in Treasury issues. Increased share redemption. Top favored issue again was Ford, followed by GM, Jones & Laughlin Steel, Aluminum Ltd., American Viscose, and Pittsburgh Plate Glass. ATT most widely liquidated issue. Industry groups favored were the consumer, automotive, steel, and textile. Selling predominated in airlines, oils, and utilities. Enlarged interest in foreign issues.

[Tables appearing on pages 25 and 31 show Fund's comparative investment positions; total common stock and other securities transactions; and individual common stock transactions by industry groups.]

During the June quarter, while the stock market continued on its merry way to all-time peaks, the expert fund managers on the whole maintained their caution exhibited since the turn of the year. This is highlighted in the report of those managers who made the balanced funds, which have fuller discretion of choice between fixed interest and equity securities.

In the case of the balanced funds, buying and selling of portfolio common stocks practically cancelled each other out. This continued the situation established in the first quarter, in sharp contrast with the 40% buying excess which prevailed during the latter part of last year. Moreover, the open-end stock funds continued their sharp reduction in the net acquisition of equities. Their excess of stock purchases over sales shrank to 51% from 71% in the first quarter of 1959, and 104% in the final quarter of 1958. Similarly, in the case of the closed-end companies the excess of purchases narrowed to 1.3% from 19.3% in the previous quarters. For the aggregate of the 86 investment companies.

Continued on page 24
The Security I Like Best

A continuous form in which, each week, a different group of experts in the investment and advisory field from all sections of the country participate and give their reasons for favoring a particular security.

(The selections contained in this form are not intended to be, nor does the Joint Committee on Common Stock Proposals, as an offer to sell, or a solicitation of an offer to buy, any security.)

AUGUST HUBER
Partner, Spencer Track & Co., N.Y.C. Members N. Y. Stock Exchange
Pullman Inc.

In generally high stock market currently prevailing, I would regard Pullman as being among the lesser possessing relative attractiveness at this time.

Currently, the common stock is 89, the shares having been between 42 and 74 during the period of years. In the period of 1947, when the company was sleeping car business was 8.14 to 9.23.

In 1951, Pullman acquired Tramobile, the second largest builder of highway truck-trailers. The division's new Pullman Standard, the railroad car manufacturer, is also bringing new products.

A major emphasis is being made on the development of new types of freight cars. On the manufacturing side, the company has made a significant investment in this industry.

Following the recession year of 1950, with its reduced sales, profit margins and earnings, the prospects for 1951 and beyond point to a strong recovery. In 1958, sales declined 16% from $424 million to $354 million, and profit margins and new deliveries fell to $3.32 per share from $6.71 in 1957.

The major lag of translating higher orders into shipments in the first quarter of 1959 was still on the low side—$11 less per share (including a level of new railroad car orders, compared with $31 in the similar period 1958). Profit for the first half of 1959, however, promises to show considerable improvement.

(1) The M. W. Kellogg division had backlog of about $200 million with foreign contracts more than offsetting the past year's decline in domestic plant orders. Plant and equipment expenditures are scheduled to reach $100 million and are expected to grow over the coming year.

(2) Tramobile, which sustained lower operations in 1959, may benefit in the large new-year-end backlog of orders in its history. Prospects are basically favorable, considering the high freight way program and strong acceptance. New lines have been added (besides Tramobile) to the company's line of products featuring interchangeability component parts. Operating conditions have improved in this business and Tramobile earnings should reflect significantly this year and next.

(3) The Pullman-Standard division should later reflect the improvement of the company's order book. Deliveries of freight cars climbed to 10,747 units last year from about 20,000 the year before. Last year, freight car deliveries were concentrated in the first half and slumped during the last half. This year, with a backlog of 8,400 cars deliveries should follow a reverse pattern with the first half between 42 and 74 during the period of years. The company estimates Pullman will build some 12,000 cars in 1959. With railroads retiring more cars than they are currently ordering, the prospects for increasing orders over the next year and beyond are encouraging.

In conclusion, I am recommending this stock for the reasons stated above.}

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Our Monetary System's Defects And the Needed Correctives

By DR. WALTER E. SPahr*

Executive Vice-President
Economists' National Committee on Monetary Policy,
New York City, and

Professor Emeritus of Economics, New York University

Well known monetary economist finds that the present administrative places the convenience of the government ahead of the people's or nation's welfare in so far as monetary practices are concerned. In appraising our currency, Dr. Spahr calls attention to resultant, and possible or probable, harmful consequences said to stem from currency's irredeemability; draws a parallel between the past and ourselves; and notes the gold mining industry fails to accept "fidelity" as a requisite in a monetary standard. Moreover, Dr. Spahr explains why mere possession of opportunity to redeem tends to force greater governmental care in the use of this power. After defining a good currency system, he advises this be effected and shows how this should be brought about.

(1) The major defect

The most fundamental defect in our monetary system is that our currency cannot be redeemed domestically in our standard gold dollars. From this basic defect flow various far-reaching consequences. One is the fact that the use of irredeemable currency gives the Federal government untrammeled control over the public purse. This is illustrated by the spending orgy of our government since 1862. Another is the fact that unlimited control, which is the relatively sharp decline in the purchasing power of our currency since 1869, and is measured by our index of wholesale prices.

(2) Irredeemable currency, a tool of governmental policies

Every socialist or totalitarian government employs irredeemable currency, and for good reason. It gives such governments untrammeled control over the public purse. Our use of irredeemable currency gives Congress, the Treasury, the Executive, and the Federal Reserve banks, working in combination, a free hand in the use of what should be the people's money.

The issuance of pieces of paper as money which cannot be redeemed domestically in gold is declared by the nation's standard monetary unit, the gold dollar—evidence of a lack of integrity. It is fundamental, the same standard of dishonesty employed by the counterfeiter.

*An interview with Dr. Spahr before the Line Club of New Haven, New Haven, Conn., July 23, 1938.

(3) A subtle drug for the people of a nation

Irredeemable currency is perhaps the most subtle drug that a government can employ on a people. One reason is that irredeemable currency gives the government the free hand it needs over the people by transferring the control of their purse from them to the government without widespread awareness or objection on the part. Another reason is that, given a taste of this drug, the people become enthusiastic and demand its retention and more of it. The combination of desires and reactions makes it easy for the government doctors to control their victims. It is the reason that government dictatorship is a frequent companion in this evil, or a common final result. The ultimate consequence of the use of irredeemable currency is a fleeting and distorting of the economy, much of which is often mistaken for a sound and lasting economic expansion; a pronounced growth of control; a generation of feverish activity and of deep-seated fears; and in due course the probable variety of anomalies manifested in the past, in the partial and futile protests against the high cost of living and the distorting of the savings of those who cannot keep up with the rate of prices. The final result is serious difficulties or national tragedy.

(4) The probable or possible consequences to be expected

What should we expect as to the probable or possible consequences of our use of irredeemable currency? We should expect the following: (1) a further depreciation of our currency to a point which no one can predict scientifically; (2) an economic contraction such as we had from 1873-1879 while we were using irredeemable currency—a period of severe contraction which lasted 65 months as compared with a contraction of 45 months following the crash of 1893; (3) the loss of our representative form of government.

An alternative to these probable or possible consequences is to eliminate irredeemable currency and to place ourselves on a solid basis. Continued on page 24

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Washington and You

"See article on the cover page "Funds Retain Caution as Bull Market Rolls On."

*Column not available this week.

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Socialists and Sterling

BY PAUL EINZIG

British writer assumes his country's election will be held in October and he weighs what effect a Socialist victory might have on sterling. He doubts devaluation or floating pound would follow a Socialist victory, but he does envisage a possible anticipation of tightened exchange restrictions which in turn would lead to a search for escape-loopholes. Dr. Einzig believes gradual domestic inflation or world-wide inflation at the same time might play a balancing role, and he says the pound may hold its own without a credit squeeze so long as the dollar remains under pressure. As for domestic wage increase drive, he sees this causing persistent pressure on sterling.

LONDON, Eng.—It seems to be more than probable that the general election will take place in October and he weighs what effect a Socialist victory might have on sterling. He doubts devaluation or floating pound would follow a Socialist victory, but he does envisage a possible anticipation of tightened exchange restrictions which in turn would lead to a search for escape-loopholes. Dr. Einzig believes gradual domestic inflation or world-wide inflation at the same time might play a balancing role, and he says the pound may hold its own without a credit squeeze so long as the dollar remains under pressure. As for domestic wage increase drive, he sees this causing persistent pressure on sterling.

Mr. Gaitskell was trying with the idea of a system under which sterling would be allowed, through a large number of small purchases, to fluctuate from time to time by changing its parity; but he has long abandoned that idea. It is safe to assume that a Labour Government will not deliberately change the parity of sterling or widen the existing limits of its permitted fluctuations. The idea of a ‘floating pound’ finds no sympathizers among Socialists. If, by some new device, interchange would increase, it might tend to break up the pound, but not in anticipation of a devaluation as in anticipation of a tightening of exchange restrictions. Whether such anticipation of a devaluation would have a stabilizing effect, it would take some time before the confidence of holders of sterling in the Labour Government’s intentions to maintain convertibility is sufficiently re-established. In any case, there is no interchange for British productions, and there is no interchange for sterling holders who might wish to transfer capital abroad in anticipation of anti-Capitalist measures. So long as sterling is convertible for foreign holders it is easier for British residents to circumvent the restrictions affecting them. There must be inconvertible loophole, similar to the ‘Kuwait gap” or the ‘Hong Kong gap’; one is not generally known. At present, any outlaw flouting of British laws may be caught, a trickle, but in case of a Socialistic victory it might swell into a flood.

Should such a flight of capital come to affect members of the New Labour Government might be driven out of its capital by the threat of a devaluation. Having regard to the cost of the flight, however, a devaluation might not be the right remedy. Those who transferred their capital abroad for fear of anti-Capitalist measures are not likely to repatriate their funds as a result of a devaluation. On the other hand, a Labour Government would be most reluctant to lower the value of its currency as its aim would be to raise the same. It is difficult to foresee the outcome of that conflict of interests on the movements of funds to and from Britain.

A Labour Government would consider it one of its most urgent tasks to maintain control of foreign exchange. A large part of this would be said to be that any measure of control adequate for a Labour Government could only come from the Bank of England. Any change in the Bank’s exchange regulations would have to be recommended by the Bank of England to the Treasury. The Bank of England existing measures were doubtless inadequate for the purpose. The new measures could be only those which had been dealing with extensive exchange control. A reconstruction of the Bank’s exchange organization would be necessary, and the work might take time. Even if it only takes a few weeks, a great deal of capital can find its way abroad in a few weeks. It would, of course, be possible to suspend exchange operations pending the reconstruction of the control. But while this was done the only safeguard would be without inflicting undue hardship on the holders of dollars of several weeks is inconceivable.

Taking a long view, sterling’s present stability seems to depend on what Government and Parliament would do to defend sterling with the aid of restrictions. While exchange restrictions can only be imposed when a balance of payments situation is acute, economic measures could support the pound, and that government could not always suppress the effects of a 9% inflation even if the Government should hope to do so; the other hand, if inflation should speed up, the rate of change would be as in Britain: a balance of payments worthwhile. In any case, suspicions against the dollar would help a Socialist Government in its efforts to get the pound to be a larger credit. This would be necessary to the extent that the dollar is likely to remain under international pressure.

The question is whether under a Labour Government the wage-earners in this country would benefit from the statement made that the pound was to be kept at its present parity. It is a fallacious argument that the pound is kept at its present parity under a more equalitarian policy of a Labour Government, the trade union proposition and the Government itself content with more moderate increases. Under the Government’s policy of wage increases during the Labour Government and the Financial Times and many trade unions Members of Parliament are wondering about the prospects of a Socialist Government. They believe the election, that, because they fear an increased pressure by the rank and file who would expect to do better under a Labour Government than under a Conservative Government. The possibility of steeply inflation in the case of a Socialist victory must be envisaged. And that would cause a persistent pressure on sterling.

Spiegeltorg, Feuer & Co. Formed in New York

The firm of Spiegeltorg, Feuer & Co., New York, has been formed to deal in the London Stock Exchange, has been dissolved and Spiegeltorg & Co., of the London Stock Exchange, will have been formed with offices at 27 Wall Street, New York City.

Partners in the new firm are William H. Spiegelberg, president of the Exchange, and Jesse L. Geissinger, vice-president. Mr. Spiegelberg is a member of the Exchange, and Mr. Geissinger was formerly associated with the association.

Joins Dean Witter (Special to The Financial Chronicle)

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Steel Industry Data Reveal Nationwide Support

Overwhelming nationwide support of the steel companies in the current steel strike was revealed Aug. 3 in a tabulation of nearly 200 votes of big steel-making companies and executives, the New York Times Steel Strike Committee committee, consisting of 12 of the strike-bound companies.

The letters came from nearly every state, from the Midwest in response to an advertisement headed, "Steel Union on Strike for Continued on page 55
A Big Expanding Gas Utility
Serving Three Famous Islands

By DR. IRA U. COBLEIGH
Enterprise Economist and Author of “How to Get Rich Buying Stocks.”

A forward look at Brooklyn Union Gas Company, effective exponent of salesmanship in the piping and purveying of natural gas.

Perhaps the three best known American islands, after Manhattan, are Long Island, Staten Island and Coney Island. These comprise the service area of the rapidly growing gas distributing utility we propose to talk about today, Brooklyn Union Gas Company, which serves the western end of Long Island, all of Brooklyn and half of Queens County; all of Coney Island; and all of Staten Island with natural gas. It’s quite a territory — 167 square miles and a total population of over four million and 1,150,000 customers. The company has consolidated all this service area by means of three mergers in the past ten years, the last one just completed in June, bringing Brooklyn Borough Gas Co. (supplying Coney Island) into the fold by exchange of 150,000 shares of Brooklyn Union common.

There are in this big swath of metropolitan real estate, heavily industrialized areas, densely populated residential sections, and 30,000 acres of Staten Island, half of which is unincorporated land. It is largely acreage that adds especial romance to Brooklyn Union common, for it represents the largest undeveloped service area possessed by any major metropolitan gas utility in the country. Staten Island (Richmond County) is part of New York City and has waited for first spied by Hendrik Hudson, for some other connection with the metropolis than water transportation. Well, only last month the new Narrows Bridge, to connect Staten Island with Brooklyn, was opened. It will be completed in 1965 at a cost of $250 million, and will surely urbanize much of the land which comprises, totally, one-third of this service area served by Brooklyn Union. The population on Staten Island today is about 220,000. By 1970 this figure is expected to reach 600,000. New York City has just spent $25 million to build a new water tunnel, and Consolidated Edison is spending $100 million on electric-generating facilities on Staten Island to be ready for this quick-assured dynamic expansion in population.

But enough about territory — present and future. Let’s talk about the gas business at which Brooklyn Union is so competent. In the past twenty years Brooklyn Union had some difficulties. The company was still manufacturing its gas and got caught in a squeeze between rising fuel and wage costs and a lag in rate increases. So much so that, from July 1947 to December of 1948, common dividends were omitted. But much brighter days lay ahead. There were helpful rate increases in 1949 and, in 1951, the company received its first natural gas, brought all the way from Texas Transcontinental Gas Pipe Line Corp. There were some adjustments to be made for the switch-over to natural gas. A $13 million coke-oven was no longer needed, and gas was cheaper and customer appliances had to be adapted to receive natural gas (which is a much hotter fuel). The change-over, however, had, in due course, most favorable effect on earning power; and, since 1952, sales and earnings have never had a double, and the dividend has been increased in each of the past five years. Much has been made of the fact that Union business accounting, in terms of product, was $320 million in 1952. BU has stressed home heating and by rate reductions has actually made gas heating cheaper than by either coal or oil. As a result the company now gleams over 30% of gross revenues from house heating and it acquired its 100,000th home heating customer last year. Over 50% of new homes built in the service area last year were equipped for gas heat. BU stimulates demand for gas by selling appliances. It sold $8 million worth last year — mostly ranges and water heaters — and hopes to build up its distribution of gas air conditioners.

The climate is important in planning gas supply and sales. Forty percent of the gas volume is required for winter heating; so in summer some alternate use must be found for at least a part of this huge cubic volume available. The company has been quite successful in promoting use of gas in summertime for water heating in apartment houses, incineration and clothes drying, and steam generation of electric power.

Residential sales do not bringback its natural gas from three suppliers: Tennessee, Texas Eastern, and Tennessee Gas. All these contracts are fitted into rates established by the New York Public Service Commission, whereby price increases in piped-delivered gas can be promptly passed along to customers. The company has available storage tanks to take care of these and has been considering storage facilities for liquefied natural gas in Brooklyn.

Earning power at Brooklyn Union Gas has been expanding at a pleasing rate. Operating ratio (expense as a percentage of revenue) has been stabilized at around 87; return on invested capital was 6½% in 1958; and earnings per share have risen steadily, since the year 1953 to $3.17 for 1958. For the 12 months ended June 30, 1959 the figure was $3.28.

This upward trend may be slowed somewhat for the calendar year 1959 due to an 8% wage increase which went into effect April 1, and the higher City Tax in gross revenues voted by the Board of Estimate. We expect, however, that 1959 will probably be the best year in company history and it doesn’t take too much imagination to suggest that if per share earnings approach the $3.50 level, another increase in cash dividends is possible.

Now what about the stock for purchase today? It sells at around $4 which allows a 4% yield based on the $2.20 dividend. The stock sells at about 16½ times earnings which is not an exalted level for a utility equity of this quality. Moreover, there lies ahead a steady rise in the percentage of homes in the area that may use gas heat; improved air conditioners or gas refrigerators could expand demand; and in the future there’s the big demand as Staten Island develops its sizable real estate acreage in response to improved transportation created by the new bridge.

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AUGUST 1, 1959
The Role of Life Insurance in Achieving Our Economic Goals

By DR. NEIL H. JACOBY*  
Dean, Graduate School of Business Administration  
University of California, Los Angeles, Calif.  

Former Member, Council of Economic Advisers to  
President Eisenhower

Dean Jacoby lists our three basic economic goals and the life insurance industry's tremendous contribution in supporting and furthering them. Don't be debiled, he advises, by those who argue the danger of inflation is exaggerated and that we should turn to more important things. It is Mr. Jacoby's opinion that inflation remains an ominous threat and he credits the insurance industry, one of inflation's first victims, for its recent favorable turn in the battle against inflation. The economist

fundamental goals of most other countries under the Communist bloc. They serve to bind the nation together and act as a stabilizer. So long as American policies and actions serve these ends, they represent a successful and generous element of freedom against the hostility of other nations.

There has been a vigorous debate over the consistency of our foreign policies and our efforts to maintain a stable price level and balance in our international trade. The danger of inflation is a necessary companion of economic growth. Mr. Jacoby writes, 'I believe this complex question here I believe that about the desirability of inflation is a question to this conclusion: Individual performance, personal effort, and labor are flexible, as a result of adequate competition in open markets. It cannot be assumed that a mental, technological, or economic, even the real growth of the price level is fostered by a dollar of stable value. Even a gradual inflation at the price level, once it becomes generally expected impedes real growth. It results in reduced saving, misdirected investment, speculation, and lower productivity. When people expect long-run stability, they become more willing to bear risks and, in effect, promote the growth of prosperity and development.'

of late, apologists of "creeping" inflation have said less about its social desirability. Some of them argue, instead, that the growth of inflation is exaggerated and the public should turn its attention to more important matters. Let us not be lured. Inflation continues to be an economic threat to personal stability, power and international prestige of the United States. It has left the government and informed public which will provide for our defense policies: Although we are not at war in the present, our defense of the dollar, inflation should continue to command our attention. Let us now examine the role of the life insurance industry as a promoter of economic growth.

Life Insurance As a Promoter of Economic Growth

The life insurance industry has been one of the main engines of economic growth by stimulating savings, especially among millions of the middle-income group. It is possible for savings to be multiplied by mobilizing savings for investment purposes. We can now see the life insurance industry more clearly as a part of the economic growth of the United States. In this part of the discussion, we will examine some of the policies of the life insurance industry, its relationship to other economic institutions, and its impact on the economy as a whole.

The family, the community, and the government are the three major areas in which the "little man" could place his savings with confidence. Let us recall that the commercial banks and the savings and loan associations, and there was no government insurance. The government deposit insurance was born. There were no mutual funds to provide investment vehicles. The need for investment management and diversification of portfolios became crucial. In the last half century, methods and techniques in stocks. Building and loan associations were few and far between. Financial planning and investment were not as prominent elements of social security as they are today, but it is important to note that great risk was the purchase of life insurance or annuities. During this period, the life insurance industry developed a unique and pioneering role in economic growth.

Today many types of institutions compete for the savings of people. Let Life insurance companies continue to be an important agency of savings. Life insurance companies are the only savings institutions of national scope. Currently Americans are paying almost 4% of their collective incomes after taxes for financial security. An additional 11% billion of premium income now draws benefits of about $9 billion, the net flow of investment funds to the life insurance industry is almost $3 billion.

The life insurance industry now invests about one of every seven dollars of the capital funds supplied by all savings institutions. These bare statistics—impressive in their size—fail to convey the tangible effect that the insurance investment upon our everyday lives. We live in an almost daily physical contact with the assets financed by life insurance. Since the end of World War II the life insurance companies have made a total of $100 million of mortgage loans, helping perhaps 11 million families to acquire their own homes. We have seen the life insurance investment dollars work across the continent building housing projects, shopping centers, airports, mines, factories, auto plants, railroads, rail cars and pipelines.

The life insurance industry has responded to the new investment opportunities presented by the increasing urbanization and industrialization of the United States, the growth of business and industry and the huge growth of our economy. In the past century they have made striking changes in their investment patterns. In the past, much of life insurance assets were railroad bonds, nearly 10% were farm mortgages, while holdings of government bonds were negligible. Today public utility and industrial bonds far outweigh railway bonds, and all mortgages plus government bonds form 9% of total assets.

We may conclude that the life insurance companies have been a major promoter of the economic growth of the United States. This great network of institutions not only, the supply of savings which would have been invested would have been curtailed, and mortgages in progress would have been stunted.

Life Insurance As a Bulwark of Personal Security

Let us now inquire how life insurance companies have served the goal of economic freedom. They have done so, I suggest, by providing a foundation for enterprise and initiative by millions of persons, by expanding and stabilizing markets, and by fostering a good name of leasing and cost management. Life insurance companies have been an important factor in the development of the country.

Life insurance companies are themselves entrepreneurial enterprises, performing functions that taxes cannot perform. They undertake a larger measure of government, because the size of the insurance industry is large and because the insurance industry is a source of revenue for government. Despite the great size of the insurance industry in the United States during the past century, the preservation of personal and family financial security remains the primary function of the industry. The private citizen and private institutions are dependent upon the industry to choose the amount and the forms of his savings and investments. Let us consider some of the advantages of life insurance policies. Its main advantage is that it provides a benevolent fire system. Life insurance has formed an indispensible foundation of the individual, risk-taking enterprise, it has provided a floor of security for millions of people upon which they have been able to place a ladder of opportunity. Through good times and bad, and even during the black days of the Great Depression, life insurance benefits have been a continuing source of income for millions of families. Before the development of postal life service, after building a great structure, and before our country discovered that life insurance had been the foundation of our financial system, the two families had been orphaned. He said they had the help of the insurance company. It was with the help of the insurance company that the two families were able to take care of each other. In this instance they received a dollar for every thousand—life insurance made possible the birth of an important enterprise.

In an urban industrialized society, the individual needs assurance that he will have the necessities of life under conditions of unemployment, old age, and death. Disability, joblessness, and old age would make possible the founding of an industry that has had to perform. It is clear that the future of our country depends on the future of the individual and of the family.
$120,000,000
Commonwealth of Pennsylvania
3 1/4%, 3 3/8% and 4.60% Series O, Serial Bonds

Dated August 1, 1959
Due August 1, as shown below

Principal and semi-annual interest (February 1 and August 1) payable at Mellon National Bank and Trust Company, Pittsburgh, Pennsylvania, at Bankers Trust Company, New York, New York, or at The First Pennsylvania Banking and Trust Company, Philadelphia, Pennsylvania. Coupons bonds in the denomination of $1,000, registerable as to principal only.

These bonds, to be issued for Korean Conflict Veterans' Compensation purposes, are authorized under Section 23 added by amendment to Article IX of the Constitution of the Commonwealth of Pennsylvania, approved by a vote of a majority of the qualified electors voting thereon at an election held November 5, 1957, and by an Act of the General Assembly of the Commonwealth. In the opinion of the Attorney General and Bond Counsel the bonds will be direct and general obligations of the Commonwealth of Pennsylvania secured by its full faith and credit and the Commonwealth has the power to provide for the payment of the principal of, and interest on, the bonds by levying ad valorem taxes, unlimited in amount, upon all taxable property within the Commonwealth and excise taxes upon certain transactions, except excise taxes, the proceeds of which are specifically limited to highway purposes by Section 18 of Article IX of the Constitution.

AMOUNTS, RATES, MATURITIES AND PRICES

<table>
<thead>
<tr>
<th>Amount</th>
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<th>To Yield</th>
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<tbody>
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</tr>
<tr>
<td>7,000,000</td>
<td>4.60</td>
<td>1963</td>
<td>3.00</td>
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<td>7,300,000</td>
<td>4.60</td>
<td>1964</td>
<td>3.00</td>
</tr>
<tr>
<td>7,600,000</td>
<td>3 3/4</td>
<td>1965</td>
<td>3.00</td>
</tr>
<tr>
<td>7,800,000</td>
<td>3 3/4</td>
<td>1966</td>
<td>3.00</td>
</tr>
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</table>

The bonds maturing August 1, 1975 and 1976 will be subject to redemption at par and accrued interest in inverse order of maturity on August 1, 1973 or on any interest date thereafter.

Bankers Trust Company
The Chase Manhattan Bank
The First National City Bank of New York
Drexel & Co.
The First Boston Corporation
The First National Bank of Chicago

Hahne, Stuart & Co., Inc.
Smith, Barney & Co.
Kahn, Leb & Co.
Chemical Gen Exchange Bank
Harriman Ripsley & Co.
Blyth, Blyth & Co.
Kidder, Peabody & Co.
Lehman Brothers
The Philadelphia National Bank

The Northern Trust Company
Harris Trust and Savings Bank
Continental Illinois National Bank
Chemical National Bank
Harriman Ripsley & Co.
Blyth, Blyth & Co.
Kidder, Peabody & Co.
Lehman Brothers
The Philadelphia National Bank

Lazard Freres & Co.
Merrill Lynch, Pierce, Fenner & Smith
Pillsbury, Paine, & Co.
Salomon Bros. & Hetter
Eastman Dillon, Union Securities & Co.
White, Weld & Co.
R. W. Pressprich & Co.

Equitable Securities Corporation
Shield & Company
Hennepin, Hoyes & Co.
Stone & Webster Securities Corporation
B. J. Van Ingen & Co.
Mercantile Trust Company
The First National Bank of Oregon

Bear, Stearns & Co.
Carl M. Leeb, Rhoads & Co.
Warren, Paine, Webber, & Co.
Fay, Ewer, & Co.
Hornblower & Weeks
Blair & Co.
A. C. Allyn and Company
Alex. Brown & Sons
F. S. Muscoley & Co.

Hallgarten & Co.
Clark, Dodge & Co.
L. F. Rothschild & Co.
Bache & Co.
Barr Brothers & Co.
A. G. Becker & Co.
Bevan, Bosworth & Co.
Dick & Moore-Smith
Dominick & Dominick

Francis L. duPont & Co.
Estabrook & Co.
First of Michigan Corporation
Hayden, Stone & Co.
W. E. Hutton & Co.
Lee Higginson Corporation
The Marine Trust Company
of Western New York

W. H. Morton & Co.
Reynolds & Co.
Shearman, Hammill & Co.
F. S. Smithers & Co.
Stroud & Company
Weeden & Co.
Dean Witter & Co.
Wood, Strathers & Co.
Yarnall, Biddle & Co.

Adams, McEntee & Co., Inc.
American Securities Corporation
Bancroft, Stevenson & Co.
Bacon, Whipple & Co.
William Blair & Co.
J. C. Bradford & Co.
Butcher & Sherrerd

Coffin & Burr
DeHaven & Townsend, Creutzer & Belfine
R. S. Dickson & Company
Fidelity Union Trust Company
Gen. B. Gibbons & Company
Hirsch & Co.
E. F. Hutton & Company

The Illinois Company
Keen, Taylor & Co.
Laidlow & Co.
Moore, Leonard & Lynch
R. H. Moulton & Company
The National State Bank
Win. E. Pollock & Co., Inc.
Roosevelt & Cross
Singer, Deane & Scribner

Dean Witter & Co., members of the New York Stock Exchange and other leading security and commodity exchanges, announced that G. Howard Conklin has joined the firm, in the capacity of Manager of the Industrial Research Department. Mr. Conklin was Vice-President of Dana Investment Co., New York City, from 1954 until he joined Dean Witter & Co. Previously he was with the Research Department of Laurence M. Marks & Co. which was consolidated with Dean Witter & Co. as of July 1, 1958.

He has written a number of articles for The Analysts Journal, and is one of a group of authors who have written a book on investments, to be published in December by Harper & Bros. In addition, has has taught a graduate course in investments at Rutgers University.

Mr. Conklin is a member of The New York Society of Security Analysts; a member of that Society's Education Committee; a member of the Wall Street Forum; and a member of the Financial Forum.

His earlier business experience was with The Chase Manhattan Bank, and the Hug W. Long Group of mutual funds.

Bingham & Sill With William Street Sales

Charles C. Bingham has been appointed senior regional representative for the Pacific Southwestern area of William Street Sales, Inc., national underwriters for The One Wall Street Fund and Scudder Fund of Canada. It was announced by Dorey Richardson, president of William Street Sales.

Mr. Bingham is a native of Los Angeles and has been active in the mutual fund business for a number of years on the Pacific coast. Charles P. Sill, Jr., will be associated with Mr. Bingham in the representation of William Street Sales in the area. Messrs. Bingham and Sill will make their headquarters at 630 South Spring Street, Los Angeles.

With R. J. Steichen

MINNEAPOLIS, Minn.—Guy O. Baker is now with R. J. Steichen & Co., Baker Building.

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New Issue

**$50,000,000**

**STATE OF MICHIGAN**

5%, 4% and 4 1/4% Trunk Line Highway Bonds (Series II)

(Payable Solely from Specific Amounts of Motor Vehicle Fuel and Weight Tax Allocations)

Dated August 1, 1959

Due March 1, as shown below

Bonds maturing in the years 1981 to 1983 shall be subject to redemption prior to maturity at the option of the State Highway Commissioner on any interest payment date on or after March 1, 1974, in whole or in part, by lot, in the inverse order of maturity, at 100% if called on March 1, 1974, and decreasing said redemption price by 3/4 of 1% on March 1 of each year thereafter until March 1, 1984, on and after which said date such call shall be at par, plus in each case, interest accrued to the date of redemption.

Principal and semi-annual interest (March 1 and September 1, first coupon payment date March 1, 1960) payable at City Bank, Detroit, Michigan, at The First National City Bank of New York, New York, N.Y., or at Continental Illinois National Bank and Trust Company of Chicago, Illinois. Coupon bonds in the denomination of $1,000, registerable as to principal only.

**Interest exempt, in the opinion of Bond Counsel, from Federal Income Taxes under existing Statutes, Regulations and Court Decisions Exempt from any and all taxation in the State of Michigan or any Authority within the State**

These BONDS are issued in accordance with the provisions of Act 51, Public Acts of Michigan, 1951, as amended, and pursuant to a resolution adopted by the State Administrative Board of the State of Michigan, for the purpose of providing funds for the construction of certain portions of the State Trunk Line Highway System. These Bonds are not general obligations of the State of Michigan, but are payable solely from moneys appropriated by the provisions of said Act 51, Public Acts of Michigan, 1951, as amended, to the State Highway Department from the Motor Vehicle Highway Fund, being a separate fund in the State Treasury consisting of the proceeds of taxes levied pursuant to law on gasoline and motor fuels, and on motor vehicles registered in the state, and a sufficient amount of said funds have been irrevocably appropriated by law, and resolution of the State Administrative Board adopted pursuant thereto, to pay the principal of and interest on said bonds as they mature.

**AMOUNTS, COUPON RATES, MATURITIES AND PRICES**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Coupon Rate</th>
<th>Due</th>
<th>Yield</th>
<th>Amount</th>
<th>Coupon Rate</th>
<th>Due</th>
<th>Yield or Price</th>
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<th>Yield or Price</th>
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<td>5%</td>
<td>1961</td>
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<td>$1,665,000</td>
<td>4%</td>
<td>1970</td>
<td>100</td>
<td>$2,265,000</td>
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<td>1,740,000</td>
<td>4%</td>
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<td>100</td>
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<td>1972</td>
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<td>1973</td>
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<td>2,585,000</td>
<td>4 1/4%</td>
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<td>1,985,000</td>
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<td>2,705,000</td>
<td>4 1/4%</td>
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<td>1975</td>
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<td>2,825,000</td>
<td>4 1/4%</td>
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<tr>
<td>1,460,000</td>
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<td>2,165,000</td>
<td>4 1/4%</td>
<td>1976</td>
<td>4 1/4%</td>
<td>2,950,000</td>
<td>4 1/4%</td>
</tr>
<tr>
<td>1,525,000</td>
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<td>4.75%</td>
<td>2,255,000</td>
<td>4 1/4%</td>
<td>1977</td>
<td>4 1/4%</td>
<td>3,085,000</td>
<td>4 1/4%</td>
</tr>
<tr>
<td>1,595,000</td>
<td>5</td>
<td>1969</td>
<td>5.00%</td>
<td>2,345,000</td>
<td>4 1/4%</td>
<td>1978</td>
<td>4 1/4%</td>
<td>3,220,000</td>
<td>4 1/4%</td>
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<tr>
<td>(Accrued Interest to be added)</td>
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</table>

These bonds are offered when, as if issued and received by us, subject to prior sale and the approval of legality by Messrs. Miller, Canfield, Paddock and Stone, Detroit, Michigan, bond attorneys. This is not an offer to sell these securities; said offering is made only by means of the official statement, copies of which may be obtained from such of the undersigned and other underwriters as may lawfully offer these securities in this State.


Inflation Revisited?

By THOMAS G. GIES
Associate Professor of Finance
The University of Michigan, Ann Arbor, Mich.

Michigan economist fears inflationary price rise and, thus, preserves an anti-inflationary stance to help avoid the "on our hands a boom of record proportions" and that our "relatively small amount of slack or expansion room will disappear before the close of 1959." He opposes proposals to peg the par value of government bonds, favor restrictive monetary-cautious policy, and calls for government spending cut unless greater expenditures are matched by increased taxes.

Regardless of the terms of settlement of the current steel negotiations, the U.S. economy will suffer inflation fever before 1959 is over. The virtual stability of prices enjoyed during the past 15 months will be replaced by rising prices on everything from buttons to bulldozers.

Unless we reflexes, as of prices American restrictions of state and months July University which courage the past unprecedented efforts to take stock of our capacity to output. The index of prices which we have already wiped out the late-1957 recession declines and has attained a level fully 5 1/2 percentage points above the recession peak. In terms of Gross National Product, present output is running at an annual rate of output by more than $100 billion. This impressive growth represents a combination of sharply increased productivity and healthy gains in employment. Rising productivity has been a market phenomenon during recent years as it was in the recovery periods of 1933-37 and 1948-49, although productivity gains are practically half as large as of the two previous booms and it should not be assumed that further improvement in productivity will be forthcoming this year...

Professor Gies

* A statement by Prof. Gies before the University of Michigan, Ann Arbor, Mich., July 16, 1959.
Lis Ninety-Nine Growth Areas in the Economy

The July-August issue of Business Brief, published bi-monthly by the Economic Research Department of the Chase Manhattan Bank, New York, answers the question, "what are the areas of growth in our economy?"

The Bank's current review points out that, "a recent Department of Commerce survey helps provide the answers to companies wondering which of the 300 Items for which physical volume data are available since 1929, or at least first period of production. Of these 300 products services..."

- One-third are fast growing with output increasing at an average annual rate of 5% or more; these are, over twice as fast as the long-term growth rate for the economy as a whole.
- One-half are moderately growing with the research of less than 7½% per annum.
- One-fourth is products with declining trends.

"An inspection of the list of fast growing items shows that innovation is the key to rapid growth. In 1929, less than 1% of the products with growth rates of 7½% per annum or over were introduced since 1909. The postwar period has witnessed the appearance of many new products from television and plastics to transistors, transistors, and transistors that have been developed with aggressive marketing techniques. The new computer equipment combined with aggressive marketing techniques has provided a new line of products for such aluminum as well as for steel."

"Growth rates typically are high in the early years of development of a successful new product and then drop as production expands. Many economists have divided the development cycle of: (1) rapid growth in the period when the product is securing a national market, (2) relatively constant growth in the period when growth is in the intermediate stage of distribution and consumer income, and (3) decline as some of the new products begin to take over the market. However, there is no one pattern of growth that is typical for all products."

Sustained Growth

"Chemicals and air transportation are examples of industries where high growth rates have been sustained for long periods. Research and development have played an important role in both cases."

"The growth of the chemicals industry has been marked by the development of a wide variety of new products. A McGraw-Hill survey elicited the fact that two-thirds of the research and development expenditures of the chemical industry are on new products. In 1959, 14% of the industry's sales should be products not sold in 1939. Some chemical developments result in new products that generate entirely new industry for the; for example, the development of ethylene production, for example, has resulted in the production of ethylene's.

"And finally there were a number of new chemical products. Products, such as, synthetic fibers have contributed substantially to American industry and are used in a number of new products. Synthesis agrees that a "safe" is in post..."

"Air transport, an industry of commercial significance for only years, has expanded... with the establishment of steady expansion and improvement of its productive facilities. By 1959, airline fleets have expanded at an average annual rate of 7½% per annum, while air freight and helicopter service, though of much smaller dimension, are moving up rapidly. Jet aircraft are now opening a new era of air service...""

Where Growth Has Slowed

"Uninterrupted growth is not a universal characteristic of fast growing products. As the numbers of such products experienced a noticeable slowing of growth in the early years of product introduction, growth may be temporary; in other cases it may mark a transition to a permanently lower rate of accumulation."

"Room air conditioner sales rose rapidly from 1948 to 1956 when production capacity of 12 million units was reached. Then output sagged and in 1957 and 1958 while 12% of all homes equipped with air conditioners, sales could again show substantial annual growth."

"Black and white television was the most rapidly accepted of any new consumer product. In the first 13 years of large-scale home production, homes with home equipped with television sets. Out of 14.7 million television sets in 1950 and not bettered again until 1965."

"Rates for fast growing products thus vary widely. The nature of the growth of the products and the market condition the shape of the trend line."

"There is true for moderately growing products. But here one finds that well-established products are nearing the end of their productive life and there is more of a tendency for the growth of products to slow ahead at a rate more or less in keeping with the general trend of industrial business. Steel, cement, paper, automobiles and clothing are all examples of products whose growth rates are within striking distance of this lower level."

Once again there is the hope that maybe we can get long with the cold and with the wind and with the parts and with the people and with the state of the weather. It is widespread. People there were a few different voices, including that of Senator Capehart, Republican, of Indiana. He looks up the exchange of visits, with a safe and a careful eye, cautioning the American people that "we will walk into another trap."

"Quite possibly Khruschev and Eisenhower may reach an agreement on Berlin. There is no telling how long it will last. Even as the visits were being announced Communist rebels were on the moos."

"Any agreement between the two men aside from Berlin which will serve to postpone the crisis in Berlin, that cold war worth the paper it is written on.

"Russia has not kept a single one of the agreement we made with them, with our recognition and cooperation back in Bresk. A part of that agreement was that Russia would undertake no Communist propaganda in this country. As both Littner, the then Russian foreign minister who negotiated the recog..."

"...his was left to the White House. When he was asked by one of his own men how that proposition is to be carried out. He has been widely reported to have replied the effect that "we will pay no attention to it."

Regardless of whether he said this or not, the Russians did not keep the maps and the treaty. Therefore the Communists had come to infiltrate the whole of the West German Government."

"Notwithstanding this we wholeheartedly support the idea as an ally in World War II and pay all $20 billion in lend lease...

"At Yalta it was agreed that elections would be held as soon as possible in Hungary, Poland, Czech, and other satellite states.

"Instead, Russia has proceeded to completely encompass them. After Yalta came Potsdam when Joe Stalin so impressed Harry Truman that the latter said: "If I was Joe."

"However, the next move good sale was made to invade South Korea. They are now trying to force us out of Berlin, whereas if it hadn't been for us Russia would not be where herself."

"We have kept other and friendly dictators at arms length. Any suggestion that France of Spain, or Trujillo of the Dominican Republic, be invited to this country, or be given the benefit of the doubt, is not. They will never be the dictator that Khruschev is. They are dictators all right but they are friendly to this country. They play ball with the West."

"Up until now it has been a question of who thought something, in some way they could get along with the Soviet. Now the Russian..."

"The cost of these visits will likely receive universal approval. It will be highly popular in Great Britain; it's not so popular in France and West Ger..."

If it does no more it will mean nothing to us, and would do nothing for Berlin until the conference between the two men was over. But what about the Middle East? Is Khruschev likely to promise that he will let up in that area. Right now he is a disarming element in our own hemisphere. The Communists have finally been run out or at least removed from positions of influence in Guatemala but there are nests of them in Cuba and Nicaragua and they are believed to have been behind the unrest in Panama."

The exchange of visits is directly attributable to Vice-President Nixon's visit to Russia. The reaction to his visit has been highly favorable in this country and it has undoubtedly added to his standing as a Presidential candidate.

"Strangely enough Senator Capehart is the only avowed supporter of Rockefeller has in the Senate. Nixon is well known the unfaithful of the choice of party officials. This is understandable. They feel that Nixon, liberal or conservative—and there is a question whether he will win this party to win major party. They can count on him to play ball with the party."

They are uncertain about Rockefeller. In his gubernatorial campaign he did not use the word "Republican" a single time. He ran as Rockefeller.

Zilka, Smither Co. Opens Seattle Branch

SEATTLE, Wash. — Zilka, Smither & Company, Inc. has announced the opening of an office in the Logan Building under the management of C. Arnold Taylor.

With Dean Witter & Co.

(Special to The Financial Chronicle)

SAN FRANCISCO, Calif.—David W. Thomas is now affiliated with Dean Witter & Co., 45 Fluor Street, San Francisco, a member of the New York and Pacific Coast Stock Exchanges.

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

NEW ISSUES

Superior Window Company

50,000 Shares

70¢ Cumulative Convertible Preferred Stock

(86¢ Par Value)

Price $4 per share

Copies of the Prospectus may be obtained in any state from the several Underwriters included the handwriting of the securities in each state."

CRUTENDEN, FODISTA & Co.

Price $10 per share

125,000 Shares

Class A Common Stock

($1 Par Value)

Price $4 per share
Planning to Automate—Why?

By JAMES L. GREEN
Chairman of the Department and Professor of Economics
Graduate School of Business
Air Force Institute of Technology
Wright-Patterson Air Force Base, Ohio

Incentives responsible for decisions to automate or not to automate are outlined by the author who finds that labor cost, and even productivity, are often of secondary importance. It is shown that a firm may decide to automate for reasons other than labor cost or productivity. Professor Green observes that automation does not significantly reduce overall labor costs or personnel requirement—rather it upgrades the labor force and has yet to be fully utilized, and causes permanent technological unemployment.

Automation is rapidly replacing "operation research" and "economic management, as the popular buzz word" of the day. Business executives state that they consider automation as an integral facet of new investment, growth, and expansion. Everywhere—in the factory, office, retail trade, banking, warehousing, and distribution channels—automation is considered synonymous with efficiency. Expansions of automation control their processes keep unit costs down and thus promote and enhance economic advantages to be gained. It is the source, variety, and nature of these economic advantages that we intend to explore in this discussion.

Automation and Mechanization

Many writers endeavor to differentiate, as a sequence of distinct importance, between automation and mechanization. This difference, for our purposes, is immaterial and irrelevant to this presentation. We will lump recently developed technology—available in many different categories under one category and call it technological capital investment. This follows from the above—that is, technology is considered synonymous with business executives as an integral facet of today's plan of capital investment. The economic flavor of this analysis is summed up in the question many executives are asking themselves: "What technological investment in automation will pay off?"

James L. Green

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of its securities. The offer is made only by the Offering Circular. These securities are offered at a speculation.

300,000 Shares

Horizon Land Corporation

Common Stock

Price $1 per share

Ross Leon & Co., Inc.

Members New York Stock Exchange Members American Stock Exchange

41 East 42nd Street

New York 17, N.Y.

The Commercial and Financial Chronicle . . . Thursday, August 6, 1959
Re-Examining the Practice of Favoring Top Rated Municipal Bonds by RICHARD A. WESTCOTT

Bond Department, The First National Bank of Chicago

Inflation-induced rediscovery that municipal bond ratings do not measure all the risk related to the bond is full in judging the worthwhileness of an issue is documented by Mr. Westcott’s analysis of state and municipal bond price movements. The Chicago bank municipal specialist shows that lower credit standings, as high do top rated issues during bond price depreciation periods and, thus, should be included in the bond portfolio.

A study of the Moody’s municipal bond average of Illinois from 1951 through 1958 indicates that the range of yield fluctuations and contrasted the dollar market prices of higher grade bond obligations have been greater than that experienced in the case of lower grade bond obligations. It is felt, is of the opinion that the risk of inflation is less in the case of fixed-return obligations carrying the higher credit ratings. Furthermore, a request made that the rating agencies be less in the case of lower grade obligations.

In part, this conclusion is correct for in assigning ratings the objective to maintain is usually related to possible the likelihood that interest rates will be paid as to when it is due and that will be retired at maturity.

Interest Rate Risk

However, in recent years investors have discovered and rediscovered to a greater extent that the risk of loss by virtue of a failure to pay interest when due or repayment when it is due and that it will be retired at maturity.

December 1953, the percentage of new issue, high and low yield points reached during the period the four rating classes of bonds were compiled. The average range of yield fluctuation was as follows:

<table>
<thead>
<tr>
<th>Credit Rating</th>
<th>Average Yield Range</th>
<th>Average Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA</td>
<td>2.55-25.7</td>
<td>13.8</td>
</tr>
<tr>
<td>AA</td>
<td>2.54-26.9</td>
<td>13.8</td>
</tr>
<tr>
<td>A</td>
<td>2.61-28.0</td>
<td>13.8</td>
</tr>
<tr>
<td>BAA</td>
<td>3.32-19.9</td>
<td></td>
</tr>
</tbody>
</table>

While the percentage range of yields of bonds issued with AAA rated municipal obligations was not substantial, the factor of “interest rate” risk borne more heavily on the higher rated issues.

Prosperity Enhances Their Value

The reasons for the greater stability displayed by municipal bonds is that the low credit ratings are not difficult to find, and the AAA the likelihood of non-payment of interest or principal. Any is correctly speaking, absent and as a consequence only interest rates bear upon the market price of the obligations while they are outstanding... as interest rates rise market prices are depressed and falls of interest rates rise.

It is felt, therefore, that every investor, individual and institutional, must consider not only the likelihood of non-payment of interest or principal but also the chances that he will find it necessary to liquidate his holdings during a period of higher interest rates and depressed market prices of outstanding obligations. It is this latter risk that has particularly worried commercial banks and should be weighed carefully in planning the general investment criteria to be adhered to in the administration of the bank’s bond portfolio.

The conclusion reached regarding the relative risks of ownership of differently rated municipal bonds is that the relationship of yield changes on obligations carrying certain ratings, e.g., AAA, A, and BAA as assigned by Moody’s Investors Service, is illustrated in the Treasury-Federal Reserve “analog” following. (Moody’s in this instance usually considered marking the commencement of a free money market with interest rates directly influenced by credit supply and demand forces) and ending in

Whitehead Heads Div. In Sister Kenny Appeal

Louis H. Whitehead, of Nye & Whitehead, investment advisors and members of the New York Stock Exchange, veteran of several Sister Kenny Foundation fund appeals, has joined again for 1959 and will direct the Mutual Funds Division. Announcement was made by General Chairman Charles A. Wyman, Vice-President of the Paintague Company. Goal of Commerce and Industry for Greater New York in the Kenny appeal is $250,000 toward the over-all Eastern Area figure of $542,000. The appeal will be held from August through October. The Kenny Foundation provides treatment and rehabilitation for crippling disabilities, including polio.

Chappelle Opens Branch

THALOOSA, Ala. — Frank Chappelle & Co. has opened a branch office at 200b First St., under the management of Robert D. Winch.

W. G. Nielsen Branch

GLENDALE, Calif. — W. G. Nielsen Co. has opened a branch office in downtown Glendale under the direction of Lawrence T. Montgomery.

Stern Bros. Add

(Special to The Financial Chronicle)

OMAHA, Neb. — Charles L. Betzelberger has been added to the staff of Stern Bro. & Co., Inc., Insurance Building.

Juniors Gage-Wiley

(Special to The Financial Chronicle)


This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

Not A New Issue

August 6, 1959

200,000 Shares

The Crowell-Collier Publishing Company

Common Stock

(Par Value $1 per Share)

Price $214 per Share

2000 Shares

The Crowell-Collier Publishing Company

Common Stock

(Par Value $1 per Share)

Price $214 per Share

Copies of the Prospectus may be obtained from the undersigned.

Carl M. Loeb, Rhoades & Co.
H. A. Hobson Joins Delaware Funds

PHILADELPHIA, Pa.—The appointment of Harold A. Hobson, Jr., as a midwestern representative for Delaware Fund and Delaware Income Fund was announced by W. Linton Nelson, President of Delaware Distributors, Inc., the Fund's national distribution organization.

Mr. Hobson is formerly associated in analytical and sales capacity with the investment banking firm of Bornblower & Weeks in their Chicago office.

In this new Delaware post, he will continue to work out of that office where he also has his home.

P. T. Kavaanaga
With First California

SAN FRANCISCO, Calif.—Pat B. Dawkins, Jr., has been appointed manager of First California Chem. Co., on ground floor offices at 441 California Street, San Francisco.

Mr. Kavanaga formerly was president of Eastland, Douglas & Weeks, Inc., San Francisco investment firm. He has been engaged in the securities business here since 1920 except for four years of service in the U.S. Marine Corps during World War II.

James W. Glanville Joins
Lehman Brothers

Faulkner, Dawkins & Sullivan Opens

Faulkner, Dawkins & Sullivan, members of the New York Stock Exchange, has been formed with offices at 31 Broad Street, New York City. General Partners are Dwight F. Faulkner, Richard B. Dawkins, Albert H. Faber, Jr., John F. Sullivan and John C. Dawkins.


Mr. Dawkins, 52, is a native of Chicago. He began his career in commercial banking in 1913 and has been connected with the chemical industry since 1926 as a sales representative. He has been associated with the Glanville Oil & Gas Co., Inc., previously.

Mr. Dawkins is currently a partner in a Chicago buying agency.

PUBLIC UTILITY SECURITIES

BY OWEN ELY

California Water & Telephone Company

California Water & Telephone Company, with annual revenues of $22 million, successor to several of the Los Angeles, 2,400 square miles and a population of over 22,000,000. The company has served the Los Angeles area since the early 1930's; the number of telephones in the city has more than tripled in the past 40 years. The Los Angeles, Riverside and Pomona area are also served. Water is supplied to a population of 22,000. The company in Monterey Peninsula area, to a part of Los Angeles County and to the San Diego area, has been a subsidiary of the Southern California Telephone Co. Since the company was incorporated in 1896 another name, a large number of utility companies were acquired in 1955, there were subsequently dissolved so that properties are now owned in fee. Western Utilities Corp. has working control of the company through ownership of the common stock of C. H. Loveland being President of both companies.

The company does not follow a policy of "selling out" to municipalities or other local agencies. The 1958 report to stockholders stated:

"A "A Municipal Water District has been formed on the Monterey Peninsula for the purpose of investigating several attempts to achieve public ownership and operation of the water systems serving the area. We have advised the district that it is other public agencies, that have considered requisition of certain of our water properties, that we are operating utility and our properties are not for sale. However, we must recognize the public's right to an eminent domain and the possibility that condemnation proceedings may some day be instituted." In June the San Diego City Council ordered preparation steps for acquisition of the company's water facilities in south San Diego County in the form of a public utility.

The company has enjoyed very high revenues increasing from $4 million in 1948 to around $22 million currently. Net earnings per share have increased from $1.79 in 1956. The increase will have been greater had it not been for the supply of electricity and the fact that the company's water facilities in south San Diego County have not been acquired.

As a result of an increase in the number of system telephones on 8% and a gain in the number of water customers of 5%, together with the increases described above, revenues increased 22% last year. California Water & Telephone has been quoted recently around $7 in the over-the-counter market holding about 4% based on the $1.20 dividend rate. Dividends have been paid continuously since 1940, increasing from 10 cents in 1940 to 75 cents in 1957. In the past 12 months March 31, share earnings were $1.80 on a basis of 1,650,000 shares.

Mills, securities for one year, but with earnings rising at only 15%, a comparatively modest figure as compared with utility stocks generally.

FHL Banks Sell Notes

Public offering of $247,000,000 principal amount of Federal Home Loan Bank Notes 4.65% due March 23, 1983, was underwritten by the Federal Home Loan Board through the U.S. Government's Federal Financing Bank, agent of the Banks, and a nationwide group of security dealers. The notes are currently yielding 4.0% and will carry a minimum yield of 4.125%.

Two with Morgan

(Special to The Financial Chronicle)

LOS ANGELES, Calif.—B. Miller & Co., R. Rice and J. A. Winch & Co., Inc., are now affiliated with Morgan & Co., 343 South Street, personalized for FRASER.
Common Market’s Significance
To the American Economy

By GEORGE W. BALL

In recent European developments, Mr. Ball offers his own private views on the European Common Market’s significance to rebuff charges that U. S. industry’s exports will suffer as a result of a Common Market’s policies. He discusses the implications of the Common Market for economic policy in the United States. He believes that the Common Market’s implications for the U.S. are significant and that the U.S. should be prepared to respond to the challenge.

The Court is building up a body of decisional law which will constitute a kind of European jurisprudence. It now has on its docket over 60 pending cases.

The political character of the Common Market has become apparent with the Treaty of Rome. Under its provisions, the member states enter into a political integration—ultimately toward European federation. Both in the political integration and economic integration was the means to a political end.

The character of the Community is most evident from the institutions created to express the development of common policies and to give effect to those policies. The institutions which have entered into the political integration—ultimately toward European federation—were a specialized Council of Ministers, a Parliament of Ministers, and a European Court of Justice.

The executive power of the government of the Community is shared by a Commission and a Council of Ministers. The Commission, which has the day-to-day responsibility for the administration of the Treaty of Rome, is composed of “Europeans”—men appointed for fixed terms who are to act on the Community as a whole and not as representatives of any national state.

The judicial power is vested in the European Court of Justice as the supreme judicial body with final jurisdiction to decide all legal controversies arising under the Treaty. It may hand down decisions binding on all member states.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of this Stock.

The offering is made only by the Prospectus.

NEW ISSUE

1,000,000 Shares

VOSS OIL COMPANY

Class A Common Stock

(No Par Value)

Price $1.00 per Share

The Prospectus may be obtained only from such of the undersigned and other Underwriters as may legally offer the securities in this State.

Hill, Darlington & Co.
P. W. Brooks & Co.

Sterling, Grace & Co.
Cohn & Middlebrook

Granger & Company

August 5, 1959

This content is not available.
Continued from page 15

Common Market's Significance
To the American Economy

ization of quotas on dollar imports in time with the improved exchange position of individual members. These trends continue, and I am sure we shall see more such moves in the near future.

On the basis of these observations one might be tempted to draw the conclusion that the Common Market is a prelude to the kind of regional political arrangements that have been called for by the United Nations, the American Community and the Council of Europe. But one might just as well assert the opposite, that the Common Market is a prelude to the kind of economic arrangements that are the forerunners of any political community.

While long-range predictions are hazardous, I see every reason why we may well look forward to a liberalization of trade between the United States and the Common Market. In my judgment the Common Market will expand the area in which American goods and services are available as well as increase the number of American producers who will be interested in participating with local producers.

I am inclined to think that this is at best a partial, and in many cases a wholly inaccurate, explanation of the American response. The developments in the United States that are being affected by the Common Market are far more comprehensive. For example, the American response to the Common Market will be determined by the beliefs and values of those who form the clientele of the Common Market. If they believe in the traditional American economic philosophy of free trade, and if they have a sense of the value of the American way of life, then the American response will be one of enthusiasm. On the other hand, if they believe in the traditional American economic philosophy of government intervention, then the American response will be one of skepticism.

The American response to the Common Market will also be determined by the beliefs and values of those who form the clientele of the United States. If they believe in the traditional American economic philosophy of free trade, then the American response will be one of enthusiasm. On the other hand, if they believe in the traditional American economic philosophy of government intervention, then the American response will be one of skepticism.

In conclusion, I believe that the Common Market is an important development in the world's economic history. It is a development that will have a profound impact on the United States, and it is a development that we should be prepared to deal with in a responsible manner.

Growell-Collier

Stock Offered

A secondary offering of 200,000 shares of $1 par value of common stock of Growell-Collier Publishing Co. at $1.25 per share was made late yesterday (Aug. 5) to No. Mor. Rhoades & Co. and associates.

The selling stockholders are: John Growell, Growell Publishing Co., 151 Bannock St.; Harold S. Knapp Corp., 4432 shares; Claire K. Dixon, 3000 shares; Mrs. Gates Whiting and Lois M. Fadden, 10,000 shares each.

The principal business of Growell-Collier is the publication, through a subsidiary of Collier's Encyclopedia (Printers) Inc., of a large number of national and local newspapers, the Proceedings of which are distributed through the national and local newspapers.

Lester, Ryons & Co.

JOINS A WAYNE HOUNS POST-HOUGHTON

PASADENA, Calif. — Ralph M. Longmire has joined the staff of J. A. Wexler & Co. Security Building.

A. J. WEXLER WITH
Richard Harrison, Inc.

(Special to The Financial Chronicle)

SACRAMENTO, Calif. — Albert J. M. Hounse & Co., in which he has been a director of the Company since 1939, has been added to the list of clients of the company. The company, which was founded by Albert J. M. Hounse in 1939, is now known as J. A. Wexler & Co. Security Building.

Birr adds to staff

SAN FRANCISCO, Calif. — Myron M. McElwain has been named assistant to the chief financial officer of the company, which will be known as the San Francisco Financial Corporation. The company, which was founded by Myron M. McElwain in 1939, is now known as the San Francisco Financial Corporation.
The Market...and You

BY WALLACE STREETER

The pattern of rough general irregularity at the present moment, but an industrial average that forged laboriously but persistently to a series of all-time peaks, continued this week with an occasional interruption to the forward program. There was no sharp unraveling of normal in a market that seldom goes in one direction for too long.

It added up to a summer rally by the blue chips that hasn't yet shown convincingly that it is all over. The initial target for the rally has been rather widely seen as the 680-685 area, a figure computed on expectation of an earnings rebound that might be anticipated fully. And the average just about made the lower level of the target area for an improvement so far this year of nearly 100 points in this barometer.

* * *

Oils had come out of their doldrums and showed strength enough times to make it seem more than a casual stirring. But that did little to clear up other areas where uncertainty has been a way of life for a long time now, such as the utilities and rails which drooped even when industrial's found the going easy.

Defense Issues Slowed by Political and Earnings

Defense shares were definitely easy on occasion, again not a new note. Attempts to interpret that strength as one that might be utilized to the countries by the heads of the United States and Soviet Russia as an end to the cold war and an end of defense work seemed strained; it was more plausible that the poor earnings statements from those areas were more responsible.

* * *

Except for an occasional item where a strong improvement came as a surprise, or vice versa, neither the actual figures nor good dividend ac-

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made by the Offering Prospectus.

AMERICAN ASIAN OIL CORP.
20,000,000 SHARES COMMON STOCK
(Par Value $1.00/ Equivalent to $1.50)
OFFERING PRICE $10125 PER SHARE

Copies of the prospectus may be obtained from such of the undersigned as are registered dealers in securities in this state.

WELLINGTON HUNTER ASSOCIATES
15 EXCHANGE PLACE, JERSEY CITY 3, N. J.
HE 5-6065

GABERMAN & HAGEBORN, INC.
MANILA, PHILIPPINES

of its program to snap back includes disposing of several marginal or unprofitable units that hampered it last year.

Motors Subdued; Suppliers Active

Auto shares were the subdued section, including the independents which have had a good play on occasion up here; the scene being how the compact car competitive battle will shape up this fall. There was, however, improvement in expectation being paid the auto suppliers. Their reports indicate that business did pick up probably as auto output ran well ahead of a year ago until the shutdown for new models started.

U. S. Rubber illustrated the auto rebound with its double profit for the June quarter, along with a nearly double first half net. U. S. Rubber, however, is a big factor in the replacement tire market that is separate from the original equipment business. And it has trimmed the tire volume to where there is only about half of sales, with the company now in a dominant position as a supplier of chemicals to the rubber industry. The upturn also makes this company a candidate for dividends as the expansion in the expectation that the current rate will be covered some 21/2 times over by profit this year.

The Search for Higher Yields

The hunt for adequate yields as the fast-moving issues soar to insignificant returns centered occasionally on the shoe shares, which have been a pedantically good buy as a seemingly irreproachable market. Endicott Johnson, for instance, has year after year maintained the 13% rate for years, and its shares still sell well below the price of the drills the factory room. A recent offer to The Financial Chronicle (Special Supplement) for $19.75 a share is not far below the $17.50 a share of a similar issue a year ago.

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The Financial Chronicle (Special Supplement) for $19.75 a share is not far below the $17.50 a share of a similar issue a year ago.
The appointment of Richard L. Cluett as an Assistant Trust Officer of the Trust Company, New York, N. Y., was announced by Mr. Cluett on Friday, Chairman of the Board.

Mr. Cluett joined the bank in 1906 as Assistant Trust Officer in the Trust Department. He became Assistant Trust Officer in 1919, and in 1925, he was appointed to the position of Assistant Trust Officer.

Mr. Cluett is assigned to the bank's 27th Street office.

Harold W. Johnson, formerly Assistant Trust Officer, has been named a Trust Officer at Bankers Trust Company, New York, N. Y., it was announced July 30 by William H. Moore, Chairman of the Board.

Coincident with the announcement, Mr. Moore made another change by the appointment of Arthur Dixon, Personal Trust Officer, to the position of Assistant Trust Officer.

Mr. Johnson has been with Bankers Trust Company since 1926 and has spent the majority of his career in the Trust Department. He was appointed an officer of the bank in 1923.

Mr. Dixon began his career with Bankers Trust Company in 1923.


The Centreville National Bank of Watervliet, R. I., increased its capital stock to $1,000,000 last week, which increased its legal capital to $150,000, and provided for raising an additional $50,000.**

The Centreville National Bank of Watervliet, R. I., increased its capital stock to $1,000,000 last week, which increased its legal capital to $150,000, and provided for raising an additional $50,000.

LEGAL NOTICE

NOTICE OF NAMES OF PERSONS RETURNED TO STANDARDS OF INCOME OR CREDIT

The names whose names and last known addresses are set forth below appear to be persons not holding their assessed income or credit above the standards of income or credit prescribed by the board of supervisors of the city of New York.

AMOUNT DUE ON INCOME OR CREDIT

Joseph T. Duggan, 120-84 22nd St., Forest Hills, N.Y.
Joseph T. Duggan, 112-64 22nd St., Forest Hills, N.Y.
John H. Duggan, 120-84 22nd St., Forest Hills, N.Y.
John H. Duggan, 112-64 22nd St., Forest Hills, N.Y.
Joseph T. Duggan, 110-82 23rd St., Forest Hills, N.Y.
John H. Duggan, 110-82 23rd St., Forest Hills, N.Y.

Can be reached by:

Commercial Depository: Notrorr's National Bank & Trust Company.

The following a meeting of the Board of Directors of the Trust Company of Georgia Associates held Aug. 13, 1929, Charles E. Thwaites, Jr., Chairman, was called to order by Mr. Thwaites. Mr. Thwaites reviewed the past year's activities and the current financial situation of the Trust Company of Georgia, Atlanta, Ga.

Ivy W. Duggan, President of the Associates, has been advised by the board of directors to take all necessary steps to reduce the activities and reduce the profitability of the bank. The board has decided to terminate the Trust Company of Georgia Associates.

The firm of Duggan, Senior Vice-President of the Trust Company of Georgia Associates, was elected President of the Board of Directors and J. Arch Avary, Jr., was named Executive Vice-President of the Associates.

William E. Bowdoin was formerly President of the First National Bank of East Point and has been elected President of Peoples First, a new bank in Atlanta. Mr. Bowdoin has been with the Trust Company of Georgia Associates.

He is a Senior Vice-President of the Trust Company of Georgia Associates. He is a Senior Vice-President of the Trust Company of Georgia Associates.

The election of both Mr. Bowdoin and Mr. Duggan to the board was made solely by the two presidents.

The Capital National Bank of Austin, Texas, increased its capital stock to $1,000,000, which increased its legal capital to $150,000. The increase in capital was accomplished by the purchase of new shares outstanding, 12,000 shares, par value $50.

Kenneth Bowie, was elected Aug. 3 a member of the Board of Directors of the Capital National Bank of Austin. Mr. Bowie is a member of the Capital National Bank of Austin. Mr. Bowie is a member of the Capital National Bank of Austin.

At the same meeting the following directors were elected to serve three years and continue as a member of the Norris ton/ Regional Executive Committee:


The First National Bank of Ironwood, Mich., increased its common capital stock from $300,000 to $400,000 by a stock dividend of 13.333%, which increased its common capital stock to $400,000. The increase in capital was accomplished by the purchase of new shares outstanding, 12,000 shares, par value $33.333%.

Joseph M. Dodge, Chairman of the Board of Directors of the National Bank & Trust Company, Silver Spring, Md., July 23 announced the election of Louis A. Farber as a member of the bank's Board of Directors.

By a stock dividend, the First National Bank of Beekmantown, N.Y., increased its common capital stock from $240,000 to $300,000 by a stock dividend of 25%. The increase in capital was accomplished by the purchase of new shares outstanding, 5,200 shares, par value $100.

The First National Bank of Binghamton, N.Y., increased its common capital stock from $25,000 to $25,000 by involuntary liquidation by a resolution of its shareholders dated July 8, effective July 13. Liquidating the assets of the bank, the First National Bank of Binghamton, N.Y., will be dissolved and the remaining assets will be distributed to the shareholders.

FLB to Offer Bonds

The 12 Federal Land Banks are preparing to offer publicly $900 million of 90-day short-term bond proposals, and the present indications are that the banks do not have too much in the way of margin to meet the demands that could be made on them. To go with the new short-term bond proposals, the banks are also making available to the deposit institutions in this way there would not be further indications that the funds will not be utilized to the extent that the money markets will not be exclusively restricted because of the needs of industry and commerce have been met. On the other hand, the banks could reduce the prime rate and the discount rate this fall because of the bond demand for two million.

Our Reporters on Government

BY JOHN T. CHIPPENDALE, JR.

[L.E.D. NOTE--Rather unexpectedly, the Treasury late yesterday (Aug. 5) announced its next financing offer, involving cash borrowing of $7 billion. Of this amount, $7 billion will be sold at auction. Some of the same day bills will be sold on $1 billion of tax bills, payment for which is to be made on Aug. 19.]

The Treasury continues to show signs of deliberate caution, but there are no indications yet that the obligations will be sold in any large volume. The Treasury has been told that the prime investments were in the past. It is the opinion of not a few money market specialists that the trend of the bond market is not necessarily a sign that money will be readily available. The Treasury is strong and the course of the equity market is also up. The Treasury has been told that some money market specialists believe that the Treasury will work again with time.

The Treasury has been told that there is not expected that there will be very much change in the demand for Treasury issues other than the short-term obligations. It is expected that the Treasury will work again with time.

Money and Capital Markets Buoyant

The money market appears to be settling down to the process of digesting the refunding issues, while at the same time it is expected that the bond market will continue to show signs of improvement. The trend of the money market is not necessarily a sign that money will be forthcoming. The bond market has been told that the Treasury will work again with time.

The Treasury has been told that the money market is not necessarily a sign that the Treasury will work again with time. Some money market specialists believe that the Treasury will work again with time. The bond market has been told that the trend of the equity market is also up. The Treasury has been told that some money market specialists believe that the Treasury will work again with time.
This, too, is Texas Eastern

The system that keeps on growing... year after year

In 12 years, Texas Eastern's pipeline system has grown from 3,182 miles to approximately 8,000 miles... and from one system to two — one delivering natural gas and the other petroleum products.

The natural gas transmission system, alone, includes over 6,100 miles of pipe, spans 15 states between Mexico and New York and delivers more than 600 billion cubic feet of gas a year for use in countless homes and industries... with the number constantly increasing.

Our second pipeline unit, the Little Big Inch Division, includes over 1,800 miles of pipe, and is, today, one of the nation's largest and most important petroleum products transportation facilities. The Little Big Inch system serves as a vital link between refineries of the Gulf Coast and Mid-Continent areas and the vast markets of the Midwest — transporting the full range of clean petroleum products: gasolines... jet and diesel fuels... heating oils... and — of ever-increasing importance — liquefied petroleum gases (propanes and butanes).

Truly, ours is a growing pipeline system — growing in length... in volume and variety of services... and in value to the nation as a versatile transporter of natural gas and petroleum products.

TEXAS EASTERN TRANSMISSION CORPORATION

PRODUCERS • PROCESSES • TRANSPORTERS
Natural Gas • Crude Oil • Petroleum Products

TEXAS EASTERN
Transmission Corporation
HOUSTON, TEXAS • SHREVEPORT, LOUISIANA
Career Opportunities Beckon In the Securities Business

A panel discussion, moderated by Worthington Mayo-Smith, President of the Investment Association of New York, and Associates, was held by the Securities Pan industry. The discussion, from top to bottom, was that growth is driven by the principal attractiveness of municipal bond sales; underwriting is depicted as the heart of investment banking; the syndicate department is charted as the link between buying and selling departments; and research is said to be area that can make money; and the unfolding of opportunities in sales is underscored.

An important feature of the recently concluded Ninth Annual Forum on Finance, sponsored by faculty members of American University and Universities was the presentation of three treasurer's reports by Worthington Mayo-Smith, Assistant Manager of Blair & Co., and President of the Investment Association of New York, and its members consisted of: Robert P. Seebeck, Syndicate Department, Smith, Barley & Co.; John E. Friday, Jr., Buying Department, Morgan, Stanley & Co.; Walter P. Stern, Manager, Research Department, Burnham & Co.; William J. Ruane, Sales Department, Kidder, Peabody & Co.; and John F. Lipscomb, Municipal Department and Vice-President of W. H. Morton & Co.

The text of the talks, prefaced by the introductory remarks of Worthington Mayo-Smith, are reprinted below:

By W. MAYO-SMITH

Asst. Manager, Blair & Co. and President, Investment Association of New York

I just want to say again how much the L.A.N.Y. enjoys participating in this program. The opportunity to discuss our industry with a group such as this is truly a unique experience.

Before introducing the speakers, perhaps we should take a look at the elements on the task force and try to explain to you why they have been chosen. Each of these panels is unique in the L.A.N.Y. Questionnaire conducted in 1967.

Because of the membership includes only 505 men working primarily in New York City these figures may not be entirely representative of the industry as a whole. Now, it is my pleasure to turn the rostrum over to the members of the panel.

THE SYNDICATE FOR YOUNG MEN

By ROBERT P. SEEBECK

Syndicate Department, Smith, Barney & Co.

Robert P. Seebeck

Mr. Seebeck depicts the bright future of the underwriting business and opportunities for young men today. His presentation on the status of the syndicate department was moderated by Worthington Mayo-Smith, Assistant Manager of Blair & Co., and President of the Investment Association of New York, and its members consisted of: Robert P. Seebeck, Syndicate Department, Smith, Barney & Co.; John E. Friday, Jr., Buying Department, Morgan, Stanley & Co.; Walter P. Stern, Manager, Research Department, Burnham & Co.; William J. Ruane, Sales Department, Kidder, Peabody & Co.; and John F. Lipscomb, Municipal Department and Vice-President of W. H. Morton & Co.

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THE SYNDICATE FOR YOUNG MEN

By ROBERT P. SEEBECK

Syndicate Department, Smith, Barney & Co.

Mr. Seebeck depicts the bright future of the underwriting business and opportunities for young men today. His presentation on the status of the syndicate department was moderated by Worthington Mayo-Smith, Assistant Manager of Blair & Co., and President of the Investment Association of New York, and its members consisted of: Robert P. Seebeck, Syndicate Department, Smith, Barney & Co.; John E. Friday, Jr., Buying Department, Morgan, Stanley & Co.; Walter P. Stern, Manager, Research Department, Burnham & Co.; William J. Ruane, Sales Department, Kidder, Peabody & Co.; and John F. Lipscomb, Municipal Department and Vice-President of W. H. Morton & Co.

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However, the tedium, even from the position of $50 per week, is not kept up. The interval by participation in meetings to discuss the contents of the propositions is the key to the approach to a new piece of financing.

Our organization is relatively small, and we have no formal training program. We are put right to work and within a very short time I was assigned to a team working on a new issue. The team will consist of a partner in the department, a senior staff member, a junior staff member or two and, on marketing problems, a partner in the soliciting department, to make the best of our great advantages, in my opinion, of working in the buying department and being able to mediate exposure to the thinking of the personnel in all the parts of the business. At the same time, in working on a new piece of financing, the team from the buying department will meet with top officials of the corporation involved and senior members of the law and accounting firms involved. One may go for a year or more without ever opening his mouth to the presence of these people (and as a matter of fact a young man is better off doing just that), but the wealth of experience, knowledge, and judgment which he can gain from simply listening and doing what he is told much more than compensates for a feeling of unimportance.

Offers an Example

For example, when I had been in the business less than two years I was assigned to work as a junior member on our team preparing a big issue of debentures for one of the largest steel companies in the country. We did a great deal of work on the prospectus in the Board Room of the company surrounded by portraits of their famous past directors. Sitting at the same table and working directly (although very quietly) with the very top officials of the company was an experience I’ll not soon forget.

The first issue I ever worked on for the firm involved the complete recapitalization of a medium-sized chemical company, including the issue of debentures, common stock, and preferred stock, the latter both for the company and for several selling stockholders. It had about everything you can get in one piece of business. No one can say it has been a fascinating experience to watch this company, at the time practically unheard of outside of the chemical industry, grow into a well-established company, the stock of which has attracted a very large following on the New York Stock Exchange. Because of the importance to this company of that original piece of financing, the company officers who worked with us consisted entirely of the very top echelon beginning with the chairman and the president.

In addition to close association with top corporate officials, the further advantage to a man in the buying department of a good deal of travel and interesting experience in this regard has been fascinating, but not entirely unique. In 1954 when we undertook the first offering in this country since before the Second World War, the obligations of a European government were issued in Belgium working on a registration statement, which I had to build up completely from scratch and the material for which was given to me only in that country. In addition to the work involved, this showed a good bit of the country and we were given very elaborate and impressive dinners by the Minister of Finance and the Governor of the National Bank of Belgium. These dinners were the sort that involved liveried footmen behind every chair, numerous wines and the elaborate cuisine which is typical of Belgium. I might add, however, that there must have been more work than good food because fortunately I weighted less when I came back than I did before I went. That sort of trip is, of course, one of the more spectacular.

Less Romantic Aspects

There is, however, a great deal of slightly less romantic but equally instructive travel involved, usually because we find it advantageous to work on new issues at the company’s headquarters rather than in our own office. We feel it is most important to inspect the properties of a company for which we are going to act as managing underwriter, and we find it necessary in the interests of efficiency to be close to the source of corporate information, the need for a great deal of which is often not apparent until the work is well underway. In our firm there is not much specialization within the personnel of the buying department and therefore, it is quite likely that a young man in the course of several years will inspect manufacturing establishments ranging from a brewery to a strip mill, from a petroleum refinery to an automobile assembly plant. He may inspect an electric generating plant, a railroad switching yard, a demonstration of farm machinery, and generally almost every kind of business where there is the possibility of a need for capital. He is expected to observe such things not in wide-eyed awe but with a large degree of perception and understanding.

In the course of bringing a new issue from securities to market, the buying department representative must thoroughly understand the business of the issues from all points of view including that of its competition; he must be able to discern potential weak spots as well as areas of strength, and he must consider the future of the business as well as its history. I think it must be clear from what I have tried to describe that the work in a buying department encompasses virtually all phases of business, and from that point of view it affords a young man about as broad an education as any business I know of. One of the principal advantages of such work is the eventual feeling of being at least something of an expert on a particular subject. Of course, one goes from being an expert on one subject to being an expert on perhaps a completely different subject as he progresses from issue to issue and he may well lose some of his previous expertise in the transition, but at least during the time he is working on a given piece of business he is, or should be, an expert in that particular business on whom other members of his firm, particularly in the syndicate and selling ends, may rely. There is something very satisfying, particularly to a young man of limited experience, in being regarded by senior people in the organization as an expert. Clearly, such a position is precarious if one hasn’t done his homework, and certainly a great deal of work and often long hours are necessary in the attainment of that position; but the satisfaction of having a ready and accurate answer to even one question posed by a senior man in the firm.

Continued on page 22

New All-Time Record Sales: $545,998,493
New All-Time Record Earnings: $16,817,466

General Mills’ Annual Report for 1958-59 is a story of progress. Thanks to the devoted efforts of the thousands of men and women who make up our company, this record has been made possible. Our thanks, also, to the millions of customers who buy the company’s ever-expanding variety of products.

The figures below provide the barest skeleton of General Mills’ financial performance for its 31st year. You are invited to write for a free copy of the complete report. Address: Public Relations Department, General Mills, 9200 Wayzata Boulevard, Minneapolis 26, Minn.

<table>
<thead>
<tr>
<th>How The Sales Dollar Was Divided Last Year</th>
</tr>
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<tbody>
<tr>
<td>For raw materials, services</td>
</tr>
<tr>
<td>To employees</td>
</tr>
<tr>
<td>For taxes</td>
</tr>
<tr>
<td>To stockholders for development</td>
</tr>
<tr>
<td>For future</td>
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<tr>
<td>For wear and tear</td>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Received from the sale of products and services</td>
<td>$545,998,493</td>
<td>$529,870,115</td>
</tr>
<tr>
<td>Goods and services purchased from others, and allocated net sales for depreciation</td>
<td>424,540,752</td>
<td>415,841,483</td>
</tr>
<tr>
<td>Wage, salaries, and retirement benefits</td>
<td>81,400,304</td>
<td>78,140,401</td>
</tr>
<tr>
<td>Taxes</td>
<td>22,627,861</td>
<td>21,144,051</td>
</tr>
<tr>
<td>Net earnings</td>
<td>16,817,466</td>
<td>14,003,587</td>
</tr>
<tr>
<td>Dividends paid</td>
<td>7,599,806</td>
<td>7,958,207</td>
</tr>
<tr>
<td>Earnings in excess of dividends</td>
<td>8,818,000</td>
<td>6,045,370</td>
</tr>
<tr>
<td>Net earnings per dollar of sales</td>
<td>3.16</td>
<td>2.6</td>
</tr>
<tr>
<td>-per share of common stock</td>
<td>$6.77</td>
<td>$5.54</td>
</tr>
<tr>
<td>Taxes per share of common stock</td>
<td>0.75</td>
<td>0.25</td>
</tr>
<tr>
<td>Land, buildings, and equipment</td>
<td>106,802,704</td>
<td>95,377,775</td>
</tr>
<tr>
<td>Working Capital</td>
<td>87,538,434</td>
<td>78,799,439</td>
</tr>
<tr>
<td>Stockholders’ equity</td>
<td>154,058,003</td>
<td>143,355,400</td>
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Continued from page 21

Career Opportunities Beckon In the Securities Business

Is, in my opinion, more than worth it.

Remuneration

As far as tangible benefits are concerned, perhaps the best way to make the case is to define the problem. I'll begin with a young man in the buying department of a brokerage firm who recently discussed his career plans with me. Starting salaries in the securities business, which I consider appropriate for the young man, are considerably lower than those offered by industry, banking, and manufacturing. If you consider the trend lately, they are probably a great deal lower than what is available in certain of our more glamorous industries, but we feel that, if we are able to get the kind of people we want, we will be able to meet the competition. We cannot weasel under the little obligations the young man at every turn. Certainly the early assumption of definite responsibility and the other advantages I have discussed on pages 18 and 19 we believe that salaries increase at a rate more attractive than in almost any other business, if not in as many. Recent years have seen more and more young men entering the securities business but there is still plenty of room for men of individual ability and strong motivation, particularly in the buying end of the business.

There exists a populous conception of a professional man who is either of unbounded wealth for the customers' man, experience, who is devoted to the securities industry and who has a great deal of knowledge gained in the stock market such as we have seen in the last couple of years. I am not one of those who believe that whereas a man in the buying end of the business, particularly the same peak of income as his associate, usually won't achieve the valleys either. At the same time, the work of the securities industry is essentially satisfying from a creative point of view.

The investment banking business was a wholly different environment for me, for a substantial portion of my early work was devoted to advising a corporation as to how to go about raising capital, and of subsequently underwriting the new issue is decided. During this, the issue is seen, the shelf package of bonds or stock certificates to the public result from the end product of this creativity. From my own standpoint, it must be clear that I am not enthusiastic about buying department experience, but merely that I am not enthusiastic about the fact that I am now in the selling end of our business. I have become so by becoming an analyst first, and by becoming a research man. In the latter role, I have found it that one who is interested in securities.

Principale Problems

One of the most serious problems a young man faces when entering the securities field is the position of the analyst with respect to the client. Initially, it is done by developing a suitable investment program for his client, it is desirable to have a basic-function of a salesman is to assist his client in sound counsel on their investment problems. He must be able to present this information, develop a suitable portfolio of investments and sell it.

As the salesman develops experience, he may be assigned by his company to the investment department of banks, insurance companies, mutual funds, or investment trusts. Handling these large accounts requires a slightly different approach than any other type of institutional accounts are, by nature, more specialized and require more detailed research. Our investment Department is essentially a group of market professionals. This is done to offer some idea of the responsibilities assigned to the analyst who is devoting his time to the buying end of the business. The analyst's responsibilities are basically the same.

There is no department in the securities field with the advantages of becoming a salesman if he feels that he can bear the stress of an intensive financial analysis combined with the sales effort. The buying end has much the same excitement as the selling end. However, this is true of any type of sales job and involves a certain of an account man is in his position.

Despite the initial difficulties of starting a career, in the long run the young man who is successful in the buying end of the business, particularly the same peak of income as his associate, usually won't achieve the valleys either. At the same time, the work of the securities industry is essentially satisfying from a creative point of view.

OPPORTUNITIES AS A SECURITIES SALESMAN

By WILLIAM J. RUANE

Kidder, Peabody & Co.,
New York City

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The role of a salesman is one of the most interesting in the in-
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point of view.
What Does a Research Department Do?

Perhaps the best way to explain Research is to briefly review some of the duties a Research Department will probably best be illustrated by a brief description of the role of Bear, Stearns & Co. — a medium-sized diversified brokerage firm with which we have a larger-than-average number of business analysts and operating as well as checking frequently with officials of these companies.

As an end-point we prepare analyses that are especially affected by various industries and companies, some for our various customers, such as our public distribution and some simply to keep our own firm's operations on track. In addition, we perform other duties such as answering inquiries and analyzing client portfolios, providing background information and financial services. We conduct field investigations, offering potential opportunities for clients and helping in pricing decisions on prospective mergers or acquisitions.

Requirements for Research Job

What kind of individual fits into this role? We want someone who has no background that will qualify him for the job. We want someone who is able to analyze financial reports and hold an investment portfolio thus far off the business. First, research is a relatively new field and involves a great deal of creativity and a sense of time management and details. Analysts must be able to work independently and efficiently, and be able to maintain a positive attitude in the face of constant pressure.

Horizon Land Corp.

The business analyst at a major brokerage firm is a very important role in the securities market. There are many opportunities for research and in particular industry specialists or analysts in the field of research. A career in this field is important and very rewarding. Some of the best opportunities are in securities firms. The Horizon Land Corp. is looking for a well-qualified individual to fill this position.

The Horizon Land Corp. is a real estate company that specializes in the acquisition and development of land. They are seeking a Research Analyst to join their team. The ideal candidate will have a strong background in finance and real estate, along with excellent interpersonal skills.

Please visit our website at www.horizonlandcorp.com for more information and application details.

William C. Scott, President
The Horizon Land Corp.
Continued from first page

The Commercial and Financial Chronicle . . . Thursday, August 6, 1959

The One William Street Fund Inc.

an open-end management company investing in the securities of American business and industrial enterprises with emphasis on long-term capital growth and current income.

Requests for prospectus on request WILLIAM STREET SALES, INC., One William Street, New York 4, N. Y.

Funds Retain Caution
As Bull Market Rolls On

Funds under review, net buying of portfolio common stocks declined to $124.6 million from $165.6 million during the previous week. This decline resulted from the fact that liquidation was stepped up during the last half of the June quarter, while the dollar volume of purchases was practically unchanged.

Enlarged Interest in Bonds

With the rise in money rates, accompanied by considerable optimism, initially absolute and relative buying of fixed-income activity by the fund managers was evidenced in fixed interest obligations. Short-term Federal Home Loan, Fanny Mae, and Treasury Certificates were bought by George Putnam; with a disposition toward Treasury Bonds due in 1990 and 1995. U.S. & Foreign doubled their holdings in U. S. Treasury Bills. The agile Dreyfus Fund managers for the first time took on Treasury Bills, in the amount of $7,256,581. Leavitt Corporation increased its holdings of Governments to $44,000,000 from $15,200,000, entirely via purchase of Treasury Bills and Certificates. Wellington Fund during the quarter took on $10 of 6% Treasury Bonds due in 1990 and 3% of the 4% Bond due in 1989, along with the following short-term issues: $90 million of Certificates of February, 1959, $12 million of Certificates of May, 1960, and $70 million of Certificates of 4% Notes due August, 1961, $10 million of Federal Home Loan, May 1962, and $3 million of 4% Notes due in May, 1963. Partially offsetting the purchase of $55 million of Notes due within the next six months, $3 million of the 4% Bond due October, 1960, and $1 million of the 3% Certificate due February, 1960. Thus, Wellington's reported holdings in its portfolio in which the proceeds of common sales of $19 million to $15 million were invested into short-term Treasury issues with their high current income, was increased by $15 million in such holdings. This policy, we are informed, has been intensified during the current three month period.

On the other hand, during the quarter State Street reduced its holdings of U. S. Governments from $19 million to $15 million; such reduction in Governments being likewise followed by the relatively newly formed and equity inventory-building One William Street and Lazard Fund.

** THE FAVORITE STOCK ISSUES **

Ford Motor, as in the preceding quarter, seems to be the most widely and heavily bought issue. The funds activities in this "cyclical" issue seem to demonstrate that even expert investment managers do not always embrace the long-term view. In the last quarter, during a market range of 57-to-75, Ford was bought by no less than 22 funds, in the 38-43 price range, it was decisively liquidated, with seven managers selling 59,400 shares against three managers buying 59,100 shares. When the issue was still submerged in a 45-50 range during the fourth quarter of 1958, the number of sellers exactly offset the buyers. Runner-up in popularity this time was the oil-capital General Motors, with 15 buyers against five sellers. Also attracting substantial seller buying were Jones & Laughlin, Aluminum Co. of Canada, U. S. Steel, American Viscose, Philadelphia Plate Glass, Republic Steel and—mostly via the exer-

The DEFENSIVE CONTINGENT

Among the managers calling attention to the unfavorable aspect of the current investment and bond yields is Guardian Mutual Life. At the same time, its portfolio policy, which is selected by President Roy R. Neuberger, is typical of the presently prevalent defensive strategy, and the fund is still showing a purchasing power of about $1,125,000 a year.

Funds whose purchases of common stocks exceeded sales by a substantial margin included Assert Houghton Fund "B." The Dreyfus Fund, Investing, Eaton & Howard Balanced, Philadelphia Investing, and American Mutual Investment. In the category of these funds, Mutual Investment, Franklin Mutual, and the Dreyfus Fund, Fundamental Investors, Incorporated Investors, Incorporated Investors, Phila¬

Changes in Common Stock Holdings of 67 Investment Management Groups  
(April-June, 1959)  

Issues in which transactions by more than one management group occurred. Issues which more management groups bought than  
were in italics. Numerals in parentheses indicate number of management groups making entirely new purchases or completely  
eliminating their holdings from their portfolios. Purchases shown exclude shares already owned by management groups.  
Number of shares sold or sold prior to a stock split is given expressing effect to split.)

### Agricultural Equipment

<table>
<thead>
<tr>
<th>Date</th>
<th>No. of Shares</th>
<th>No. of Mtsx.</th>
<th>No. of Shares</th>
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<tbody>
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<tr>
<td>4/24</td>
<td>34,900</td>
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### Aircraft and Aircraft Equipment

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<th>No. of Mtsx.</th>
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<tr>
<td>3/16</td>
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### Automotive

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<td>5/18</td>
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<td></td>
</tr>
<tr>
<td>5/18</td>
<td>22,900</td>
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### Building, Construction and Equipment

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<tr>
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### Chemicals and Fertilizer

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### Cotton

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### Foods

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<tr>
<td>6/16</td>
<td>5,000</td>
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### Insurance

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<tr>
<td>6/16</td>
<td>5,000</td>
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### Metals

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<tr>
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<td>5,000</td>
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<tr>
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<tr>
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### Tobacco

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<tr>
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### Transportation

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<tr>
<td>6/16</td>
<td>5,000</td>
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### Utilities

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<tr>
<td>6/16</td>
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### Wholesale Trade

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<th>No. of Mtsx.</th>
<th>No. of Shares</th>
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<tbody>
<tr>
<td>6/16</td>
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### Year-End

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<tbody>
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</tr>
<tr>
<td>6/16</td>
<td>5,000</td>
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**Note:** For a more detailed list, please refer to the full document.
Television-Electronics Fund, Inc.

11(3) 38,650 Aluminum Ltd.
11(3) 37,000 Aluminum Co. of America
11(3) 23,100 Reynolds Metals
11(2) 7,000 U.S. Steel B'g.

Machinery, Machine Tools and Industrial Equipment
1 7,000 Black & Decker
1 7,000 Bucyrus-Erie
1 30,700 Caterpillar Tractor
2 22,000 Chicago Pneumatic Tool
2 17,500 General Electric
2 6,000 Dresser Industries
2(1) 30,000^* Garwood-Denver
3 7,100 Joy Manufacturing
3 12,500 National Manuf'ng Co.
1 5,000 Universal Winding
1 11,600 Worthington
1 900 Allis-Chalmers
2 8,000 United Shoe Machinery

3 Including 15,000 shares through conversion of debentures.

Metals and Mining—Copper
5 18,000 Anaconda Copper
5 1,250 Asarco Inc.
5 60,000 Asbestos Copper
5 7,400 Magma Copper
5 6,000 Phelps Dodge
5 57,600 Phelps Dodge

Metals and Mining—Aluminum
5 17,000 Alcoa
5 1,250 American Smelting & Refining

Metals and Mining—Gold
1 11,100 American Metal Climax
1 4,000 American Zinc, Lead & Smelting

Metals and Mining—Other
1 700 American Metal Climax
1 4,000 American Zinc, Lead & Smelting

Natural Gas
5 3,200 Anadarko Petroleum
5 1,900 Arkansas-Louisiana Gas
5 11,800 Colorado Interstate Gas
5 11,500 Consolidated Natural Gas
5 2,400 El Paso Natural Gas
5 27,400 Mississippi River Fuel
5 1,500 National Fuel Gas
5 1,900 Northern Natural Gas
5 3,700 Panhandle Eastern Pipe Line
5 2,100 Pioneer Natural Gas
5 43,479 Tennessee Gas Transmission
5 24,500 Texas Gas Transmission
5 3,000 Transcontinental Gas Pipe Line
5 7,000 Western Natural Gas
5 7,500 Republic Natural Gas
5 37,200 Southern Natural Gas
5 10,000 United Gas

Oil
2 20,000 Atlantic Refining
1 10,000 British Petroleum
2 31,900 Continental Oil
2 1,000 Gulf
2 3,800 Kerr-McGee Oil
1 11,000 Louisiana Land & Exploration
2 5,400 Phillips Petroleum
2 3,000 Shinnecock Oil & Gas
2 6,900 Soo Oil
2 1,500 Signal Oil & Gas
2 20,000 Standard Oil
4 35,700 Sunray Mid-Continent Oil
2 350 Superior Oil (California)
2 23,000 Amoco
2 7,020 Texas Natural Gas
2 5,000 Texas Pacific Oil & Gas
2 3,500 Union Oil of California
2(1) 11,500 Amerada Petroleum
2(1) 10,000 Union, Pan-Pacific oil Co.
2(1) 12,000 Canadian Pacific
2(1) 2,000 Gulf
2(1) 8,800 Gulf
2(1) 29,100 Cities Service
2(1) 15,600 Gulf Oil
2(1) 4,200 Gulf

Paper and Paper Products
2(1) 37,000 Container Corp. of America
1 6,000 Filotab Paper Products
2(1) 7,000 Georgia Pacific
2(1) 16,300 Kimberly-Clark
2(1) 26,300 K.C. Paper
1(1) 11,200 Warren (S. D. Oil Co.)

Public Utilities—Electric and Gas
2 5,750 American Electric Power
2 17,100 American Power
2 10,000 New York & Public Service
2 2,500 Baltimore Gas & Electric
2 17,700 Electric Transmission & Power
2 20,000 Carolina Power & Light
2 5,000 Chicago & Alumina
2(1) 20,000 Cleveland Electric Illuminating
2(1) 20,000 Consumers Power
2(1) 13,000 Detroit Edison
2(1) 11,000 Elect at Jersey
2(1) 60,000 Florida Power & Light
2(1) 13,000 Georgia Power
2(1) 25,000 Idaho Power
2 2,500 Illinois Power & Light
2 3,000 Kansas City Power & Light
2 1,000 Utilities
2(1) 31,500 Long Island Lighting
Funds Retain Caution
As Bull Market Rolls On

Stock market has shot up since more to new highs, but not as rapidly as any probable increase in earnings and dividends, the Value Line Fund, which has a record of over $7 million.

Wellington Fund reports that common stock investments have been moderately reduced, and that, as we have indicated above, I acquired short-term government bonds and new issues of high-grade corporate bonds, at very attractive yields. Comments President Walter L. Morgan, the proceeds from common stock sales and the net new money received from shareholders were invested primarily in high grade corporate bonds and U.S. Government securities. These changes have also resulted in some realized securities profits and a moderate increase in investment income since the interest rate on high-grade bonds is currently higher than the average dividend yields on investment quality stocks.

This sober note was reflected in John P. Chase, of Chase Distributors Corporation, which supervises Shareholders' Trust of Boston and the Chase Fund of Boston. The rapid rise in a reasonable market to raise the question as to whether the rate of increase and breadth of the recovery may not have had the effect of shortening the life of the recovery, and that the average length of periods of economic expansion has been less than 30 months, and since 1912 it has averaged 30 months. As of April, 1958, low, it would indicate that nearly one-half the recovery in point of time may have already taken place. However, and although the benefit of the recovery have been so great, it behoves us to be increasingly cautious in our current favorable business trends. This attitude of mind, while it must be warranted by virtue of the fact that a number of forces that normally make the economic recovery a short-term, will in the later stages of a boom period are always present.

Taking all of the plus and minus factors into account, it would seem to indicate that the strong momentum of the present business recovery will carry through well into the first quarter of 1959 that the recent rate of gain is very unlikely to be maintained. However, it would be a mistake to take this as the stock market is, therefore, safe for the next six to 12 months. To put it another way, don't expect too much correlation between business and the stock market after this stage of the economic cycle. During the first five years the stock market has tended to run from six to 12 months ahead of the business cycle.

Other fund managers stressing the alarming impact of the present stock-bond yield ratio is Commonwealth Income, and Franklin, Inc.

Funds substantially selling common stocks on balance included Axa-Houghton Fund "A" and Stock Fund; Boston Fund; Scudder, Stevens & Clark Fund; Shareholders' Trust of Boston, the three Value Line Funds, Investors Mutual Investors Mutual Fund, American European Securities, General American Investors, and Lehman Corporation. It should be noted that Dreyfus Fund, while experiencing a common stock buying, invested very substantially in U.S. Treasury bills. Bullock Fund, Loomis-Sayles, Axen Company, and Investors Trust, and Rowe Price either maintained or increased their long positions.

A possible factor motivating greater portfolio liquidity is the recent increase in the redemption by shareholders of shares. These cash-in's rose to $232 million in the June quarter from $186 million in the first quarter, and were more than twice as large as in the April quarter. The ratio of cash-in's to new sales was 41.4% in the June quarter, compared to 32.6% in the June quarter of 1958.

Interest in Foreign Securities

Considerable buying was continued in foreign securities; especially in issues of foreign countries within the European Common Market, with a marked increase of three names to its foreign issues, whose total value now equals 10% of net assets.

**POLICY TOWARD INDUSTRY GROUPS**

The following analysis of portfolio changes, drawn from our tabulation on page 25 of transactions, for 475 stock issues, is based on the number of management buying or selling, rather than on the number of shares involved.

During the June quarter fund managers continued the following groups: automotive, aluminum, steel, and textile. Banks, building, chemicals, copper, electronics, and railroads. In sharp disfavor were airlines, oils and utilities.

**THE FAVORABLE GROUPS**

Automotives Push Ahead

As mentioned above, Ford was the best bought of the week, second in this industry group, but among all stocks. The 23 purchasing management mainly included "A" and Stock Funds, State Street, Affiliated, Dreyfus, Madison, and Group Securities. Eight of the 23 buying management were initial investors in the issue. The lone seller was Commonwealth Investment Incidentally, the three sellers of Ford of Canada "A" stock, eliminated their holdings in response to the tender offer made by Ford Motor Co. Runner-up in popularity was General Motors, with 15 buying management, including four initial purchasers, the largest of the latter was one William Street and four Dow Jones and Company. Among the substantial sellers of GM was Western, with a closeout of its 25,500 shares. Of Chrysler there were four buyers, no sellers. The fund's single transaction in American Motors was a $30,000-share initial acquisition by Dreyfus.

Aluminum Most Likely to be Favorable.

Aluminum, Ltd., was well bought by 11 management, including Madison, M.I.T., and Batten Kill Street. On the other hand, the issue was sold by four managers, including Incorporated Investors, which eliminated its 149,100—share holding; by Fleetwood with its 5,000-share position; and a sell-out of 25,000 shares. More uniformly in favor was Alcoa, whose seven buyers included Lazard and one William Street, both with initial purchases of 15,000 shares. Kaiser Aluminum was bought by 18 brokers, leading the Tri-Continental Group alone newly acquiring 41,500 shares, and Wellington 37,000.

Coppers Liked

In the face of volatile movements of the red metal, copper shares attracted substantial buying. Best bought were Anaconda and Kennecott. Largest buyer of the latter was National Security Stock Series, with 57,000 shares. This fund also bought 36,100 shares of Phelps Dodge, while Lazard closed out its 20,000 shares.

Steel Bought in Face of Strike Prospects

Apparently paying more attention to earnings than labor troubles, the fund managers participated vigorously in the purchasing of steel shares. Far out in front was Jones & Laughlin, with 11 management as buyers, and only three sellers. The two biggest buyers in the Steel Industry—Diversified Investment Fund (30,000 shares), incorporated Investors (33,500), and Lazard (20,000). Next most favored was Bethlehem Steel, its purchasers including, one William, Lazard, Massachusetts Lido, and Lazard (the latter two initially). Newly on the scene was Steel Company of Wales, Ltd., bought by Incorporated Investors (300,000) and Lazard (145,000). Also bought in Britain were United Steel Companies, Ltd., and Crompton & Lloyds (likewise by Incorporated Investors). From France Baultier appeared, bought by Lazard.

Textiles Perk Up

The cyclical textiles came into good favor during the quarter. Outstanding favorite was American Viscose, bought by seven managers, with no sellers. Largest buyers were Affiliated, Dreyfus, U. F. O., and Selected American.

Banks Moderately Bought

Considerable interest was evinced in Bankers Trust National City Bank of New York, and National Bank of Detroit. The latter issue has gone into new high market ground since the close of the quarter. Its closeout of 40,000 shares, was made by one manager. Currently the outstanding stock is dominated in Chase Manhattan (by one William, American Business Shares, Group Securities, and Investors Mutual), while a new closeout of 15,000 shares was taken by George Putnam Fund. American Business Shares was the largest seller of Manufacturers Trust; and one William the largest depositor of Irving Trust, in a 15,500 closeout.

Building Shares in Fair Demand

Blue-chip National Lead found its largest single buyer in Affiliated Fund, with a new commitment of 5,400 shares. There was buying of Celotex, Flintkote, General Portland Cement, and Johns-Manville. Conversely, there was only selling (if moderate) of Minneapo-Honeywell and National Gypsum.

Chemicals Still Popular

The best bought chemicals were United States and du Pont.
Continued from page 26

<table>
<thead>
<tr>
<th>No. of Mks.</th>
<th>Shares</th>
<th>Sold</th>
<th>No. of Mks.</th>
<th>Shares</th>
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**For Investors**

**Seeking Long Term**

**GROWTH POSSIBILITIES**

This Mutual Fund seeks possible growth of capital and income by investing in a diversified list of common stocks in many industries which are active in science. Without the need of any applications or fees. Prospects open today. For prospects in your area, or for more information, please contact us today.

**For Income**

**GENERAL INVESTORS TRUST**

**Prospectus and Literature**

**INVESTORS PLANNING CORP. OF AMERICA**

60 East 42nd Street
New York 17, N. Y.

**NATIONAL DISTRIBUTOR**

Get the Booklet Prospectus of this Mutual Fund now from your investment dealer.

---

The Commercial and Financial Chronicle, Thursday, August 8, 1932

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**Rubber and Tires**

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**Steel and Iron**

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**Textile**

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**Miscellaneous**

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**Television-Electronics FUND, INC.**

A Mutual Investment Fund whose assets are primarily invested in common stocks of companies engaged in the electronics field.

---

**Railroad Equipment**

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**Television Shares Management Co.**

135 S. LaSalle St., Chicago 3, Ill.
115 Broadway, New York 6, N.Y.

---

**Bought—**

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<thead>
<tr>
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**Sold—**

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Carbide
Also
Of
appeared
was
shares).
(a
company's
selling
in
the
quarter.)
Weltincom
Growth
achieved
sold
50,000
shares
in
This
coincided
with
Rutland
Electric
&
Iberia
Electric
Power
and
Virginian
Electric
3
also
attracted
price
interest.
State
Utilities
likely
encouraged
bought
by
M.I.T.
and
M.I.T.
Growth
and
Lehman.

GROUPS MEETING MIXED
REACTION
Farm Equipments Divergent
Selling predictions of different
farm income in 1959 and 1960.
Harvest
was
bought
on
balance,
Weltincom,
Loelia-
and
others.
Deere,
the
demands
which
grew
out
of
a
substantial
market
rise
during
the
quarter.
Buying
by
Investors
Mutual,
which
bought
50,000
shares
and
sold
50,000
shares
by
time
of
selling
for
Weltincom.
Loeliana,
and
others.
While
Lazard
sold
the
remainder
of
the
34,000
shares
recently
bought
by
M.I.T.
and
Putnam
and
Scudder
in
their
books.

Aircrafts Mixed
The
aircraft
industry
probably
met
the
maximum
of
divergent
evaluations.
Martin,
North
American
Aviation,
and
also
General
Dynamics,
used
good
buying
to
Weltincom.
The
price
of
$60,
North
American
Aviation
had
been
heavily
bought
by
Investors Mutual,
which
experienced
a
50,000
share
sale
by
National
Security
Shares
in
the
quarter.

Potentially
The
outstanding
favorite
in
this
category
was
Libby-Owens-Ford,
joined
by
Weltincom;
previously
Delaware
and
Weltincom
bought
during
the
discussion
quarter.
Lincoln
was
close
out
by
Weltincom
and
Weltincom.

In
the
case
of
the
"glamorized"
price
issues
of
the
life
companies,
some
selling
in
during
the
quarter.
Lincoln
was
close
out
by
Weltincom
and
Weltincom.

For
discursive
brochures
and
prospectus,
see
your
investment
broker,
or
mail
this
with
your
name
and
address
to
Dept.
5-14.
THE
KEYSTONE
COMPANY

Shares
may
be
systematic
reinvested
in
amounts
of
$30
or
more.

For
prospectus
and
free
information
consult
your
investment
broker
or
dealer.
THE
KEYSTONE
COMPANY

10
Commer.
St.,
Brow.
N.
Y.

No.

For
prospectus
and
free
information
consult
your
investment
broker
or
dealer.
THE
KEYSTONE
COMPANY

10
Commer.
St.,
Brow.
N.
Y.

Funds Retain Caution
As Bull Market Rolls On

From page 29

The funds market has been dominated by a heavy bullish bias based on steadily rising earnings. Indeed, there is little indication that the market will turn downhill as long as earnings continue to rise. However, there are several signs that the market is approaching the upper limit of its present range, and that a bear market is not far off.

The most obvious sign is the failure of the market to make new highs, despite the fact that earnings are still rising. Another sign is the divergence between the market and the economy. The market is still rising, but the economy is slowing down. This divergence suggests that the market is getting ahead of itself, and that a correction is likely.

There are also a number of technical indicators that suggest a correction is in the offing. For example, the market has been in a narrow range for several months, and there are signs that the range is getting narrower. This suggests that the market is getting ready to break out of the range and move in a new direction.

One of the main reasons for the bullish bias is the strong earnings reports of the large-cap stocks. These stocks have been the leaders of the market, and their strong earnings have helped to push the market higher. However, it is not clear how long this bullish bias can continue. The earnings reports of the large-cap stocks have been strong, but they are not likely to be strong for much longer. The earnings reports of the small-cap stocks are likely to be weaker, which could put a damper on the market.

Another reason for the bullish bias is the strong performance of the market over the past year. The market has been rising steadily, and it is not clear how long this performance can continue. The market is likely to be vulnerable to a correction if it continues to rise.

In summary, the market is approaching the upper limit of its present range, and a correction is likely. However, it is not clear how long the bullish bias can continue, or how long the market will continue to rise. The market is likely to be vulnerable to a correction if it continues to rise.
Balance Between Cash and Investments of 86 Investment Companies 
End of Quarterly Periods March and June, 1959

|---------------------------|----------------------------------------|---------------------------------------------------------------------|---------------------------|

Open-End Balanced Funds:

|---------------------------|----------------------------------------|---------------------------------------------------------------------|---------------------------|

Security Transactions by the 86 Investment Companies During 
April- June, 1959

<table>
<thead>
<tr>
<th>Net Cash, etc., and Government Co.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar. 31, 1959</td>
</tr>
<tr>
<td>-----------------</td>
</tr>
<tr>
<td>Net cash (in)</td>
</tr>
<tr>
<td>Net investments (in)</td>
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<tr>
<td>Total of items in above line</td>
</tr>
</tbody>
</table>

| Estimated Return on Investment | Net Investments |

<table>
<thead>
<tr>
<th>Class</th>
<th>Total</th>
<th>Capital</th>
<th>Common</th>
<th>Preferred</th>
<th>Total</th>
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<tbody>
<tr>
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Income-

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</tr>
<tr>
<td>Total</td>
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Average Allocation by 86 Companies of Assets to Cash and Equivalents,
Defensive Securities, and Risk Securities

<table>
<thead>
<tr>
<th>Average Allocation by 86 Companies of Assets to Cash and Equivalents, Defensive Securities, and Risk Securities</th>
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<tr>
<td>Net cash, etc., and Government Co.</td>
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Continued from first page

As We See It

are worthy of some careful thought on the part of many who would not otherwise be greatly interested in the matter.

No Solution

The idea that agricultural problems of any sort can be solved by dividing land into small parcels and placing them in the hands of workers who own no farm, and making each one farm 50 acres, which is the size of the parcels in the times. Basic changes in farm techniques and advancing technology in general are rendering the small farm quite susceptible to failure. The machinery with which farming of all sorts is now done is efficient only on large tracts and the equipment necessary to the operation of a successful farm is expensive. Much more adequate training and a great deal more capital than are ordinarily found on farms of the size of those of profitable farm operation in this day and time. The statistics of agriculture in this country over the past two to three decades are eloquent of the working of these factors.

In 1920 there were 6.5 million farms in this country; in 1930 there were only 5.6 million; and in 1937 there were only 4.9 million. That this decline is not merely a result of failure of farms is evident from the fact that total land in farms rose from 950 million acres in 1920 to 1,159 million in 1950. Later figures are not available, but it is taken for granted that no great change in the trend has occurred since the close of the period, and that the best use of our resources, that they distort the equitable distribution of the same to the advantage of large operators. Nor can they be determined.

Do these figures tell the full story. There are a number of factors at work in this country a sort of professional farm operator who owns but little or, perhaps none of the land he cultivates. They simply operate the farms of half dozen or so owners who find it more profitable to have their farms operated in this way than to try to keep going on their own with small acreage at their disposal. Doubtless conditions in Cuba were a factor. Mr. Castro is just another dictator to add to the long list of those who have been having their day in Latin America for a long while past. So far as can be learned he is bent upon confiscation (or the equivalent) of the property of him who hath for distribution to him who hath not. What has happened is that the distribution is the ability, the energy, the know-how, and the capital have been administered by a government that has failed to increase in its basic function of contributing to the welfare of their country. The fact that so large a proportion of the people are destitute is a function of the way in which the government has distributed the basic capital required for these are in the hands of potential traders. On the other hand, the larger part of the marketable longer term issues is in the hands of potential investors. Current trading in them is confined to a very small fraction of the outstanding volume of this reason, the long-term area of the market is in a rapidly react the short-term area to large purchase or sale orders.

Can't Offset Long-Term Purchases

Any attempt to use System operations to influence the maturity pattern of interest rates would not produce lasting effects and would not offset the operation of the market. The system's rate for loans to members is that of the short-term market, and if the Federal Reserve were to make loans at that rate the short-term market would shift would be made to lower long-term interest rates by System purchases, an attempt to offset the effect on reserves by accompanying sales of short-term securities, the effect on the market would not be offset, and the short-term market would shift would be made to lower long-term interest rates by System purchases.
Bank and Insurance Stocks

BY ARTHUR R. WALLACE

This Week - Bank Stocks

Answering the Skeptics

Despite the strong recommendations to buy shares of bank stocks that have been put forth for several years by stock specialists, there have been many skeptics who have preferred to continue their faith in the more speculative in d e. They have held that such specialists could apparently find no basis for better prices of the banks than a temporary and possibly the best reason, for the stock market overall, it is not for the banks. At the mid-year date in June, after allowing for such a large total volume of the leading New York City banks was $17,402,000. On the June 30 quarter date in 1959, the corresponding total volume was $19,162,000, an increase of $5,176,900, or about 44%. If the banks did not publish at interim dates the average rates of return on common stock and on securities holdings, we have to be content with such a record. In the recent 12-year period, ending last year, the average annual rate of growth has been 10.6%. If we have had since June, the total volume has been $17,402,000, an increase of $5,176,900, or about 44%. Since the banks do not publish at interim dates the average rates of return on common stock and on securities holdings, we have to be content with such a record. In the recent 12-year period, ending last year, the average annual rate of growth has been 10.6%. If we have had since June, the total volume has been $17,402,000, an increase of $5,176,900, or about 44%. This week's total volume of over five billion is a huge bet on expected earnings from 800 to 2000, but the banks do not publish at interim dates the average rates of return on common stock and on securities holdings, we have to be content with such a record. In the recent 12-year period, ending last year, the average annual rate of growth has been 10.6%. If we have had since June, the total volume has been $17,402,000, an increase of $5,176,900, or about 44%. This week's total volume of over five billion is a huge bet on expected earnings from 800 to 2000, but the banks do not publish at interim dates the average rates of return on common stock and on securities holdings, we have to be content with such a record. In the recent 12-year period, ending last year, the average annual rate of growth has been 10.6%. If we have had since June, the total volume has been $17,402,000, an increase of $5,176,900, or about 44%. This week's total volume of over five billion is a huge bet on expected earnings from 800 to 2000, but the banks do not publish at interim dates the average rates of return on common stock and on securities holdings, we have to be content with such a record. In the recent 12-year period, ending last year, the average annual rate of growth has been 10.6%. If we have had since June, the total volume has been $17,402,000, an increase of $5,176,900, or about 44%.
Our Monetary System's Defects
And the Needed Correctives

The sound foundation of a gold standard is best seen in the general rule of leading countries to use gold as a monetary standard and in the general policy of redeeming national currencies. Whenever such a basis is broken, the state should be notified with care and concern. It is the convention of the nation or of the people, that it is desirable to have a gold standard and to redeem their money. Such an economy is a natural thing that makes it easy for him to do his business. Not only should be placed on him by permitting the people to have a redeemable power over the public purse as is provided by a redeemable unit for a nation. But if all varsity were to perform the same functions properly, it is evident that the same basis, so that they must be freely interchangeable at the same rate for a fixed gold standard and a freely convertible currency. That is the system that is so urgently needed in our country.

The monetary functions of the Federal Reserve Act are not the same as those of the gold standard. They are not the same as those of the government. They are not the same as those of the nation. They are not the same as those of the people. They are not the same as those of the country. They are not the same as those of the world. Hence its universal acceptability; and the metallic content of the commodity makes the best standard monetary

Voss Oil Class A Common Stock, Offered
Public offering of 1,000,000 shares of the Class A common stock of Voss Oil Co. is being made to the public at $50 per share was made yesterday by officials of the company. The stock is being offered by the company. The shares are being offered by the company.

A portion of the net proceeds from the sale of the stock will be used to set up a pilot water treatment program. Under the program, the money will be used to set up a pilot water treatment program. The remainder of the proceeds will be used to set up a pilot water treatment program. Stated to augment the working capital of the company.

Incorporated in June 1932, Voss Oil Co. is engaged in the exploration for development of petroleum reserves in northern Wyoming. The company was formerly known as Crude Oil Co.

Join us! St. Louis Federal Reserve
The Federal Reserve Bank of St. Louis, 650 Second Street, St. Louis, Missouri, is now seeking qualified individuals for the following positions:

1. Commercial Loan Officer
2. Residential Loan Officer
3. Consumer Loan Officer
4. Mortgage Loan Officer
5. Financial Analyst

The bank offers competitive salaries, a comprehensive benefits package, and opportunities for professional growth.

For more information, please call (314) 241-3333 or visit our website at www.stlouisfed.org.

With Francis I. Du Pont (Special To The Financial Chronicle)

Incorporated, 120 South La Salle Street, members of the New York Stock Exchange.

Joseph D. Gengler
Joseph D. Gengler, member of the New York Stock Exchange, passed away July 27.

$120,000,000 Pennsylvania Korean Veterans' Bonus Underwriten by 350 Member Syn.

A group of more than 350 banks has been authorized to underwrite $120,000,000 in Pennsylvania Korean Veterans' Bonus Bonds underwritten by 350 Member Syn.

Bonds maturing Aug. 1, 1974, are sufficient to balance the budget for the fiscal year ending on Aug. 1, 1973 and therefore at par and accrued interest.

The bonus, which is a refunding of the $120,000,000 Korean War Veterans' bonus of 1949, was authorized by the Commonwealth of Pennsylvania on April 15, 1959, subject to the approval of the Pennsylvania Senate and the Pennsylvania House of Representatives. The Commonwealth of Pennsylvania has been authorized to issue the bonds under the authority of Section 100 of the Pennsylvania Constitution of 1874-1878.

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The Security I Like Best

The State of Trade and Industry

More Inflation, published by the committee on July 20, five days after the close of the period, is devoted to the problem of inflation. The Committee's report, entitled "The Iron Age," is based on an analysis of the industry's production and the price behavior of steel products.

Steel Output Based on 20.7% of Capacity

The American Iron and Steel Institute announced that the operating rate of the steel companies is now at a level of 20.7% of production for the week beginning Aug. 3, as compared with 20.4% for the week beginning Aug. 1. This is a decrease of 0.3% from the level of 20.7% for the week ending Aug. 1. The decline is attributed to the current labor situation.

Auto Industry Has Third Best July Output

The automobile industry recorded an improved production of 95,000 cars and 142,851 trucks for the week ending Aug. 1, compared with 89,640 cars and 133,199 trucks for the week ending July 25. The increase is due to the resumption of production by the companies after the strike.

Electric Output 9.2% Above 1958 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, July 25, was 9.2% above the corresponding week in 1958. The increase was attributed to the higher temperatures.

Car Loadings Off 11.8% From Corresponding 1958 Week

Loading of revenue freight for the week ended July 25 totaled 524,749 cars, as compared with 562,086 cars for the corresponding week in 1958. The decrease was attributed to the recession in the economy.

Integrity Truck Tonnage 11.3% Ahead of Like Week

Integrity truck tonnage in the week ended July 25 was 11.3% ahead of the corresponding week of 1958. The increase was due to the higher demand for transportation services.
Lumber Shipment for 36.5% Above Production for July 25 Week

Lumber shipments for the week ending July 25 were 36.5% above the corresponding week in 1929. The total volume of reporting mills amounted to 42% of stocks. For reporting softwood mills unlined ord of reporting mills was 36.5% above the previous week. The average rate, and gross stocks were equivalent to 41 day's production.

For the year-to-date, shipments of reporting identical mills were 15% above production, and orders were 15% above production.

Compared with the previous week ending July 30, 1929 production of reporting mills was 8.8% above; shipments were 11.6% above; new orders were 3.3% above. Compared with the corresponding week (July 25) in 1926, production of reporting mills was 0.4% below; shipments were 1.0% below; and new orders were 9.6% below.

Slight Rise in Business Failures

Commercial failures increased slightly to 252 in the week ending July 30 from 245 in the preceding week, reported Dun & Bradstreet, Inc. Although failures occurred at the highest rate for the year to date, the rate in 1929 was the lowest since 1920. In the comparable week a year ago the 291 in 1929, Nine failures of large businesses occurred in the week ending July 25, as follows: The total volume of retail trade in the week ending July 25 was 8.6% above that of a year ago, according to a survey conducted by the Division of Research of the regional editors and correspondents varied from the comparable 1929 levels by 8.6% above that of a year ago.

Men's furnishings and sportswear paced sales in men's apparel, with sales reported slightly above the year ago.

Furniture continues as one of the best in home furnishings this Summer, with seasonal increases in the past week bringing the total to $5,000,000,000. The increase is due to upholstered furniture. Mid-Summer sales by department stores were up from 1923, and the volume of direct sales in the past year is due to additional strength in the South and the West. Sales were good through elections.

Clearances of Summer dresses and sportswear accounted for most of the volume of specialty stores. The women's wear department of department stores this week. However, Fall coats and sportswear have also started making progress and the volume of direct sales is expected to exceed that of last year.

Service declines continued at a high level and were above those of the previous week in the West. Shipments in the East were fresh produce and poultry.

Preliminary figures showed that cotton, milled grains, and woolen goods were brisk during the past week and there were signs that supplies may be tight. Sportswear and dressy clothes were both in short supply, and the trend of the past few weeks has been to a larger quantities than last year, perhaps in anticipation of a price rise. Industry sources said the Fall season will be well in line with the Winter season in the past year's production.

Food sales are not as poor as the year ago, and the other regions covered in the past year.

Although trading in grey goods is dull, at this time, it is becoming difficult to place orders. The challenging factor of the week's trade was the large importation of goods from abroad.

Wholesale Department Stores Sales Up 6.3% for July Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's Index for the week ended July 25, increased 3.4% above the like period last year. In the preceding week, for July 18, an increase of 7% was reported. For the four weeks ended July 25, a gain of 7% was registered and for Jan. 1 to July 25 an 8% increase was noted.

According to the Federal Reserve System department store sales are up 6.3% for the period covered. Stock in hand, as measured by the week's sales, ended July 25 a 1% gain over the same period in 1928 was recorded and Jan. 1 to July 25 showed a similar increase.

Form Golden Corp. of A. George Golden Corp. has been formed with offices at 56 Fifth Ave., New York, is conducting business under the name of A. George Golden Corp. Officers are L. H. Smith, President; R. G. Golden, Vice-President, and T. L. Golden, Secretary.
The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date.

### Indications of Current Business Activity

#### AMERICAN IRON AND STEEL INSTITUTE:
- Latest Week: August 6 1913
- Production (tons): 2,073,722
- Steel ingots (tons): 1,633,975
- Shipyard tonnage (tons): 767,892

#### AMERICAN PETROLEUM INSTITUTE:
- Crude oil output (barrels): 7,000,000
- Distillate output (barrels): 6,000,000
- Natural gas production (cubic feet): 1,000,000

#### ASSOCIATION OF AMERICAN RAILROADS:
- Revenue freight (tons): 1,000,000

#### CIVIL ENGINEERING CONSTRUCTION — ENGINEERING NEWS-RECORD:
- New construction in progress (July 25, 2013): 6,000,000
- Total construction in progress (July 25, 2013): 10,000,000

#### EDISON ELECTRIC INSTITUTE:
- Electric output (in 0.000 kw.): 10,000,000

#### FAILURES (COMMERCIAL AND INDUSTRIAL) — DUN & BRADSTREET:
- New failures (August 6, 2013): 100
- Failures with assets over $100,000 (August 6, 2013): 50

#### IRON AGE COMPOSITE PRICES:
- Coke (in tons): 1,000
- Steel (in tons): 1,000

#### METAL PRICES (E. & M. J. QUOTATIONS):
- Copper (in tons): 1,000
- Silver (in tons): 1,000

#### MOODY'S BOND YIELD DAILY AVERAGES:
- U.S. Government Bonds: 10%
- Average corporates: 12%
- State and municipal bonds: 14%

#### MOODY'S COMMODITY INDEX:
- National Paperboard Association: 100
- Other paper and paperboard: 100

#### ROUND-UP TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS:
- Transactions in stocks (July 25, 2013): 10,000
- Short sales: 100
- Total sales: 1,000

#### STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS:
- Transactions in stocks (July 25, 2013): 10,000
- Short sales: 100
- Total sales: 1,000

### ALUMINUM (BUREAU OF MINES):
- Total production (tons): 2,000,000
- Total domestic production (tons): 1,000,000

### AMERICAN PETROLEUM INSTITUTE—Month of August (in 000's):
- Crude oil output (barrels): 20,000,000
- Natural gas output (barrels): 10,000,000
- Finished output (barrels): 5,000,000

### BUILDING CONSTRUCTION—U. S. DEPT. OF LABOR:
- Total new construction (in 000's): 20,000,000

### CIVIL ENGINEERING CONSTRUCTION — ENGINERING NEWS-RECORD:
- New construction in progress (July 25, 2013): 6,000,000
- Total construction in progress (July 25, 2013): 10,000,000

### CONSUMER CREDIT OUTSTANDING—BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM:
- Loans outstanding (in 000's): 10,000,000

### COTTON SPINNING (DEFINITION OF BUSINESS):
- Spinning spindles active on July 4, 2013:
- Active spinning spindles on July 4, 2013:

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- Spinning spindles active on July 4, 2013:
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- Spinning spindles active on July 4, 2013:
- Active spinning spindles on July 4, 2013:
**Securitys Now in Registration**

- **Accessory Sales, Inc.**
  - July 23 (letter of notification) 10,000 shares of common stock (no par).
  - Proceeds—To be sold to the public by registration.

- **Aic Products, Inc.**
  - May 28 filed 1,000,000 shares of common stock (par $1).
  - Price—$1 per share.
  - Proceeds—For working capital purposes.

- **Acorn Industries, Inc.**
  - July 24 filed 200,000 shares of common stock, of which 150,000 shares will be offered for cash and 50,000 shares will be offered for the accounts of the present holders thereof.
  - Proceeds—For general corporate purposes.

- **Acorn Gas Corp.**
  - Aug. 8 filed 100,000 shares of common stock, of which 50,000 shares will be offered for cash and 50,000 shares will be offered for the accounts of the present holders thereof.
  - Proceeds—For general corporate purposes.

- **American Beverage Corp.**
  - July 20 filed 100,000 shares of common stock.
  - Proceeds—For general corporate purposes.

- **American Foreign Power Co., Inc.**
  - June 28 filed 2,000,000 shares of common stock, of which 1,500,000 shares will be offered by the present holders thereof.
  - Proceeds—For general corporate purposes.

- **American Hospital Supply Corp.**
  - July 28 filed 600,000 shares of common stock.
  - Proceeds—For general corporate purposes.

- **American Investors Syndicate, Inc.**
  - June 24 filed 500,000 shares of common stock (par $1), and 200,000 shares of 6% preferred stock (par value $100,000) to be offered to the public through stock brokers.
  - Proceeds—For general corporate purposes.

- **Aldens, Inc.**
  - July 21 filed 4,500,000 shares of convertible subordinated debentures due Aug. 1, 1965, to be offered to the public through stock brokers.
  - Proceeds—For general corporate purposes.

- **Amoco Petroleum & Natural Gas Co., Ltd.**
  - March 23 filed 745,000 shares of common stock (no par), which 500,000 shares are to be sold for the account of the company.
  - Proceeds—For general corporate purposes.

- **Ampol-American Israel Corp.**
  - July 30 filed $3,000,000 of five-year 5% sinking fund debentures due 1969, 100% of principal amount.
  - Proceeds—To develop and improve land in Israel.

- **Apache Oil Corp.**
  - May 25 filed 350 units of participation in the Apache Oil Field in Texas.
  - Proceeds—To be to the public.

- **Appalachian National Life Insurance Co.**
  - July 1 filed 966,067 shares of common stock, including 160,000 shares reserved for employees and directors.
  - Price—$3 per share.
  - Proceeds—To be used for general corporate purposes.

- **Armstrong Uranium Corp.**
  - Jan. 16 (letter of notification) 3,000,000 shares of common stock.
  - Proceeds—For current and future expenses.

- **Babcock Radio Engineering, Inc.**
  - (8/24/24) July 29 filed 500,000 shares of common stock.
  - Proceeds—To be offered to the public by registration.

- **Bankers Preferred Life Insurance Co.**
  - Jan. 13 filed 4,000,000 shares of common stock.
  - Proceeds—For current and future expenses.

- **Barton Distilling Co.**
  - (Letter of notification) 1,200,000 shares of common stock (par 10 cents).
  - Proceeds—For future expansion of the company.

- **Basic Materials, Inc.**
  - (Letter of notification) 200,000 shares of common stock.
  - Proceeds—For current and future expansion.

- **Berens Real Estate Investment Corp.**
  - July 31 filed $1,200,000 of 6% debentures, due 1965.
  - Proceeds—For construction of real estate facilities.

- **Black, Sivalls & Bryson, Inc.**
  - July 24 (letter of notification) 100,000 units of limited partnership.
**NEW ISSUE CALENDAR**

**August 7 (Friday)**
- Alabama Gas Co. & Preferred
- Highway Trailer Industries, Inc. & Common
- Arkla & Preferred
- Beverages Bottling Company, Inc. & Common
- Big Apple & Preferred
- Bukingham & Preferred
- Coral Ridge Properties, Inc. & Preferred
- Exeuten Inc.
- General Time Corp.
- Hudson Radio & Television Corp.
- Narda Microwave Corp.
- New York Capital Fund of Canada, Ltd.
- Supervisory Lc.
- Television Shavert & Co.

**August 11 (Tuesday)**
- General Magnoliate Corp.
- Illinois Central RR.
- Michigan Bell Telephone Co.
- Pioneer Finance Co.

**August 12 (Wednesday)**
- Chesapeake & Ohio Ry.
- Controls Co., of America
- International Tuna Corp.
- Lease Plan International Corp.
- Long (Huntington & Co. & Common
- Rubb Electrochemicals
- United Gas

**August 13 (Thursday)**
- Delaware
- Trans Central Petroleum
- Oak Valley Sewage Co.
- Oak Valley Water Co.

**August 17 (Monday)**
- Alden, Inc.
- Branson Instruments, Inc.
- Central Charge Service, Inc.

**August 20 (Thursday)**
- Florida Water & Utilities Co.
- Florida Life
- Silver Creek Precision Corp.

**August 21 (Friday)**
- Hofman Laboratories, Inc.
- Seaboard

**August 24 (Monday)**
- Babcock Radio Engineering, Inc.
- Cary Chemical Co.
- Paddington Corp.

**August 25 Tuesday**
- Broadway-Theater Debit Card Co.
- Pacific Gas & Electric Co.
- Wayne Manufacturing Co.

- Cohn Electronics, Inc.
- Edwards Steel Corp.
- Industrial Plywood Co., Inc.
- Magnuson Properties, Inc.
- Micromedica, Inc.
- Rorer
- Tool Research & Engineering Corp.
- Alabama Gas Corp.
- Consumers Power Co.
- Dilbert's Leasing & Development Corp.
- Eagle Food Centers, Inc.
- Extrudol-Film Corp.

- J. A. Halsel & Co.
- National Financiers Corp.
- New York Life
- Ohio River
- Pacific Gas & Electric Co.
- U.S. Steel
- Wayne Manufacturing Co.

**August 26 (Wednesday)**
- Entron, Inc.
- Infratech Industries, Inc.
- Matronics, Inc.
- Pittsburgh & Lake Erie Rl.
- Sea View Industries, Inc.
- Acme Missiles & Construction Corp.
- Great Western Life Insurance Co.
- Central Corp.
- Foto-Video Laboratories, Inc.
- National Sports Centers, Inc.
- Greek Voice of America, Inc.
- New England Telephone & Telegraph Co.
- New York Life
- Com.
- Silver Creek Precision Corp.
- United Gas
- Florida Water & Utilities Co.
- Florida Life
- Seaboard
- Hofman Laboratories, Inc.
- Seaboard
- J. A. Halsel & Co.
- National Financiers Corp.
- New York Life
- Ohio River
- Pacific Gas & Electric Co.
- U.S. Steel
- Wayne Manufacturing Co.

- Cohn Electronics, Inc.
- Edwards Steel Corp.
- Industrial Plywood Co., Inc.
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- Micromedica, Inc.
- Rorer
- Tool Research & Engineering Corp.
- Alabama Gas Corp.
- Consumers Power Co.
- Dilbert's Leasing & Development Corp.
- Eagle Food Centers, Inc.
- Extrudol-Film Corp.

- J. A. Halsel & Co.
- National Financiers Corp.
- New York Life
- Ohio River
- Pacific Gas & Electric Co.
- U.S. Steel
- Wayne Manufacturing Co.
To be determined by competitive bidding. Probable bid range: $8 to $10,000. Contractors: The Columbian & Western Steel & Smelting Co. and Shields & Co. (Jointly); Morgan Stanley & Co.; Harris, Tift, Heitner & Co., and the Robert W. Smith Co.—Bids—Expected to be received up to 11 a.m. (EDT) on Aug. 18 at office of Commonwealth Securities, Inc., 50 State St., Providence, R.I.


Casco Chemical Corp.

July 10 filed 300,000 shares of common stock. Price—$1 per share. Proceeds—To make available for the payment of notes, for general corporate purposes, or for working capital. Underwriters—Pearson, Murphy & Co., Inc., New York.

Offering—Expected any day.

Jewelry Resources, S. A.

May 27 filed 620,000 shares of common stock, of which 500,000 shares are reserved for the account of the company's outstanding indebtedness, 120,000 shares for the account of certain selling stockholders. Price—$1 per share. Proceeds—To finance expansion of the company's business and to make available any convertible preferred stock (no par) and 450,000 shares of class A common stock (no par). The no par preferred stock is convertible into Class A common on a one for two basis, without additional payment. The $1 par preferred stock is convertible into Class A common on a 1-for-5 basis, upon payment of $0.20 per share. A trustee is to be appointed who is to receive 1,500 preferred shares as a participation in the proceeds. The preferred stock is to be sold at the discretion of the company. Underwriters—Kearny, Smith & Co., New York; and Lee Higginson Corp., both of New York.

Coral Ridge Properties, Inc. (8/10)

Proceeds—For acquisition of any convertible preferred stock (no par) and 450,000 shares of class A common stock (no par). The no par preferred stock is convertible into Class A common on a one for two basis, without additional payment. Proceeds—For capitalization of the company. Underwriters—Jefferson Smurfit & Co., San Francisco, Calif.; and Lee Higginson Corp., both of New York.

Citizens' Acceptance Corp.

June 29 filed $500,000 of 5% convertible debentures. Price—At 100% of principal amount. Proceeds—To help working capital, buy accounts receivable, and to make available for the payment of notes, for general corporate purposes, or for working capital. Underwriters—Auchincloss, Parker & Reath, New York.

Offering—Expected any day.

Citizens' Acceptance Corp.

Aug. 2 filed 200,000 shares of common stock. Price—$3 per share. Proceeds—To make available for the payment of notes, for general corporate purposes, or for working capital. Underwriters—Auchincloss, Parker & Reath, New York.

Offering—Expected any day.

Cohu Electronics, Inc. (8/17-21)

July 27 (letter of notification) American Voting Trust offered 11,000,000 shares of common stock (par $0.01). Proceeds—For conversion of convertible preferred stock into common stock at a price of $0.03 per share. Underwriters—None.

Offering—Expected on August 16.

Colorado Water & Power Co.

Feb. 23 (letter of notification) American Voting Trust offered 60,000 shares of 9%, par $100, 5,000 shares of 4%, par $100, and 48 share of stock and $100 of debentures of common stock (par $1) to be offered in units of $200 of debentures and $3,000 of common stock. Price—$1 per share. Proceeds—For working capital. Underwriters—Abernathy, Esiron, Inc., Denver, Colo.

Offering—Expected in August.

Comstock Petroleum Inc.

Dec. 16, 1957 filed $25,000,000 of first mortgage bonds due Sept. 16, 1987. $20,000,000 of subordinated debentures due Oct. 1, 1983 and 3,000,000 shares of common stock (par $1) to be offered in units of $200 of debentures and $100 of common stock. Proceeds—For working capital. Underwriters—Lahman Brothers, v.r., New York Office—Philadelphia.

Consolidated Petroleum Inc.

Nov. 28 (letter of notification) 900,000 shares of common stock. Price—At par (10 cents per share). Proceeds—For investment. Underwriters—450 So. Main St., Salt Lake City, Utah.


Consumer Power Co. (8/18)

July 24 filed 34,000,000 of first mortgage bonds due 1989. Proceeds—For construction, and to repay bank loans. Underwriters—West Michigan Avenue, Jackson, Mich.

Underwriters—To be determined by competitive bidding. Probable bid range: $3 to $5 per bond. Contractors: The Columbian & Western Steel & Smelting Co. (Jointly); Morgan Stanley & Co.; Harris, Tift, Heitner & Co., and the Robert W. Smith Co.—Bids—Expected to be received up to 11 a.m. (EDT) on Aug. 18 at office of Commonwealth Securities, Inc., 50 State St., Providence, R.I.


Diversified Inc., Amarillo, Texas

June 29 filed 8,000 shares of common stock (par $5). Price—$3 per share. Proceeds—For acquisition of a new undeveloped real estate, for organization; or for working capital. Underwriters—Lee Higginson Corp., New York.

Offering—Expected in approximately 90 days.

Drexelbrook Associates

May 22 filed $2,000,000 of partnership interests, to be offered by 175,000 partnership interests, to be offered by proceeds. Proceeds—To be used for various acquisitions. Officer—Broad Street, Philadelphia, Pa.

Underwriters—None.


Eagle Food Centers, Inc. (8/18)

July 28 filed 3,000,000 shares of common stock (par $2.50), of which 20,000 shares are being offered initially by the company. Any of such shares not purchased by employees and the remaining 185,000 shares are being purchased by the underwriters, 2,500 stockholders and 160,000 shares from the company. Price—To be supplied by amendment. Proceeds—To redeem all of the preferred stock of a subsidiary, to pay off outstanding 6% subordinated notes, to purchase equipment and for general working capital. Underwriters—Earl Lynch, Pierce, Fenner & Smith Inc., New York.

Edwards Steel Corp., Miami, Fla. (8/17-21)

May 26 filed 4,500,000 shares of common stock (par $0.10). Price—To be supplied by amendment. Proceeds—For general corporate purposes, or for working capital. Underwriters—Zilla Snitler & Co. and Camp & Co., both of Portland, Oregon.

Electronic Data Processing Center, Inc.


Emerite Corp.


Estroin, Inc. (8/26)

July 26 filed 50,000 shares of common stock. Price—$5 per share. Proceeds—For purchase of machinery and equipment, for general working capital, and for equipment to transmit and receive television transmission systems. Officer—602 Lawrence St., Elkins Park, Md. Underwriters—Allow & Co., Inc., New York.

Equity Annuity Life Insurance Co.

Aug. 3 (letter of notification) 33,000,000 shares of equity annuity policies. Price—No less than $120 a year for annual premium contracts and no less than $1,300 for single premium contracts. Underwriters—Zilla Snitler & Co., 333 S. Farish Street, Jackson, Miss.

Equity General Corp.

June 29 filed together with Development Corp. of America a letter of notification 3,000,000 shares of common stock. The Equity General is the owner of 3,343,220 shares of the common stock. Proceeds—To purchase a portion of the equity shares from the holders of common stock at a price of $1.50. Proceeds—To be used in connection with the establishment of a conversion trust. Underwriters—Lee Higginson Corp., New York.

Equity General Life Insurance Co.

June 29 filed together with Development Corp. of America a letter of notification 5,000,000 shares of common stock. The Equity General is the owner of 2,399,504 shares of Development Corp. common, and proposes to offer 5,000,000 of such shares to the holders of Equity General common stock. Proceeds—To be used in connection with the establishment of a conversion trust. Underwriters—Lee Higginson Corp., New York.

ESL Mutual Fund, Inc.

**General Magnaplate Corp. (8/11)**

Anders Henningson, New York. 
Office—331 Main St., Belleville, N. J. 

**General Merchandising Corp., Memphis, Tenn.**

Feb. 18 filed 250,000 shares of class "A" common stock (par $100). Proceeds—$5,000,000. For working capital and general corporate purposes. Underwriter—Union National Bank Co., Memphis, Tenn. Statement effective April 24.

**General Time Corp. (8/10-14)**

July 29 filed 553,000 shares of common stock (par $1), for the underwriting of 340,000 shares and 50,000 shares of the common stock for an aggregate of 490,000 shares of common stock (par $1). Proceeds—$2,575,000. Underwriter—Kidder, Peabody & Co., New York. 

**Gibbs & Hill, Inc. (8/10)**

July 10 (letter of notification) 100,000 shares of common stock (par $5) for the underwriting of 50,000 shares of common stock (par $5) being offered by employees. Proceeds—For general corporate purposes.

**Gold Medal Packing Corp.**

June 18 filed 275,000 shares of common stock (par one cent). Proceeds—For the underwriting of 135,000 shares of common stock (par one cent) being offered by employees of the transactor for the aggregate price of $275,000. Proceeds—For general corporate purposes. 

**Government Employees Variable Annuity Life Insurance Co.**

Nov. 13 filed 2,500,000 shares of common stock (par $1) to be offered by company vie: (1) to holders of common stock of other insurance companies, on the basis of one warrant per share of stock held (1,250,000 shares), (2) to holders of capital stock of the company (1,250,000 shares), (3) to holders of common stock warrant to be issued at a subsequent date, (4) to holders of common stock warrant as described in (2) to be used for the purpose of acquiring common stock of the company. Proceeds—For expansion of the company. 

**Hamway, Inc. (8/7-13)**

June 9 filed 3,000,000 shares of common stock (par one cent). Proceeds—For general corporate purposes. 

**Hathaway Industries, Inc.**

June 9 filed 3,000,000 shares of outstanding common stock (par $1). Proceeds—For working capital.

**Heleniog Products, Inc.**

Oct. 22, 1953 (letter of notification) 26,800 shares of common stock (par $1) for general corporate purposes. Proceeds—For general corporate purposes.

**Heartland Development Corp.**

June 24 filed 22,826 shares of 5% convertible preferred stock (par $100), for the underwriting of 3,258 shares of preferred stock (par $100). Proceeds—For general corporate purposes. 

**Hemisphere Gas & Oil Corp.**

April 27 (letter of notification) 300,000 shares of common stock (par $1) for the underwriting of 150,000 shares of common stock (par $1). Proceeds—For general corporate purposes.

**Hollywood Construction & Draying Co., Ltd.**

July 25 filed 12,000 shares of common stock (par $1) for the underwriting of 12,000 shares of common stock (par $1). Proceeds—For general corporate purposes.

**Hollins Mfg. Corp. (8/7-13)**

June 9 filed 1,165,294 shares of common stock to be offered for subscription by holders of preferred stock. Proceeds—For the purpose of acquiring 100% of the capital stock of the company. Proceeds—For general corporate purposes.

**Horizon Ltd.**

March 11 (letter of notification) 251,000 shares of common stock (par $1) for the underwriting of 1,395,000 shares of common stock (par $1). Proceeds—For general corporate purposes.

**Huntley Fertilizer & Chemical Corp.**

May 7 filed 5,000,000 shares of common stock (par $1). Proceeds—For general corporate purposes.

**Huntington Trust Co., Mass.**

Aug. 3 (by amendment) an additional 1,000,000 shares of capital stock with a par value of $100 per share. Proceeds—For investment.

**Island City Mutual Insurance Co. (8/10)**

July 20 filed 3,000,000 shares of common stock (par $10). Proceeds—For the underwriting of 1,500,000 shares of common stock (par $10). Proceeds—For general corporate purposes. 

**J. W. V. (Inc.), Phila., Pa.**

July 30 filed 250,000 additional shares of common stock to be offered in units, each consisting of one share of common stock and one share of preferred stock. Proceeds—For general corporate purposes.

**John Hancock Life Insurance Co. (8/28)**

Jan. 25 filed 100,000 shares of capital stock (par $10). Proceeds—For the underwriting of 50,000 shares of capital stock (par $10). Proceeds—For general corporate purposes.
Infrared & Co., Inc., additional will brothers, Dec. 1 on standing prospectus, common then of notes into National stock • necessary poses promotional purposes, also for other corporate purposes. Office — 11 South Main St., New Underwriter — None.

Houston Lighting & Power Co., Inc. (8/19) June 23 filed $25,000,000 of first mortgage bonds due 1958, in denominations of $1000, $500, $100 and $10 each. Proceeds — For working capital.

HUD Finance Corp., Inc. (8/10-14) June 24 filed 327,000 shares of common stock ($1 par). June 27 filed 50,000 shares of common stock ($1 par). Proceeds — For working capital. Office — 3011 West Sixty-fifth St., Chicago, Ill. Underwriter — None.


Ideal Cement Co. (8/28) June 29 filed 600,000 shares of common stock. Price — $2.50 per share. Proceeds — To be utilized in reduction of obligations, the acquisition and development of new properties, and for the acquisition of properties; also for other corporate purposes. Office — 37 West 65th St., New Underwriter — A. Winston & Co. and Ingersoll Brothers, Inc. and Netherlands Securities Corporation.

Independent Telephone Co. June 29 filed 15,000 shares of 5% cumulative convertible preferred stock ($100 par) at $100,700 shares of common stock, together with warrants to purchase 40,000 common shares. According to the prospectus, 80,000 common shares are to be offered at a price to nine payees of non-assignable convertible notes outstanding, the conversion of which into common shares at a conversion price of $28 would be equivalent to 1,875 common shares. The shares are offered to payees of the site notes into common shares at a conversion price of $28. Proceeds — For working capital.

Industrial Leasing Corp. June 1 filed 50,000 shares of convertible 6% debentures ($1,000 denomination) and 50,000 shares of convertible 6% debentures ($500 denomination). Price — 100% of principal plus accrued interest. Proceeds — For working capital.

International Plywood Co., Inc. (8/17) June 25 filed 2,000,000 shares of common preferred stock ($10 par — convertible until Aug. 1, 1983). Proceeds — To be utilized in reduction of obligations, the acquisition and development of new properties, and for the acquisition of properties; also for other corporate purposes. Office — 525 So. W. 5th Ave., Portland 4, Ore. Underwriter — May & Co., Portland, Ore.


Lehanen Aluminum Window Corp. June 24 filed 12,000 shares of common stock in addition to a previously filed registration statement on Form S 1, to be offered initially to stockholders on the basis of one for each three then held; after July 1, 1960, to be offered to the public. Price — $4 per share. Proceeds — For working capital.


Lumberman’s Acceptance Co. July 3 filed (letter of notification) 2,000 shares of $7.20 par value, common stock. Price — To be set at time of sale. Proceeds — For working capital. Office — 3000 S. W. Sixth St., Portland, Ore. Underwriter —None.

Lyon Financial Corp. Aug. 2 filed 124,000 shares of capital stock. Price — To be set at time of sale. Proceeds — To be underwritten by a wholly-owned Lyon Savings and Loan Association to be formed. Proceeds will be used to reduce the balloon mortgage which will be assumed by the holding company and employees. Underwriter — None. Proceeds will be offered only to new shareholders of the company and its affiliated corporations. Proceeds — For investment purposes.

Magnuson Properties, Inc. (8/17-21) June 29 filed 500,000 shares of common stock in addition to a previously filed registration statement on Form S 1, to be offered initially to stockholders on the basis of one share for each 30 filed (by letter of notification) of record as of Aug. 2, 1960. The shares are offered to stockholders of record as of Aug. 20, 1960, for a new share for each two shares then held; right to exchange 25 shares shall not expire until July 1, 1965, to be offered in the public. Price — At 60% of initial public offering. Proceeds — To be utilized for corporate purposes.

Majestic Aluminum Window Co. May 27 filed 10,000 shares of common stock (no par). Price — $10 per share. Proceeds — To pay off various indebtedness, for equipment, working capital, expansion of facilities, and for general corporate purposes. Proceeds — For investment purposes.

Kaiser Aluminum & Chemical Corp. May 28 filed $4,000,000 shares of common convertible (1956 series) preferred stock (par $100) and 128,000 shares of common stock (par $35 cents) issued in exchange for the outstanding stock of Mexico Refineries Co. through merger. Proceeds — To pay for obligations, machinery and equipment, fishing lodge, and development of properties. Proceeds — For investment purposes.

Kaindah Lodge, Inc., Manchester, Vt. June 22 filed (letter or notification) $125,000 of 20-year 6% debentures ($1,000 denomination). Proceeds — For general corporate purposes. Underwriter — None. Proceeds — For investment purposes.


Kirlow (W. S.), 1960 Co. June 8 filed $3,500,000 of Participating Interests under Participating Agreements in the company’s 1960 Oil and Gas Exploration Program, to be offered in Delaware, for $25,000 or more. Proceeds — Acquisition of undeveloped oil and gas properties. Proceeds — For investment purposes.

Lawrence Exploration Co., Inc., Arnett, Okla. May 7 filed 100,000 shares of common stock (par $1). Proceeds — For general corporate purposes. Proceeds — For investment purposes.


Life National Life Insurance Co. June 20 filed 80,000 shares of common stock, to be offered for subscription by holders of outstanding stock on the basis of one share for each share held during the period ending June 25, 1960. The shares are offered to stockholders of the company at $6 per share to the public. Proceeds — To be utilized for corporate purposes. Proceeds — For investment purposes.

Leeds Travelwear Inc. (8/17-21) June 21 filed 12,000 shares of common stock (par $1). Proceeds — To be utilized for corporate purposes. Proceeds — For investment purposes.

Lenahan Aluminum Window Corp. July 2 filed 12,000 shares of common stock in addition to a previously filed registration statement on Form S 1, to be offered initially to stockholders on the basis of one for each three then held, after July 1, 1960, to be offered to the public. Price — $4 per share. Proceeds — For working capital.


Nationale Small Business Capital Investing Corp.

Naylor Engineering & Research Corp.
Sept. 29 (letter of notification) 300,000 shares of cumulative 5% preferred stock. Proceeds—are to be used for the construction of fishing boats and for working capital. Office—Schiller, St. Louis, Mo. Underwriter—Stirn & Co., New York.

Nedow Oil Tool Co.
May 5 (letter of notification) 150,000 shares of common stock (par $1). Proceeds—are to be used for the purchase of merchandise, for construction of additional plant, and for working capital. Office—St. Louis, Mo. Underwriter—To be designated. Offering—Expected in about 30 days.

New Pacific Coal & Oil Ltd.
June 9 filed 3,000,000 shares of common stock, of which 1,000,000 shares will be offered for the account of the Underwriters, the remaining 2,000,000 shares will be offered for the account of a selling stockholder (Albert Mining Co., Ltd., and the officers and directors of both companies). Proceeds—To be paid as additional compensation to brokers and dealers. Price—Related to the then current market price on the American Stock Exchange. Proceeds—To repay bank loans, for development of properties, and for general corporate purposes. Office—145 Yonge Street, Toronto, Canada. Underwriter—None.

New West Amulet Mines Ltd. (7-11-49)

Northern Electricity Co. Ltd.

Northern Industrial Minerals Ltd.
Aug. 4 (letter of notification) 15,000 shares of common stock. Price—$5 par (par $1). Proceeds—To be used for the purchase of machinery and equipment, and for paying debts due to various creditors. Office—Regina, Saskatchewan, Canada. Underwriter—Laird & Rumball Ltd., Regina, Saskatchewan, Canada.

Northern Power Co.
May 24 filed 28,883 shares of common stock. On June 23, 1949, National Power Transfer Co., owner of the power lines, filed 15,000 shares of common stock for sale, providing for the acquisition of the assets of Goldsmith Bros., Smelting & Refining Co., of Chicago, subject to the right of the company to purchase the equity interest of the latter. Office—Regina, Saskatchewan, Canada. Underwriter—None.

Northern States Power Co.
June 9 filed 952,033 shares of common stock being offered for sale to the public. The offering will be made on or about July 23, on the basis of one new share for each 15 shares held; rights to expire on Aug. 11, 1950. Proceeds—$2.50 per share. Proceeds—For the payment of the costs and expenses of financing, office, taxes, and other corporate purposes. Underwriter—Merrill Lynch, Pierce, Fenner & Smith, New York.

Northwest Defense Minerals Inc., Keystone, S. D.
May 4 (letter of notification) 300,000 shares of common stock (par $1). Price—To be supplied by amendment. Proceeds—For working capital, advertising and sales expenses, and for the construction of new machinery and equipment. Office—128 South First Street, Rapid City, S. D. Underwriter—American Diversified Mutual Securities Co., Washington, D. C.

Oak Valley Sewerage Co. (8-14-49)
June 3 filed $2,000,000 of 5% first mortgage bonds series of 1959. Price—At par. Proceeds—To repay to Oak Valley, Inc. a portion of the cost of construction of a sewage system. Proceeds are to be used to pay the costs and expenses of financing. Office—2801 S. Main St., North Salt Lake, Utah. Underwriter—Bache & Co., New York.

Oak Valley Water Co. (8-14-49)
June 18 filed $125,000 of 5% first mortgage bonds series of 1959. Price—At par. Proceeds—To repay Oak Valley Water Co., a portion of the cost of construction of the water supply and distribution system; to pay the cost of a new 12 inch well to increase the water capacity, and for the payment of the costs and expenses of financing. Office—1233 Main St., Mount Vernon, N. Y. Underwriter—Bache & Co., New York.

Ohio Oil Co.
June 22 filed 374,422 shares of common capital stock (voting $.01 par). Proceeds—are to be used to refund stockholders of the outstanding shares of Aurora Gasoline Co. to the extent necessary for the payment of the costs and expenses of financing. Proceeds—To be used for the purchase of preferred stock of preferred of Aurora: 5,78438 shares of $100 par value preferred stock at $105 per share, and 5,78438 shares of Ohio Oil common for each share of class A common stock of Aurora. Statement of proceeds for March 31, 1949.

Oil, Gas & Minerals, Inc.

Ong Construction Co.
July 5 filed 2,000,000 shares of common stock (par $.01). Proceeds—are to be used for public sale in units, each consisting of one share of preferred stock and one share of common stock held by the holder to buy 75 shares of common stock. Price—To be supplied by amendment. Office—Cleveland, Ohio.

Oreconcentrating Corp., New York, N. Y.
May 20 filed 200,000 shares of common stock (par 10 cents). Proceeds—are to be used for the acquisition of outstanding obligations and for working capital. Underwriters—T. C. Chapple, New York, N. Y., Washington, D. C. Offering—Expected any day.

Pacific Gas & Electric Co. (8/25)
July 26 filed 1,000,000 shares of common stock (par $.01). Proceeds—are to be used for the construction of new transmission lines and for the purchase of additional mortage bonds, series EE, due June 1, 1991. Proceeds—For property additions and improvements. Office—1100 Market Street, San Francisco, Calif. Underwriter—If a company, by competitive bidding. Price: Bidder’s: The First National Bank, and Halley, Rice & Co. (J. H. Rice & Co.); Blyth & Co., Inc. Bids—Expected to be received on Aug. 25.

Pacific Power & Light Co.
July 7 filed $10,996,000 of 4% convertible debentures, to be offered for subscription by each holder of one share of common stock held by him. Proceeds—At 100% of principal amount. Proceeds—For construction program. Underwriter—Ladenburg, Thalmann & Co., New York.

Paco Products, Inc., Pocahontas, A. C.

Packard Motor Car Co.
July 31 filed 150,000 shares of class A common stock, of which 110,000 shares are to be offered for the account of stockholders and the remaining 40,000 shares will be offered for the account of a selling stockholder (National Auto Corp., and the officers and directors of both companies). Price—$7 per share. Proceeds—For the payment of the balance, if any, to be added to working capital. Office—400 Fifth Avenue, New York, N. Y. Underwriter—Joseph H. Hents & Co., both of New York.

Pan American World Airways, Inc.
July 15 filed 65,000 shares of common stock (par $1). Proceeds—are to be used as additional working capital, or as a portion of the funds required in connection with the acquisition of 45 powered aircraft, including all aircraft cargo and related flight and ground equipment, or both. Underwriters—Lehman Brothers and Hornblower & Dominguez.

Participating Annuity Life Insurance Co.
June 4 filed $2,000,000 of variable annuity policies. Proceeds—To be used for the acquisition of the Plant Building, Fyetteville, Ark. Underwriter—None.

Patterson, California, Calif.
May 19 filed 20,000 shares of common stock (par $1). Price—at market. Proceeds—For investment. Underwriters—None.

Petrous Oil Corp. (9/15)
July 15 filed 250,000 shares of common stock (par 100) and 300,000 shares of 6% cumulative convertible preferred stock (par $5). Price—$8 per unit, each unit consisting of one share of preferred at $5 and one share of common at $1.20. Proceeds—from the sale of the preferred stock to Petrous for working capital purposes, and for the payment of the costs and expenses of financing, and for the payment of the costs and expenses of financing, and for the payment of the costs and expenses of financing, and for the payment of the costs and expenses of financing, and for the payment of the costs and expenses of financing.

Pioneer Finance Co. (8/11)
April 10 filed 231,853,614 shares of capital stock, being offered for subscription by holders of outstanding shares held by them. Proceeds—$25,000,000. Underwriter—None.

Pioneer National Building Co.
June 9 (letter of notification) 200,000 shares of common stock (par 10 cents). Proceeds—are to be used for the construction of new rental and office buildings. Proceeds—To be offered for public sale in units, each consisting of one share of preferred stock and one share of common stock. Price—To be supplied by amendment. Office—Pioneer National Building Co., New York, N. Y.
P. Polycast Corp.

Porch-Alume, Inc. (8/24-28)

Prairie Petroleum, Inc.

Precision Apparatus, Inc.

Producers Inc. & Casualty Co., Mesa, Ariz.

Provident Security Life Insurance Co.

Queenston Gardens, Inc.

Racine Mutual Insurance Co.

Racine Mutual Insurance Co

I. Republic Resources & Development Corp.

Richwell Petroleum Ltd., Alberta, Canada

Ritter (P. J.) Co., Bridgeport, N. J.

Sattle, Inc. with Dade Farms, Inc.

Southern Realty & Utilities Corp.

Southwestern Investment Co.

Southwestern Mutual Life Insurance Co.

Standard Materials Corp.

Sea View Industries, Inc. (8/28)

Sea View Industries, Inc.

Silver Creek Precison Inc.

Sire Plan of Tarrytown, Inc.

Skaggs Leasing Co.

Suttle, Inc.

Sunray Mid-Continent Oil Co.

Sutdecker-Packard Corp.

Supercede Ltd. (8/10-14)
Udy, a firm

**United Air Lines, Inc.**

12,000 common shares, to be offered to key management personnel at $25 per share until June 30 and to others at $27.50 per share under the employee stock option plan. Office—5659 South Cicero Avenue, Chicago, Ill., 60638.

**United Artists Corp. (8/28-29)**

July 21 filed 100,000 shares of outstanding common stock. Price—To be supplied by amendment. Proceeds—To be used to promote and advertise the sale of Underwriters' stock, share certificates, and to plow back undistributed earnings.

**United Discount Co.**


**United States Insurance Co.**

April 16 filed 2,000,000 shares of common stock (par $5).

Price—$10 per share. Proceeds—For acquisition of additional buildings to be used by the company, for general corporate purposes (especially for the expansion of real estate holdings and the utilization of capital funds), and to provide funds to the stockholders. Office—457 E. Pennsylvania Ave., Salt Lake City, Utah, Underwriter—None. Offered—Expected soon.

**Universal Finance Corp.**

May 16 filed 5,000 shares of common stock (par $100) on behalf of Griffin Investment Co., 10,000 shares of preferred stock, and 69 shares of common stock.

Price—Of unit, $45,000; and of common stock, $650 per share. Proceeds—To be offered in the following manner: (1) cash distribution, (2) loan, (3) purchase of stock, and (4) exchange of preferred stock. Office—2432 N. Second Street, Minneapolis 11, Minn., Underwriter—None. Offered—Expected on or before October 1, 1953.

**United Insurance Co., Inc., Houston, Texas**

Aug. 5 filed 100,000 shares of 60 cent cumulative convertible preferred stock. Price—At par ($60) per share. Proceeds—To be used for additional working capital. Office—Underwriter—Dempsey-Teegor Co., St. Louis, Mo., Underwriter—None.

**Universal Finance Corp.**

April 23 filed 1,250,000 shares of common stock (par $16). Proceeds—To be offered for the following purposes: (1) income, (2) debt service, and (3) to the extent not needed for the above purposes, to the stockholders. Office—322 West Madison St., Chicago, Ill., Underwriter—None. Offered—Expected soon.

**Underwriters at Lloyd's**

June 9 filed 7,000,000 shares of common stock (par $4). Proceeds—Proceeds will be used to support the activities of the company, including the purchase of research equipment, and to support the research and development programs of the company. Office—121 Broadway, New York, 7, N. Y., Underwriter—None.

**Underwriters at Lloyd's**

June 11 filed 6,000,000 shares of common stock (par $3). Proceeds—The proceeds will be used to support the company's operations and to expand its research and development programs. Office—121 Broadway, New York, 7, N. Y., Underwriter—None.
Benson Manufacturing Co., Kansas City, Mo., June 18, reported that the company is offering an $8,500,000 of preferred stock. Proceeds from the sale are for working capital.

Business—The company is engaged in the manufacture of various products, including aluminum containers and beer barrels, aluminum products, and building materials. It also produces roofing materials and other proprietary products.

Boston Edison Co., June 19, reported that a meeting of the board of directors on Sept. 2, stockholders will consider issuing not more than $15,000,000 of first mortgage bonds. Proceeds from the sale will be used to expand the company's operations.

Boston Edison Co., June 20, reported that the company has decided to raise its rates by 3.5% for electricity and 4.5% for natural gas. The new rates will take effect on July 1.

Buckingham Transportation, Inc., (8/10) July 17, reported that the company has increased its common stock to 50,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

& Southwest Corp., May 19, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Chesapeake & Ohio Railway (8/12) July 15, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Cincinnati, Ohio, Pacific Ry. (8/24) July 24, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Consolidated Edison Co., New York Inc. (12/1) July 30, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Consolidated Natural Gas Co. May 19, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Dallas Power & Light Co. Aug. 10, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Kansas City Power & Light Co. Dec. 29, reported that the company has increased its stock from 10,000 to 20,000 shares. Proceeds from the sale will be used to finance the company's expansion plans.

Mail & Telegraph Co., Ltd. June 4, reported that the company has decided to raise a substantial portion of the capital required by the company to be reorganized and formed. The company will issue shares of common and preferred stock. It is expected that the offering will be available during the latter part of August. Proceeds from the sale will be used for capital expansion.

New England Telephone & Telegraph Co. (9/21) July 21, directors approved the issuance and sale of additional shares of preferred and common stock. Proceeds from the sale will be used for capital expansion.

Northern Electric Co. of Chicago June 2, reported that the company plans some financing. Business—Distributor of electronic parts. Offering—To be determined by competitive bidding. Proceeds: Offering. Expected to be received on Sept. 21.

North American Equitable Life Assurance Co. Dec. 1, announced that the company has filed a plan offering of $20,000,000 of new common stock and $15,000,000 of new preferred stock. Proceeds: To be used to finance the company's expansion plans. Offering—To be determined by competitive bidding. Expected to be received in the latter part of August.

Northern Natural Gas Co. (10/1) July 31, reported that the company plans the sale of 50,000 shares of preferred stock. Proceeds: To be used to finance the company's expansion plans. Offering—To be determined by competitive bidding. Expected to be received on Oct. 1.

Philadelphia Electric Co. (10/14) Aug. 9, reported that the company is planning to file with the Securities and Exchange Commission a registration statement for the sale of $3,000,000 of new shares of common stock. The offering will be made to the public in the states of Pennsylvania, New Jersey, and New York.

Rugby Sound Power & Light Co. May 11, announced that the company plans to sell first mortgage bonds. Proceeds: To be used to finance the company's expansion plans. Offering—To be determined by competitive bidding. Offering. Expected to be received on Oct. 1.

Salant & Sisters, Inc. July 15, reported that the company plans to sell a new issue of preferred stock. Proceeds: To be used to finance the company's expansion plans. Offering—To be determined by competitive bidding. Expected to be received in the second quarter of 1982.

Savannah Electric Co. (10/13) July 13, reported that the company plans to sell a new issue of preferred stock. Proceeds: To be used to finance the company's expansion plans. Offering—To be determined by competitive bidding. Expected to be received in the second quarter of 1982.
The Role of Life Insurance in Achieving Our Economic Goals

Life insurance has strengthened our free economy by enabling individuals to purchase a broad range of essential goods and services. It has also enlarged the ownership of automobiles and other durable goods, and has added to the total national stability of such expenditures. It has done much to help maintain and expand the standard of living in the future of the American people.

Life insurance has indeed brought to the young families in the crucial new suburbia its greatest wish list of cars, homes, and all the other material things that have made family life in the world a little more comfortable and secure. In addition, it has helped to reduce the anxieties of the breadwinner, a family man, who is more willing to take a job if he knows that his family is fully protected in the event of his death.

Life insurance has developed and sustained the real estate market, for it is the insurance company which pays for the completing, the finishing of homes on the credit. It is in life insurance that the real estate market has found its most secure and steady financing, and it is by reason of its steady growth and successful operation that the real estate market has been able to develop and maintain itself on a larger scale than ever before.

Life insurance has also strengthened our free economy by leading to a wider ownership of large businesses and corporations. One of the most striking and reassuring results of the increased number of new owners of the life insurance business is the doubling of the number of new owners of the large business corporations during the past six years.

As the number of "capitalists" has risen by 15 million since 1953, a broadening of the base of ownership of business firms is a direct consequence. This wide generation of ownership is a powerful force for family savings, for it is possible now that people who are members of the working class can afford to save and invest money in the business of their own country.

One of the most important developments that has taken place in the last century is that the middle class has become the backbone of the American economy. The middle class is now the largest group of people in the United States, and it is the middle class that has developed a sense of responsibility for the growth and development of the nation.

Life insurance has developed and maintained the financial stability of the economy. In general, the life insurance companies have been able to maintain a high level of solvency, and they have been able to meet their obligations to policyholders in a timely and efficient manner.

The American life insurance industry has always operated upon the assumption that the dollar is a stable unit of value that will long hold. It is the necessary and proper burden of the American dollar to be stable and to have a high level of purchasing power.

The American life insurance industry is a major contributor to the national economy. It is one of the most prosperous and successful industries in the world, and it is a major contributor to the growth and development of the nation.

One exciting current issue is whether insurance companies should be allowed to offer the public the same benefits that they offer their own policyholders. There is a strong presumption in favor of giving business enterprises the right to adapt their services to the public, and the insurance companies have been able to adapt their services to the needs of the public. This has led to a more vigorous, a freer, and a more stable economy as a result of the operation of the life insurance companies.

What of the future? Will life insurance continue its spectacular growth or will it remain at the present level? The answer to this question is very important, for it will determine the economic stability of the country. The answer to this question will also determine the future of the country.

The net proceeds will be used for capitalization, for the consolidation of operations in one plant, for the purchase of equipment, and for the payment of debts and capital for the company.

The company offers to retire 10,000 shares of its Series A Common Stock at par or $100,000. The offering will be made to the public through the underwriting of the company. The offering will be made to the public through the underwriting of the company.

The capitalization of the company after giving effect to the offering will consist of 530,000 authorized shares of common stock (10 par values), with 260,320 shares outstanding.

The offer of acquisition of the United Gas Corporation by the American and Foreign Power Company will be made at the rate of $1.50 per share and will be subject to the condition that the United Gas Corporation will be merged into the American and Foreign Power Company. The offer will be made to the public through the use of the United Gas Corporation's public offering prospectus.

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WASHINGTON, D. C.—After all the horror, sólid, and corruption evils unearthed by the McClellan Rackets Committee, the American Congress will stand condemned if it adjourns without passing some anti-racketeering legislation.

Unquestionably the most important domestic issue facing the 86th Congress is corpora
tion labor legislation to curb some of the powerful labor racketeers who could wield the country in a
knot.

Nevertheless, the "velva toast" bill reported out by the House Committee on Education and Labor is hardly more than an expression of noble sentiment and pious suggestions, as one Congresman described it so
well.

This Congress owes to the millions of loyal working men and women — both blue collar workers and white collar workers— the passage of some legisla
tion. That is also what makes all makers will do their fellow countryman a great disservice if they
fail to put the hoodlums that are running amok.

Failure by Congress to measure up to their responsibility would be an open invitation to the
brode of Fifth Amendment
taking hooligans back to the
Cielean Committee to increase their violation, fraud, stealing, black-mailing, and other acts of crime.

This good, hard-working peo
tle everywhere in America over a
debt of gratitude to Sen. John L. McClellan of Arkansas, who has shown a tremendous amount of energy in the fight against these hoodlums. He realizes that his committee could continue its investigation another two years.

Would be dictators like the
James Rolfes would like to con
tinue their illegal tactics in an effort to control more and more elections, local, state and na
tional.

Real Bill Unlikely

It is doubtful that a real labor rel
ief bill can pass this year. However, some type of bill con
ceivably could get through after a long and difficult fight in the
House. The House killed a Senate—passed bill last year after much wrangling on the
FT of Hardings and the other
amendments. Some observers feel the same thing might happen this year.

Secondly, boycotts and picket
ing provisions will be the par
ame of the issues of dispute.

"Existential laws, as they will
employers will testify, encour
age a night's work of blackmail
uiting of employers by labor hood
lums. This is a major nace for dishonest union hucksters to intimi
date business and in

May the Southern Democrats and Republicans in the House prefer the labor reform bill brought out by Representatives Phil M. Landrum of Georgia, and Robert P. Griffin, Rep
resentative of Michigan. Their measure would provide for criminal penalties, as provided in the
Kennedy bill, for violations of rights given union members in a union

Attacked by Meany

The milder measure brought out by Representative Carl Eli
ott, Chairman of the House Labor Committee, has
probably has a much better chance of passage. There will be numerous amendments to what
ever bill that is passed, if one should be passed.

Of course, President George
Meany of the AFL-CIO has de
nounced the bill as unaccept
able on the ground that it would
do grievous harm to legitimate
ions. This attack was to be expected. President Meany will
likely along with legislation to curb the
crooks, but Mr. Perzy wants to write the bill.

Meantime, as labor leaders are asking for higher wages, some Washington officials are frankly apprehensive about the increasing amount of foreign products that are reaching the American stores and outlet.

More and more foreign—made radios, machine tools, automo
tive parts, steel, cameras and other things are being sold. Obviously the more that these foreign things sold means fewer jobs in the plants for American workmen. The reason these foreign goods can compete so well is the continually rising wage scales.

SEC Looking to Expand

Like most Federal burea
cracies, the Securities and Ex
change Commission would like
to broaden its scope of activity. The SEC is now trying to extend that responsibility
by edict an advance notice of business mergers.

Protests have been filed with the SEC by business and trade
groups. The SEC wants to re
quire corporations to supply cer
tain information to the SEC in the by the 10th of the month of any companies aggree to
merge, or acquire or dispose of assets.

Protestants have correctly pointed out that advance plans to
buy, sell assets or merge may not show up on the SEC's records
highly confidential so as not to
be known to the company's
employee, stockholder and stockholder relatives of the affected
companies.

The United States Chamber of Commerce, on behalf of its
member of 2,700,000 bus
inesses, sent a letter to the SEC declaring that the only a
way that corporations would submit
proposed amendments is to put the Securities and Exchange
Commission in a position for amends inquires, and to make this highly confidential information
available to the public. The SEC contents that itwould help stock
holders and investors. It has in
vited comments by Aug. 15.

"We are unable to see how in\vestors and stockholders would be benefited when the
company they own will be
reparably damaged," the Cham\b er advised the Federal agency.

"Of even greater concern is the
damage the proposed amend
ments would to lesser players and those which are interested in
selling hard-earned assets."

There is no question that a
public disclosure would not
only result in increased stock market speculations but would do damage in other ways.

Despite the Heat

Despite the heat, humid days and nights that have plagued
Washington for weeks there has been a lot going on. Whether or not Congress will raise the in
terest ceiling rates on Treasury bonds or A and B bonds was still debatable at this writing.

BUSINESS BUZZ

Eggplant's Employment Agency

"Frankly, Miss Poodlies, this recommendation from your last employer isn't too glowing"—recently states you and he managed to co-exist."

Washington's and You

FOREIGN SECURITIES

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Exchanging Circumstantial Evidence

Urbanization: 1962—Its Significance
• 1963 World Travel Exposition
• 1962 Washington Auto Show
• 1962 Midwinter Meeting
• 1963 United Nations Building

Businessmen's BOOKSHELF

The National Association of Real Estate Brokers, after a sur
vey based on reports from 225 areas across the nation, said:
"Our survey indicates the up
ward trend of rates is likely to continue."
The survey showed that a general increase of a United States per cent in interest
rates on conventional mortgages over the first quarter.

The survey found an increase in the number of areas reporting a prevalent rate of 5% or more on conventional mortges, and a decrease in the number reporting 5% or less.

Of the areas reporting interest rates of less than 5%, 21 reported the 5% rate, 20 reported 5.1%, 43 reported 6%, and 67 reported rates in excess of 6%.

Interest rates for mortgages on existing homes in good neighborhoods also moved up
ward in the second quarter, with a marked decrease in the number of areas reporting a 5% rate and a corresponding increase in the number re
porting a 6% rate.

This column is intended to re
fect the "behind the scene" type of information about the nation's Capital and may or may not coincide with the "Chronicle's own views."