The Economic Outlook and Other Factors Imply Interest Rate Rise

By C. Richard Youngdahl, Executive Vice-President of Aubrey G. London & Co., Inc., New York City

Given any upturn in business by mid-1961, interest rates will probably be higher a year hence than they are today. In pointing this out, Mr. Youngdahl doubts further significant ease in intermediate and long-term interest rates in the next few months—harking any further in investors’ business outlook views, and banks’ and other investors’ preferences for short-term. He predicts a $1 billion Federal deficit next year at the minimum; explains why the Fed is unwilling to allow short-term interest rate to decline much further and warns of dangers that could result if the Fed were to start buying intermediate and long-bonds.

This past year has been another fascinating period for the student of our money and capital markets. If not always for the participants. A few old rules and relationships broke down a bit. Some students even saw the interest rate cycle has gotten “out of phase” with the business cycle. In that event the unusual features of interest rate development, making an essential background for appreciating the outlook for 1961. Early this year interest rates reached a peak level in the United States. Bill rates were in the 5% area and a generous sprinkling of intermediate- and long-term Treasury securities offered returns slightly above this level. In the long-term capital markets, new issues of the highest-grade corporate securities were available at yields of over 5 1/4% while outstanding long-term Treasury issues reached market yields of more than 4%. These yields developed as a result of a combination of unusual factors. Last December and January we were subjected to the usual heavy barrage of economic schemes about the business outlook for the year ahead, and in that case the Fed acted in a dovish way of predictions to tell us about the souring sixties. Psychologically, the capital markets had been brainwashed, particularly since the threat of inflation along with the boom was then very real in many minds. In a sense, many investors were overbullied or underinvented, awaiting further developments. But market and business psychology was only part of the high interest rate story. Pressures of credit demand were fantastically heavy, from almost all categories of borrowers, public and private. After the steel strike, business activity, as measured by almost any index, had been accelerating at a fabulous clip, and indeed the pace of total economic activity continued on to new high ground for several months in 1960. Credit demands of all kinds continued very large.

Turn in Interest Rates Last Winter

In our money and capital markets, however, a marked change became apparent in the second half of January. Short-term rates started to recede as money began to flow more heavily into that market, particularly from corporations, individuals, and states and municipalities. Soon, throughout the entire range of our credit markets, yields began to edge lower. By early February the picture became more definite, and the declines in yields accelerated.

This turning point in our credit and capital markets is the more noteworthy because it took place despite a huge demand for credit of all kinds and entirely without any indication of recession, statistical or otherwise, that activity in our economy was at a lower level than the previous year in part because people began to wonder whether inflation was indeed a (Continued on page 25)
The Security I Like Best...

A continuous forum 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.

CHARLES L. BETZELBERGER
Stern Brothers & Co., Kansas City, Missouri

Russell Stover Candies, Inc.

This week’s Forum Participants and Their Selections

Russell Stover Candies, Inc.—
Charles L. Betzelberger, Stern Brothers & Co., Kansas City, Mo. (Page 2)

Supplies are causing a larger dependence on water products.

I think the field is wide open, and I feel that Culligan will produce a large franchised dealer organization and a young, aggressive, and resourceful management should receive more than its share of the future market.

Culligan, Inc., successor to a business started in Northbrook, III. in 1950, manufactures a full line of equipment to solve every water problem in the home. The company is the creator of the service plan which calls for "Culligan Soft Water Service," operated by some 1,100 franchised dealers in the United States and Canada. This service consists of dealers locating necessary equipment in the customers' homes and periodically exchanging and recharging units so that they are constantly maintained at a level of maximum efficiency. A monthly charge is made by the dealer for the equipment and the amount of service required. This insures the homeowner a continuous trouble-free supply of soft, potable water.

Dealers are trained with assistance in the form of complete sales kits, training programs, national advertising and sales analysis service. The Culligan Soft Water Institute is an organization of the company, a national authority on water and its treatment. The institute analyzes water samples from all over the world, supplies information on water conditioning to Culligan dealers and their customers, governmental agencies and other interested organizations. Each dealer is assigned a staff of experienced scientists who speak throughout the country on various water-related subjects at technical society meetings and before civic groups.

The company's financial position as of April 30, 1960 (fiscal year) was good. Cash of $4,957,803 were about 3.2 times current liabilities and $1,567,238. Capitalization was as follows:

Common stock and class B common stock are identical, excepting for dividend status. The common stock is entitled to receive dividends at a rate equal to four times that paid on the standard class B. The class B is convertible into common stock at any time on a share for share basis; however, holders of 262,298 shares of class B are entitled to convert their class B shares except at the rate of one on every share starting July 1, 1961.

When the company made its first public offering in February of 1960 it announced its intention of doing 100% dividend of 17% per share, and its common stock has been transferred to the New York stock exchange for the next year ending April 30, 1960, Net earnings in the same period increased from $14,235 to $49,812. Earnings for the year ended April 30, 1961, were $25,295.

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When the Securities Laws Apply to Realty Syndicates

By Edward N. Gaddy,* Chairman, Securities and Exchange Commission, Washington, D. C.

Real estate syndicates that should be registered are told that the SEC not only will hold the滿 of the S.E.C. head says that these real estate investment trusts may not provide all the advantages of taxes as a partnership, the degree to which the amendment will affect the present pattern of underregistration remains somewhat doubtful. He emphasizes that the tax amendment does not affect the Federal securities laws governing syndications. Reproduced at the end of Mr. Gaddy's article is the SEC's recent release on the subject.

I understand that the island of Manhattan was the scene of one of the most famous of real estate swindles with the Indians as the victims. I also understand that the present unit value of the land of which the Indians were swindled was highest in the world. For many years, the fee to most of this property was closely held by individuals, trusts, or corporations, charitable or corporate. Until relatively recently, there was relatively little real estate held in corporations whose principal business "it was impossible to own real estate. From the time I was in Wall Street, which is not very recently however, I received notices that there were large real estate corporations, the City Investment Company, and Think think up a new one or two, or not very many. Even now, I know that there are some large land companies, not to mention the many small ones. As I recall it, a management company not interested primarily in owning or operating property. These observations are no longer completely valid. At the present time, the securities of many companies which do not hold develop or deal in real estate are listed on the various stock exchanges or are widely traded over-the-counter. There may be some specific psychological gratification in being part owner of a New York office building or of a nationally famous hotel. Furthermore, an investment in real estate equities appears to be attractive to certain types of persons, many of whom may not have enough capital to invest in a single building by themselves or may not care to put all their eggs in such a basket. Whatever the reason, in the last few years public offerings or participations in various real estate ventures have met with adequate response, and a new institution, the so-called real estate syndicate, has come to play a prominent role in the capital markets.

A real estate syndicate is nothing more nor less than a group of investors who join together and pool their funds to purchase a specific piece of real property. It may be a large group drawn from the general investing public or a relatively small group, all of the members of which are known to each other. The choice of the syndicate involves consideration of a number of factors, such as continuity of organization, transferability of the property, extent of limitation of liability and, most important, the application of the income tax law. It is for this last reason that promoters have usually carefully avoided the corporate form and have most often chosen the syndicate in the form of a limited partnership. Under this arrangement, the promoters occupy the role of general partners, and members of the investing public are admitted as limited partners. The actual management of the property is sometimes entrusted to a lessee or sub-lessee on a rental basis designed to produce the cash yield which is advertised to the public.

It is difficult to say what any kind of property may be syndicated. The usual objects for such syndicates are apartment houses, office buildings, hotels and shopping centers. The opinion is expressed that most of the major buildings in the nation will eventually come to the syndicate-owned. Moreover, as interest in real estate syndicates has spread, unnamed real estate has also been syndicated. A project recently coming to my attention involved desert land near a picturesque lake. It has been advertised to the public.

In any consideration of real estate syndication, it should be borne in mind that participating therein are "investment contracts" and, thus, are securities within the meaning of the Federal securities laws. While an offering of such participations may raise problems under others of the securities acts, particularly under the provisions of the Securities Exchange Act of 1934, relating to broker-dealers, I shall restrict myself primarily to a discussion of the Securities Act of 1933. Stated briefly and generally, this statute requires that securities offered or sold through the use of the mails or by means of interstate commerce must be registered with the Commission. Registration is accomplished by filing with the Commission a registration statement containing certain information. Continued on page 24

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Each page is displayed in a readable format. The text is clear and legible, making it easy to read and understand.
OBSERVATIONS...

BY A. WILFRED MAY

A MARKET-TIMING BIBLE

Now we have a real timing Bible containing all the technical tools usable for timing the stock market. The Holy Book of Daily Stock Market Timing for Maximum Gains is a joint work by Joseph E. Granville; 289 pp.; Prentice-Hall, Englewood Cliffs, New Jersey, $12.50.

The book is divided into two parts, each of which is subdivided into sections. The first part, "General Indicators," contains 39 sections. The second part, "Separate Trends," is divided into three parts: "Growth Industries," "Electric Power," and "Other Industries." The book is divided into sections and sub-sections, with each section containing a summary of the market's current state and a list of stocks that are likely to be affected by the current state.

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A 564 Question

This leads us to ask our present author as we do of others: what are the technical and fundamental factors to be considered in choosing stocks for your working capital? The answer is: the factors that are likely to be considered in choosing stocks for your working capital are the ones that have been considered in choosing stocks for your working capital, and which have been considered in choosing stocks for your working capital.

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Appoints Lemkau

Hudson B. Lemkau, Morgan Stanley & Co. has been elected a member of the Nasd District No. 12, which consists of New York, New Jersey and Rhode Island, effective Jan. 1.


Oscar Dubé Branch

MONTREAL, Que.—Oscar Dubé & Co. Inc. has opened a branch office at 339 Craig Street East, under the management of Pierre M. Dubé.

With Schirmer & Aerton (Special to The Financial Community, Boston, Mass.—LeRoy H. Myrick has rejoined Schirmer & Aerton Co., 50 Congress St., members of the New York and Associated Stock Exchanges, Mr. Myrick, who has been in the investor relations business for many years, has recently been with de Pont, Halsey & Co.

The Commercial and Financial Chronicle..., Thursday, December 1, 1940
Union Policies Must Converge to The New Business Climate

By R. Heath Larry, Administrative Vice-President-Labor
United States Steel Corporation

Mr. Larry writes on the realities of today's labor-management relations and on the crucial necessity of adapting methods to wands if we are to face mounting competitive pressures and cold-war problems. "Steel," he says, "is a luxury in a society which we cannot afford," he adds, and "the most important community of interest between employers and employees and their representatives is the one that will accept the right of voluntary arbitration to solve our differences." Mr. Larry takes note of efforts to create national advisory boards or tripartite councils and explains why he thinks it likely that the venerable institution of compulsory arbitration which unionism, too, opposes. The author calls for a return to bargaining at separate collective unit-by-unit levels which he terms the heart of our free enterprise system: direct communications with employees a still underdeveloped art; union-represented employees still an employee and should be treated as such; and states economic facts taught to employees is not anti-union.

There is an old aphorism, either attributable to or reported by L. Mencken to the effect that: "There is nothing new that we have not heard before and which we have not forgotten." I am sure that the same reasoning applies to Captain Kittering, who plodded nearly 20 miles to the ocean in a little over 13 minutes 20 years ago. He did not agree; nor would those who have washed and laundered at the borders of scientific knowledge recently by the use of atomic energy. Against "Echo," the space balloon; nor those who carry a board of package of instruments into space to circle the globe every 94 minutes and return to their hands for examination a few days later.

Yet in the field of human relations, the aphorism seems more apt than we would like to admit. We seem to be having infinitely more trouble in making progress in this area than in the sciences and the basic problems, although they rear up in a variety of new trappings, seem as old in antiquity. We keep having to learn old lessons. The French have a saying to the effect that the more a thing changes, the more it is the same thing. It seems quite appropriate in this field.

A Brief Look Backward

Possibly, therefore, a brief look backward may be in order before we go on to think in terms of developments in the future.

In suggesting that we do this, I don't want you to think I'm like the mythical blind men who were told to fly backwards because it was more convenient there. We were told where I was been than with where it was going, because my interest, like yours, lies not in yesterday, except as lessons may be learned from and put to use in the problems of today and tomorrow. That is why I want to do prepared for them.

We are, I think, at a parlicularly appropriate time for a brief look backward, because it has been only a quarter of a century since labor relations in America were the subject of a new chapter. In 1935, just 25 years ago, the Wagner Act first became labor; re- cently established the National Labor Relations Board celebrated its Silver Anniversary.

That seems like a long time ago. In 1935, Jean Harlow was at her sexiest in "Safety Valve." Erskine Sanford was not yet the Duchess of Davenport. Men's bathing suits mostly were still bathing suits, but the zoots; the Polka Dot Bikini hadn't been heard of yet—although it may have been a type of garment which man was yet to be created in the minds of playwrights and the head was yet to be hatched. And the great Depression was not quite over, at least by the definition of one magazine writer of the period which who observed that it would not be over so far as he was con- cerned until the Act was enacted. The National Recovery Administration resumed the full div- idend on its preferred stock—an event which did not occur until the following year.

The Board did not mark the end of the Depression, it did mark the end of an era, for union-management relations were to occur in a different con- text. These magazine for July 13, 1935, noted the advent of the new law in these words: "Without a constitutional quiver in his freecked right hand, Franklin Roosevelt last week signed the Labor Disputes Bill. Then, lighting a cigarette, he leaned back and dictated a statement to the public. 'This act,' the president declared, 'is an act of our substantive law, the right to bargain collective of employees in industry.' It is truly eliminating in a major cause of labor disputes, but it will not stop all labor disputes. Accepted by principle, it is the playing field which we and the public with a sense of sober responsibility and of willing cooperation, however, it should be pointed out, was an impor- tant step toward the acceptance of just and peaceful labor relations in industry."

A little later on, one of the same magazine's writers wrote this comment, "Either the President did not believe in the power of his ideas, or he did not care for it enough to see, together with the Labor Disputes Bill, the AFL sets out to attempt to unionize the country."

Turbulent Years After 1935

The years following 1935 were turbulent years indeed as union organizers swarmed in major industrial centers throughout the nation. What might have happened if the extension of labor organization had manifested no more than a voluntary exercise of the rights of employees to engage in self-organization, which is well protected by law on its face purported to protect, is as difficult as the task which was left at the end of this quarter century, as it is even more difficult to know if only one more Supreme Court Justice had cast his vote with the four who cast their votes into the new law was unconstitutional.

But the Court did find the law to be constitutional, and organization did proceed, not alone as a result of voluntary exercise by employees of their right to or- ganize, but with the backing of management and the market. Unions converted the right to self-organization into the right to organize—and along with that substantial advantage the legal as well as moral legality were the equivalent of moral necessity.

I do deny that labor union ranks would have been strengthened if the strength of special privilege in the hands of the organizers. It may be, admitted I think, that under voluntary decision alone, labor union membership would have risen in the Thirties. Indeed, under such a policy the law, in the spreading notion that some union members in market "organizing" could make possible the pay- ments which the law, in the spreading notion that some union members in market "organizing" could make possible the payment, and other employment which the market would permit without creating unemployment for a part of the labor force.

There is no denying that the labor union idea is legiti- mately attractive to many employers and other reasons which have grown out of the economic interest. But as far as I know, practically every labor-management historian of the past quarter century agrees that the signifi- cant expansion of the labor movement in the first half of the last quarter-century resulted in substantial measure from the use by labor organizations of special privileges—those that then available from within the law and those that were, in place of the law, assumed outside of the law in light of an apathetic attitude toward local law enforcement—privileges never before exercised tolerated or obtained in the hands of private organizations in America. As a result, and with some no- table assists from a pro-union ad- ministration during a period of war-time control, by mid-1945 this turbulent quarter century, union membership had increased far- fold and reached a total practi- cally equal to the percentage of the work force which it has today. Moreover, unions had acquired a power which, if not, my own imagination, made thoughtful people everywhere wonder whether the imbalance, once thought to be in the advantage of employers, had not been reversed.

In the year 1945 the Court, in the course of the Taft- Hartley Amendments of '47, and as a result of the signing of the Korean conflict, enacted the Taft-Hartley Amendments of '47. And the concern centered on the question of whether the law which the Act was in 1952 when the employee's refusal to the Landrum- Griffin law.

The Wagner Act’s Parity

To be sure, the concept of govern- ment intervention in collective bargaining as con- sidered in the '35 Act was, in one respect, somewhat limited. The law did not proceed to tell the parties how they should bargain about, nor how their disagreements should be resolved.

It did, however, do much more than establish a framework of procedures for the selection by employees of a bargaining repre- sentative. The law made the repre- sentative selected the sole re- pr sentative for the employees in the bargaining unit, and it was exceedingly impor- tant that this representative possessed and had the power. But with the exclusive repre- sentative established, the law then proceeded to establish that bargaining had to occur, and that it had to be conducted by this exclusive representative. The law, to this extent, guaranteed the right to strike, and established a long list of unfair labor practices for em- ployers, the parties were turned loose to their own devices. In any case, the exclusive control over this market that the exclusive representative possessed over the employees.

The theory of the law, if there was one, seemed to have been to effect a "balance of power" be- tween labor and management. These two parties were deemed to be in conflict over the division of the proceeds of industry—portions of which both could right- fully claim. And the law further seemed to assume that, in this division of proceeds, employers had always been at some handicap and had never received their just share. Completely forgotten was the simple fact of life that neither party had any continuous control over the other. Without learning it anew each day in the market. Forgotten was the fact that both employees and employers had to cooperate in serving each other; if one tried to make goods the other tried to make goods then they were the cause of more harm than good. And then the great myth that the his- tory of the last 25 years shows this to have been a naive theory indeed. As a matter of fact, some might properly wonder whether this 1935 Act is not really a sincere expectation of those who framed the Act. In this connec- tion, let me refresh your remem- berion of some paragraphs in the Senate's Findings and as set forth at the outset of the Taft-Hartley Amendments.

"The equality of bargaining power between employees who do not possess the power to purchase the goods produced by their labor is the chief cause of their inability to secure a living wage and working conditions which are substantially equivalent to those possessed by the employer."

Continued on page 26

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November 20, 1949
TAX-EXEMPT BOND MARKET
BY GEORGE L. HAMILTON

With the advent of the Thanksgiving holiday last week, plus the 49th Annual Meeting of Investment Bankers of America this week, there may not have been too much of a rush to the tax-exempt bond market. The fact is that the municipal market did not cease to trade, but the major-domos of the fraternity journeyed to Florida for some much-needed relaxation. A few people who had more to do with the quiet market for the absence of municipal bond men.

Yield Index Unchanged

The tax-exempt bond market held steady on Friday with some slight decline in the supply of bonds. For the first time in five weeks the weekly average, according to the Securities News Chronicle's 20-year high grade bond index, has been quoted in yield and was unchanged from last week at 3.277%.

The dollar quoted state and municipal revenue issues, often a barometer of the market, are down from their previous high and with a change of only 0.6%, to 3.75% interest, that was the low of 3.7% interest a few weeks ago. There were not many changes in the market, and the current yield, compared with a level of 3.61% last week, may reflect the market price on the opening day.

The Blue List of available municipal bonds shows a decrease of only $34,000 as of yesterday morning, as against last week's total (Nov. 23) of $378,100,000. This amount of bonds is not unduly large and, in view of the number of new issues presently up for sale, does not leave an important market negative.

Recent Awards

During the week past there was a relatively light schedule of municipal issues. The few, more important, were, for the most part, briefly noted. On Monday, Nov. 28, 400,000 of Dearborn Township School District (Illinois) 1961-1966 series B bonds were sold to the high bidder by Halsey, Stuart & Co. and including Rhyly & Co., American National Union Securities Co. and Harrison, Hamill Co. and including Aylmer & Co., and Robinson & Co. and including Aylmer & Co., and Robinson & Co. and including Aylmer & Co., and Robinson & Co. and including Aylmer & Co., and Robinson & Co. and including Aylmer & Co., and Robinson & Co. and including Aylmer & Co.


MARKET ON REPRESENTATIVE SERIAL ISSUES

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<th>State</th>
<th>Issue</th>
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| California    |       | 3.60%| 1970 | 11-10       | 5,350,000 | 1970     | 11-
| Connecticut   |       | 3.50%| 1970 | 11-10       | 1,250,000 | 1970     | 11-
| New Jersey    |       | 3.50%| 1970 | 11-10       | 950,000   | 1970     | 11-
| New York      |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| Pennsylvania  |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| Vermont       |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| New York      |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| Los Angeles   |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| Baltimore     |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| Cincinnati    |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| New Orleans   |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| New York      |       | 3.60%| 1970 | 11-10       | 950,000   | 1970     | 11-
| November 30, 1960 Index | 3.237%  |
Steel Industry to Operate at 90% Capacity Indefinitely

The steel industry this week ended its sixth consecutive month of operations at close to 100% of capacity. There is no indication of any significant change until, at least, into 1961, The Iron Age reports. This compares with 1958, when steel operations ranged mostly in the 80's for a period of seven months. The reasons, the national metalworking weekly claims, is the longest period of sustained low operations since 1939.

Except for a few "falsars" today, the industry has been on a true bottom since the end of June. During the first six months of 1960, operations had reached a peak, then dropped sharply to the present 90% level.

Steel industry reported that orders, at 90,000,000 tons, have been above 80,000,000 tons for several months, due to extensive orders for automobiles, farm equipment and construction. New orders, however, were expected to be lower next week.

Easing Credit Markets

Money authorities have operated to ease both the wholesale and retail markets, with credit to meet the needs of trade which normally expands in October. The Federal Reserve Board noted. Demand for loans by wholesale and retail stores, for credit, are now low, as steel consumers continued to use up inventories.

Relief measure in the form of releases in the number of workers employed in industrial and commercial firms from September to October. This year the seasonal expansion in employment has occurred in the first quarter of the year. In the past, the expansion began in mid-October, the month in which the steel industry experienced its best October ever, with employment of 900,000.

Soviet Expected to Be Large Exporter of Machine Tools

With the Winter in Russia, the Blue will be in the world market as an exporter of machine tools, where other countries have relatively high thought new new orders by about 10,000. The rise has similar to the Chinese, who have recently opened up overseas sales, in this year after ordering for about 4,000 new, recent, in October.

Production goals by 1965 call for an annual output of 130,000 to 200,000 tons of steel, metal forming machine tools, the magazine quoted. These are expected to increase by 1965, 2.5 million tons. Present inventory. 2 million tons.

The magazine quoted Forrest D. Miers, vice-president of the producer of machine tools, as saying that the human cost is expected to be lower.

Advance: The high degree of standardization, Specialization of production in machine tools, Use of conveyor methods of maching and assembly.

Coupled with the high point of production in October as a factor in the slackened rate of personal income, which at 4.90% billion annual rate in October, was up a little more than $2 billion, or one-third of the rise in the second quarter, was up $28 billion or 6% above a year ago. Wage and salary payments in October were up $1 billion, unchanged from those of the sum, month, as manufacturing payroll were off set by gains elsewhere. The supplement to purchasing power provided recently by the expansion of government payments has been significant. These over $1 billion in government payroll in a current basis in 1960. In the United States, from which it is possible to obtain weekly clearings are 6% above those for the corresponding period of 1959.

Bank Clearings 6.4% Above

The bank clearings showed an increase with 6.4% in December, 3.4% of the period, and 4% of the period, with the exception of the current.

Bank Clearings 6.4% Above Corresponding 1959 Week

The bank clearings for the six months ending December 26, showed an increase of 6.4% above the same period in 1959. This is the highest increase in the last 12 months, which was 5.6% in December 1960. The increase this year is due to the increase in personal incomes and the increase in business confidence.

The increase in clearings is also due to the increase in the number of checks written, which is 6.4% above the same period in 1959. This is the highest increase in the last 12 months, which was 5.6% in December 1960. The increase this year is due to the increase in personal incomes and the increase in business confidence.

Studebaker-Packard indicates that the schedule is not likely to be filled.

However, there is some encouragement on the basis of January 1961's sales, which are about completed and cancellations may only be expected. January bland good for General Motors, with encouraging orders from Fisher Body division, making division. Ford also looks like it may pick up its buying.

Otherwise, the market will continue to slide, according to Ford. The steel market, at June 1961, was considered to be the weakest of the year, and at the end of August, the market was considered to be the strongest of the year.

"Steel's Believes Odds Are Against Steel Price Increases on Dec. 1" In October, steel prices rose an average of 8.4 cents an hour and total employment costs may advance as much as 3 cents an hour.

Steel market reported that major producers reluctantly agree the market will not support a price increase at this time. They are caught in a squeeze between rising costs and a weak demand. But a price increase is sure to come as soon as market conditions warrant. The only question is, The effective date of, the amount, and which company orders will be the first move. Increases will probably be limited to $3 to $4 a ton. The magazine reported third quarter earnings of iron and steel companies at $1.50 per ton. Several steelmakers lost money on the first quarter of 1961.

Chances are there will be a new market, which will be the largest producer of iron and steel. Market prices may rise an average of 8.4 cents an hour.

Market conditions are such that the market will be able to absorb the increase in prices, which will be the largest producer of iron and steel. Market prices may rise an average of 8.4 cents an hour.

Competition from other material producers will be an important factor in keeping prices at higher prices. For this reason, some observers predict that there will be no across-the-board move.

The tonnage products (carbon sheets and bars, and shapes) could be dormant an increase, they believe.

Items that could not be: Tin plate, electrical sheets, bar, wire, nails, welding, reinforcing bars, stainless products, and tool steel.

Production this week will come back only part way from the low point to which it dropped in last week's Thanksgiving holiday period.

Operations, dropping 41 points last week, moved along at 47.5% of capacity, yielding about 1,352,000 tons of ingots.

Press is resisting a further price drop, the metalworking magazine said. Its price composite on No. 1 heavy melting grade of steel hit $28.83 a gross ton for the third straight week.

Primary aluminum producers turned in a $1.73 rise of metal in October and are now assured of a record production year even though output will drop this week, the magazine said. The iron and steel industry expected to average 7.4% of steel capacity for the week, beginning Nov. 26, equivalent to 1,404,000 tons of ingot and steel castings (based on average production of 1947-48). These figures are compared with the actual levels of 90.1% and 1,367,000 tons in the week beginning Nov. 21.

This Week's Steel Output Based On 49.5% of 1961 Capacity

The American Iron and Steel Institute announced that the op¬erating rate of iron and steel companies will average 37.4% of steel capacity for the week, beginning Nov. 21, is equivalent to 1,404,000 tons of ingot and steel castings (based on average capacity of 1947-48). These figures are compared with the actual levels of 90.1% and 1,367,000 tons in the week beginning Nov. 21.

For last week beginning Nov. 21, is equal to 49.5% of the utilization of the Jan. 1960 annual capacity of 148,567,970 net tons. Estimated percentage of this week's forecast based on that capacity is 49.3%.

A month ago the operating rate (based on 1947-48 weekly production) was 92.9% and production

Continued on page 29

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November 29, 1960

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Bank Stock Notes — Circular on leading New York City banks—Laird, Basell & Meeds, 120 Broadway; New York, 5, N. Y.

Bank and Trust Companies of the United States—A complete survey—New York Hanseatic Corp., 120 Broadway, New York 5, N. Y.

Business and Securities Survey — Equitable Securities Canada Ltd., 60 Yonge Street, Toronto 1, Ont., Canada.

Canadian Highways—Bank of Montreal, Montreal, Que., Canada.

Capital Gains & Losses—Opportunities for 1960—Seybold, Stonehill & Co., 70 Pine Street, New York 5, N. Y.


Over-the-Counter Index—Folder showing in detail comparative between the listed industrial stocks and in the Dow-Jones Averages and the 35 over-the-counter industrial stocks used in the National Quotation Bureau. Available both as to yield and price over a 2-year period—National Quotation Bureau, 46 Front Street, New York 4, N. Y.

Missile Stocks—Discussion in "Gutman Letter"—Sterne & Co., 72 Wall Street, New York 5, N. Y.


Pollution—Reduction of atmospheric pollution—American Oil & Gas, New York 5, N. Y. Also available are reports on Southern California Edison and Maine Interstate Gas Producing Co.

Puerto Rico—Report on finances of Commonwealth. Inflation of the Treasury, Office of Eco-

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Safety—A check list—The Mutual Life Insurance Co., New York, 8, N. Y.

Stocks Current Popular—Interstate Vending Company

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Stocks at a Discount — List in current issue of "Monthly Review"—Harriss, Upham & Co., 120 Broadway, New York 5, N. Y. Also in the same issue are lists of stocks in various categories which appear to offer an unusual discount.

Tax Sheltered Securities—Selected by L. J. Gross, 111 Broadway, New York 6, N. Y.

World Sugar Situation—Outlook—Frahm & Co., Inc., 99 Wall St., New York 5, N. Y.

Ald. — Memorandum—A. C. Allyn & Co., 127 South La Salle St., Chicago 3, Ill.

American Broker Arms—Bulletin—Purvis & Co., 127 South La Salle St., Chicago 3, Ill.

Low Foudt Growth Stocks—20 is listed in current issue of "Monthly Review"—Auchincloss, Parker & Bedpath, 2 Broadway, New York 4, N. Y.

Amphenol-Borg Electronics—Review—Farah & Co., 60 Broadway, New York 4, N. Y.

A Dan & Co., 127 South La Salle St., Chicago 3, Ill.

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Christmas Shopping Notes

By Dr. Ira U. Goldshtajn, Economist

We've got a fine country here full of consumers with full purses. With a tax cut, plus a stock market around $500 billion annually and some $400 billion in personal savings, we happen to be loaded with the wherewithal for super-bountiful Christmas spending. People have selections been so varied, wrapping paper is taking over as the next hot shopping sifo. And what an assortment is available for those "who have everything!" A Cadillac to match milady's dress, maybe a chest to match the fireplace, mink dog blankers, electric plugging valences and no doubt, pressed duck served under Roll-Royce hood caps!

Actually, most of the buying will be done along more traditional lines. If you buy correctly for the Little Woman you're quite likely to please Mrs. Rose, a company with a record of remarkable growth. Profits has consistently outperformed the cosmetic industry for the past 10 years. Its Liv¬ ing Lipstick, which is one of a line-up, Satin Satinized, Top Brass met more than 95% of the female popu¬ lation (Revol owns 27% of the cosmetic field) provide quite a shopping list.

Revol, Inc. has expanded its earnings capacities. Profits should show about $4.50 per share against $2.40-2.60 in the past four years. It has been increased in each of the last four years, with last year's high at $3.30. This is an exciting growth, and, bought judiciously, will provide quite a valuable gift from you to you!

Many businesses and individ¬ uals alike to look for California lighter which again brings a leading com¬ pany name, or those in the world of lighter-making, can be found in the electric appliances—electric razors for men, electric hair dryers and shoe polishers.

Revol, Inc. has one of the best years in 1960 with sales around the $40 million level and a net of $2.50 per share plus stock dividend $1.35 paying 60c. Ronson Corp. is an illlustrated of a company with a dynamic look of General Motors (until re¬ tirement this year) a top offeree in our military missile and rocket program (by one president. Which accounts for nothing, for the fact that Lionel has been selling its launching toy submarine, and a rocket throwing railway car. Lionel is moving forward in broad lines. Its Celebrity line has diversified and in electronics and in its Consumer, having been a volatile performer, offers some attraction. And there's no non-dividend pay¬ ing speculation.

Over the -the-Couter related to the toy industry is the Lionel Company, largest publicly owned manufacturer of toys in the world. Games are favorites of Santa and they've been prospering in recent years. Its common sells around $73 and pays a $1.50 dividend plus stock extra.

Also over the counter is the stock of Mattel, Inc., a young and vigorous company specializing in more expensive toys—realistic in design and the synthetic hair, and all sorts of accessories. Mattel has been achieved by creating attractive products and distribution, and also by the help of high advertising and effective distribution. The end of 1960 shows good, with sales running above $250 million annually (250% above 1959 total) and net for cur¬ rent share mat stock $1.04 for 1959. Stock at around 16 now, is a little low in a quite specialized business.

Christmas gifts come wrapped, and in this department there's a lovely company called Papercraft Corp. This enterprise has been making an, expanding at the rapid clip in the fancy Xmas packaging—gift tags ("To Uncle Horatio from Mar¬ liney") shiny, colored papers, rib¬ bons of all colors and widths and box for it all, which shouldn't never saw. To round out its mate¬ rial, Papercraft Corp., a short¬ craft recently acquired the LePage company, a leading manufacturer of paper, as a byproduct of the f i shing has been quite a success. Here Paper¬ craft is a m a n y adhesives and is a good example of how mag¬ nification is aggressive and progres¬ sive as a company. Its common stock (traded over-the-counter) have a little look about them and you'll find they evolve a quite high multiple of industrial 1000 plus 10, selling at about $1.15.

Holiday Beverages

The holidays are a time for so¬ ciable drinking so perhaps you might consider giving your prices for its pre¬mium cocktails which need only to be chilled or ice—ed and drunk (they're hot) in the office or at home. The list is too long, but the big swing to gummy buy¬ ing in food and drink Houle¬ rin Inc. seems well placed and has been improving its earnings in the past year. Finally, your firms and you the public, are buying more and more and larges and small.

Hollywood Parties

Have you ever been invited to what is little else to mix cocktails for you, Houle¬ rin, a well-known firm for its pre¬mium cocktails which need only to be chilled or ice—ed and drunk (they're hot) in the office or at home. The list is too long, but the big swing to gummy buy¬ ing in food and drink Houle¬ rin Inc. seems well placed and has been improving its earnings in the past year. Finally, your firms and you the public, are buying more and more and larges and small.

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An Investment Program
Based on Current Prospects

By M. C. Ferguson,* Security Analyst, L. F. Rothchild & Co., New York City, Members New York Stock Exchange

Some of the imponderables that will resolve into stock values during the second half of 1961 will include gold flow, Federal Reserve policy, foreign capital policies, and unsettled political situations throughout the world, as well as events and policies of our own incoming Administration.

Truly, it would take a digital or analog computer to handle all the factors of a type yet to be invented to evaluate these factors yet the portfolio analyst cannot wait for these problems to be settled because in the dynamic world in which we live we can be sure of this one thing—that when the new Administration is reorganized, and new and equally difficult imponderables will arise.

Let us, therefore, consider several assumptions: we shall assume that the new Administration will be more orthodox in economic affairs than we were led to believe during the Eisenhower era. We know that we shall have a more conservative Congress and a responsible Federal Reserve Board. We shall assume that as "the world's banker," as President Eisenhower characterized the United States, we must take into consideration the effects of our monetary policy on other financial centers. We shall also assume that within our financial and economic system, the term goals which are described in Prof. Galbraith's "Affluent Society," which emphasizes growth in the public sector of the economy cannot be overlooked.

Finally, we shall assume also that supplies of most commodities and products will be plentiful and competition will be more rather than less keen.

Mr. Kennedy's campaign speeches bring to mind several issues that could affect industries in which there is a great deal of investor interest. The Democratic platform stressed defense spending, slum clearance and housing, roadbuilding, and railroad and medical age care.

Now let us attempt to blend monetary policy, economic conditions and Mr. Kennedy's pending switch from an investment program—both as to industries and companies.

Generally, economists are predicting an upturn in business in the second half of 1961. By that time presumably cyclical industries will have run their course and an upturn in capital expenditures of present existing plants and any new ones that evidence, will be anticipated. We have now laid the groundwork on which to construct or modify our diversified portfolio.

Issues Deemed Favorable

Some 20 years ago I read a book by Mr. D. Bacon and Mr. D. Bacon, Jr., that sought to prove that the United States was in a state of depression when building was at a high level. Many of you may have seen a pre-election debate on television in which Dr. Saul Alinsky talked about just that (and it was about the only point the other candidate, Mr. Nixon, agreed to). Now, we have a way easier policy and a Democratic plan, a plan to build the housing and the level of buildings that have been neglected.

We have seen fewer money policy and a Democratic plan to a plan to build the building of all types—single units, apartments and slum-clearing projects. The building of schools and their furnishing and their equipping should also help the building equipment companies. For representation in the industry, which is a prime target for any other companies, there is the National Gypsum and a somewhat less conservative issue, Georgia Pacific.

Defense spending at a high level is a very good topic for self-preservation, we need it for technological progress and it falls nicely in an extra-cyclical measure. While defense orders help the machinery companies, they help also to the extent that they tend to favor some companies and they hurt others at different times. We, therefore, try to select those companies which are concerned with those programs most likely to receive increased funding. In the industry I favor North American Aviation as the leading contractor in the B 70 program and The Martin Co. for its favorable missile "mix."
Future of Municipal Debt

By Arthur Levitt, Comptroller, State of New York

New York State's chief fiscal officer declares voters' recent approval of a bond issue proposes highlights growing trend of such borrowing. Maintains a growing proportion of State and local, to Federal debt, will be further accelerated, stem- ming urbanization, and the public's rising demand for better State and local services. Com. Levitt maintains it is impossible to follow inflexible "pay-as-you-go" policy.

Federal funds in large amounts, financing for highway construc-
tions, meeting the railroad commuter problem, and building higher educational facilities.

I would like to discuss state and local governments and the implication of that financing to all states and long term bor-
rowers. I do so because state and local bond issues are increasingly important, the demand for the money market and with an annual $50 billion of municipal bonds issues — the largest in the interest of local demands before the electorate.

The most acute of these issues coupled with events of the past few months may seem unim-
portant. But I believe the public will make more of the local bond

Local Versus Federal Debt

Perhaps the growth in state and local debt is best appreciated by comparing it with the Federal debt. In 1946 outstanding debt of state and local government was one-ninth of the Federal debt. On June 30, 1958 it rose to slightly over one-fifth. Estimates indicate permitting of current levels by 1970 at which time local debt may equal be half of the Federal debt.

The rapid rise in the demand for funds by state and local governments has also resulted in the competition for funds not only between municipal borrowers, but also among other seekers of long-term funds. Since 1953 there has been less than 10% per year, or at least 10% per year. I am not the first to cite the reasons for this rapid growth long-term municipal borrowing.

The principal purposes for which funds are borrowed are education, highways, water and sewer facilities, and state institutions. The projections made by my staff indicate a reduc-
tion in the relative share of borrowing for education and an increase in secondary school purposes in the years to come with an increase in borrowing for water, sewer, and higher education. There is the growing need for an increase in the use of revenue bonds rather than general obligations as a phenomenon which has been characteristic of the past seven to eight years. I anticipate more, rather than less, a trend in the future for the part of municipalities. The reasons for this are: there are the traditional, legal and economic limitations on the local tax base, especially the property tax so that revenues will not rise as are all aware of the reasons for this rapid growth long-term municipal borrowing. These include population in-
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creases, urbanization, and public demand for more and better state and local services.
Some Thoughts on Public Policy and Dollar Problem

By Dr. John Kenneth Galbraith, Paul M. Warburg Professor of Economics, Harvard University, Cambridge, Mass.

Economist, who before the recent political campaign was nationally known for writing best-sellers, strongly disclaims press reports of having an advised a Presidential candidate to "keep the ruble in yourself" in his speech to the American Economic Association. He adds: "We are trying to see what our dollar policy can do to this problem of the world." He points to the United States as a country where the dollar policy determines so much of the rest of the world, and he declares that we must consider the whole situation, not just the United States.

For months, even years now, a change has been in the making in our economic situation, which will have a penetrating effect on both our foreign and domestic policy, stems from our relations economic and otherwise with the rest of the world. I would like to deal with some of its implications; I believe they are deeper and more comprehensive than has been yet imagined. I would like to explore these consequences or possible consequences. Surely it is necessary for me to say that I do not do so as an individual, but as a fellow - academician. In recent months I have been persuaded to quite often as an adviser to important people, for which I am by no means under any obligation, not to put law, to which I trust, no one will be so eager to see that I am an individual, rather than an academician. In the context of the modern history of the dollar, the phrase "deeper" has been derived from an often uncomfortable scarcity. The scarcity has been the result of a persistently high demand for American goods and services in other countries, and a recurrent difficulty in selling foreign goods here, or - given the interruptions of war - in finding them to sell. Since World War I the shortage of dollars has been the means by which we have been able to induce the need for them to service indebtedness to us.

In the last ten years 1950s and 1960s, things have changed dramatically. Until the last of this year our side of the bargain and services were at worst constant. Our purchase of foreign products was rising market. Our payments for foreign services, which include those to our armed forces abroad, have been rising also, but last year nothing was left over to cover the government grants for military aid of some $25 billion or private and public purchases of $1.8 billion. After subtracting other sources of revenue, we had a net deficit of $3.8 billion. This was the most recent in a long series of deficits. The cumulative result is formidable. At the end of 1952 the gold stock, less foreign dollar holdings, totaled $11.5 billion. By June of this year the gold stock less the liquid dollar holdings of foreign countries was minus $3.3 billion. This was a net deterioration over the seven years of $29 billion.

In two respects these figures exaggerate the problem. Among the most familiar is in terms of the strength or scarcity of dollars. For most of our modern history the dollar has been illusory for most of us. In contrast, the short-term claims on the United States are partially offset by long-term claims on other countries. And this year our export earnings have been rather better than last year - in terms of our own official standards. The total $15.1 to $17.5 billion as compared to $16.5 to $18.5 billion in each of the last two years. But the deficit in our international account (and in cash and credit) is very large, especially when we consider the need to stabilize our payments abroad. On our ability to make such payments our foreign position and policy depend. Our foreign policy has always depended less on the skill of our diplomats than on the strength of our balance of payments. And I observe no simple and direct correlation between five aid and economic progress, and hope America in Western Europe will find it easy to enter a unification unimpressively small.

For months, even years now, a change has been in the making in our economic situation, which will have a penetrating effect on both our foreign and domestic policy, stems from our relations economic and otherwise with the rest of the world. I would like to deal with some of its implications; I believe they are deeper and more comprehensive than has been yet imagined. I would like to explore these consequences or possible consequences. Surely it is necessary for me to say that I do not do so as an individual, but as a fellow - academician. In recent months I have been persuaded to quite often as an adviser to important people, for which I am by no means under any obligation, to which I trust, no one will be so eager to see that I am an individual, rather than an academician. In the context of the modern history of the dollar, the phrase "deeper" has been derived from an often uncomfortable scarcity. The scarcity has been the result of a persistently high demand for American goods and services in other countries, and a recurrent difficulty in selling foreign goods here, or - given the interruptions of war - in finding them to sell. Since World War I the shortage of dollars has been the means by which we have been able to induce the need for them to service indebtedness to us.

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Endeasing Impasse With Bonn
On Paying U.S. Army Costs

By Paul Einzig

LONDON, England — The failure of the attempt by Mr. Anderson and Mr. Adenauer to contribute towards the costs of the U.S. Army in West Germany is, in my opinion, as much of a surprise in London, British official circles have long realized that it is easier to get blood out of a stone than to induce the Government to pay a fair share of the upkeep of the Allied Forces without which West Germany would be at the mercy of Mr. Churchev's motorized divisions. When sterling was in difficulty in the past, there was no blood on the world's markets, but when it is dollars that need strengthening, then the response of the dollar seems to be equally tight-fisted.

It is an article of faith in Europe that the dollar is to be the anchor of the post-war world. The dollar is the world's gold standard and the dollar is the interest-bearing proceeds from a new era of the free world, a gold standard which the United States Administration in its effort to strengthen the dollar in the interest of the free world is readily admitted. But when it comes to an equitable division of costs among the Allies, then it is another story.

There are three ways in which West Germany could effectively assist in deflecting the drain of the flow of gold from New York to Frankfurt.

(1) By collaborative action to increase imports and thereby to check the United States' outflow of dollars.

(2) By allowing the inflow of dollars as a contributory factor to the natural effect on the German price level.

(3) By relieving the U.S. of a substantial proportion of the burden of the cost of American troops in Europe.

The Federal Government is not prepared to take action in either of these three routes. In respect of imports are no longer at the level of 1937, and in the future external tariff policy will be determined by the relative strength of the currency. Over the increase of trade within the Six is bound to be detrimental. In the short run at any rate, and in the longer run the extra burden of the cost of the U.S. Army will be paid for otherwise than by the cost of troops stationed there can be solved. It suggests that the Allied gold standard, otherwise necessary, is in terms of long-term loans to be issued in West Germany.

This principle should be applied retrospectively as far as possible, and the best way of doing that, not only the flow of gold from New York to Frankfurt will be checked but, as a result of the issue of U.S. loans in Germany, some of the excess gold imports of recent years will return to the U.S. at once. The American exporter could have no valid objection to this formula. The loans would be issued on terms acceptable to the German investor. The arrangement would not be received by the German taxpayer who would have to pay the costs of being protected by U.S. forces without having to contribute towards their upkeep. All that Germany would lose would be the benefit of the invisible exports represented by the D. mark exchange on the U.S. forces. If the German Government's propositions of its desire to assist in the effort to strengthen the dollar are sincere it could raise the annual contribution to be paid to the European Common Market.

The unwillingness to pay the urgent necessity to strengthen its national defenses, the costs involved would be probably necessary higher taxation.

Khrushchev Would Gain

The arguments for and against the inclusion of the U.S. in the Common Market are, of course, valid, and there can be no doubt that Mr. Churchev would greatly enjoy the spectacle of a sharp disagreement between the Western Allies. Instead of giving him that satisfaction, the Allied statements should put their heads together in an effort to find a solution.

The following is a formula which I should like to recommend to the two other Allied capitals for careful consideration:

From now on the financing of the costs of Allied troops in Germany must be arranged in such a way as to prevent it from proving impossible. As the Allied efforts to reduce its burden of interfering in the affairs of the United States and in cutting its military expenditure in Germany. This would, of course, be a far less costly method of paying the costs of this and the other forces it has in Germany.

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

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November 28, 1960

R. W. Lord

Chicago Capital

This address is by Dr. Golightly before the annual meeting of the American Association of University Women, Washington, D. C., Nov. 16, 1960.

Heads Phila. Dept. of Eastman Dillon

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Government's Role in Solving Our Economic Problems

By Dr. Neil H. Jacoby*, Dean, Graduate School of Business Administration, University of California, Los Angeles, Calif., and Former Member of the Council of Economic Advisers

Coping with structural unemployment, not solvable by easy money or government spending, is but one of six major problems affecting our economy. The other five are: (1) the search for employment programs of action; (2) the search for a new objective of personal opportunities; (3) the recognition of large output; (4) the recognition of fiscal policy; and (5) the recognition of personal opportunities.

If we wish to understand the problem in the Sixties, we must first of all identify the six economic goals of the American people which, if achieved, would help us attain. The economic goals of the United States are best stated as a list of six specific objectives: (1) equality; (2) freedom; (3) personal opportunities; (4) health; (5) school; and (6) employment.

As a result of this discussion it is clear that the economic goals of the Federal government are shaped primarily by an effort to attain five different ends, namely freedom, equality, personal opportunities, and health:

1. To promote equality of opportunity and reducing inequality.
2. To promote freedom of action.
3. To promote personal opportunities.
4. To promote health.
5. To promote school.

Each of these goals emerged to political dominance in our period of differentiation, which is but one of our era's history. Each led to its own distinctive type of economic policy.

Historically, the maintenance of individual freedom was the economic goal first to receive formal recognition and was usually a prerequisite of any form of social welfare. The Constitution asserts that the Federal government should not have the goal of equalizing income or opportunity. It was this that the federal government established in order to secure, among other things, the "blessings of liberty." The economic goal of equalizing income or opportunity would be a violation of individual freedom.

The great expansion of our nation, especially when it became a key military power in the post-Civil War era, created dramatic extremes in personal incomes and wealth. Public desire to reduce inequality by expanding personal opportunities found expression in the free public school system, in child labor laws, and in safety and health regulations. Another significant action to reduce inequality was the Federal income tax, which was a pro-regressive policy that produced personal incomes and wealth.

The goal of moderating business fluctuations and maintaining full employment emerged with the passage of the Emergency Employment Act of the 1930s. It dominated American economic policy right up to the passage of the Employment Act of 1942, which nationalized full employment as a goal of the Federal Reserve Act of World War II. But the haunting fear of the Great Depression continued to dominate the Federal government. The Congress and the executive branch of the Federal government have passed a number of laws to reduce unemployment and to maintain full employment.

An Economic Goal For the Sixties

It is regrettable that recent economic thinking has produced in the U.S. and other advanced nations a profound fear of inflation. It is true that prices have increased in the U.S. and that the cost of living has risen in the narrow context of comparing annual rates of increase in GNP. But clearly there is little that can be done about the cost of living. For example, the U.S. Department of Labor estimates that social security taxes are the cost of living.

It is clear that we should make the rules and keep the rules.

It is the time the U.S. brain trust must accept the fact of GNP as an index of economic progress. GNP includes investment goods and military outlays which do not add to the current welfare of the consumers, which is the ultimate aim of any human economy. More important, GNP is a measure of output in the quality of living, and output in the quality of living alone, one of the great burdens of an advanced society, is the true measure of economic progress. The ratio of rate of increase in productivity will be the rate of increase in productivity. This rate of increase in productivity will be the rate of increase in productivity. If we assume that the rate of increase in productivity is not more than two or one-half times as important as increases in the GNP, it follows that the rate of increase in productivity will be the rate of increase in productivity. An increase in productivity will be the rate of increase in productivity.

Strategy for Rapid Economic Growth

How can we translate this general strategy into specific policies? First of all, how do we encourage the American people to believe that they can create a new economy? The only way to do this is by making women, youth, and old people work, or by working long and hard hours. The question of efficiency is the heart of economic policy.

The goal of equalization has been about two and one-half times as important as increases in the GNP. It follows that increasing efficiency could be the central theme of a Federal strategy for rapid economic growth in the 1960s.

Second, utilizing our farm-man power.

Third, extending competition by reducing barriers to trade and to all private organizations, including labor unions and co-operatives.

Fourth, making fiscal and monetary policies more effective.

Fifth, using taxes to strengthen incentives, and to augment savings and risk-taking investment.

Sixth, promoting basic research in all fields and at all levels.

Let us examine these problems.

First, Structural Unemployment

Structural unemployment is an old problem which results from basic shifts in demand and in technology. The solution is to expand aggregate demand and employment in the face of structural unemployment. Many idle coal miners in West Virginia and Appalachia, in Pennsylvania, and farm workers in the Deep South are structurally unemployed, or under-employed, through good times and bad. For the past three years the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad. But what has happened in recent years is that the government has been able to reduce structural unemployment, and it has been able to do so through good times and bad.
demand thus spur workers, managers and other producers to greater efficiency in order to maintain their earnings in real terms. The man-hour has soared sharply upward, for example, since the nation has grown old, the rise in productivity has far outpaced the increase in the price level.

The evidence — admittedly incomplete — strongly suggests that a national policy of clientelism fosters the long-term progress of a free economy. This is not to say there are not international balance-of-payments problems. Why a policy of continuous monetary easing in one country is not sustainable, but will not be feasible for the United States as a whole.

But the clientelism does not alter the trend. (2) "Big Government." A second major issue is whether larger government is a necessary and desirable outcome of higher and higher taxes is necessary to bring about any further progress. Some academic figures have been criticizing the contemporary American economy as one of "private opulence and public squandering." For these critics the present Administration of "starving" the public sector is a misguided effort to restore our alleged "loss of national purpose." The most accurate term for the distortions of the Federal Government would probably be "starved." The Federal Government is a drain on the national income formed by all Federal cash payments (which is the most accurate measure of the scope of Federal activity). It has been a drain on the fiscal year 1952, the last year for which I have data, and again 23% in the most recent fiscal year 1960! Federal expenditures out of this national income today that they bear the brunt of the economic depression. Eisenhow has "starved" the public service. In a political sense, this means that the administration has already begun under Truman! The government must be able to benefit from larger Federal outlays on defense, education, and research. The United States is now suffering from reorganizations of other kinds of agencies which are not so fortunate. Our society has much confidence in the Federal Reserve System and its Board of Governors. They are not as well known as the Federal Government. Our society has much confidence in the Federal Reserve System and its Board of Governors. They are not as well known as the Federal Government. Our society has much confidence in the Federal Reserve System and its Board of Governors. They are not as well known as the Federal Government.

Granted that action would be taken to reduce the size of the Federal Government. They are not as well known as the Federal Government.

The Federal Government can be constructed from the two parts: the government and the public. The government and the public must be concerned with the government and the public. The government and the public must be concerned with the government and the public. The government and the public must be concerned with the government and the public. The government and the public must be concerned with the government and the public. The government and the public must be concerned with the government and the public.
The Fourth Federal Reserve District, which includes western Pennsylvania, Ohio, and parts of Indiana and Kentucky, has bank headquarters in Cleveland and branches in Cincinnati and Pittsburgh. Twelve of the nation's leading member banks are headquartered in the Fourth District. The past decade has been stagnant in Pennsylvania and Kentucky while it actually has been boiling in Ohio, which has posted an above average population growth, up 22.1% since 1950. The rise probably has been fueled by the amiable folks who moved out of rural Western Ohio.

The heart of the greatest industrial complex of the nation is the Anthonyregistered Cleveland area. The region has diversified into chemicals, plastics, rubber goods, paint, glass, and non-ferrous metals in more recent years. Historically the area has been built around the steel and automotive industries. Proximity to raw materials of steel making—coal, iron ore, and limestone—readily are available to industrial plants. The region's position becomes an area of the former strong position in automotive production has taken place. Over a dozen leading steel companies, five rubber goods firms, four oil concerns and four glass and fiber glass producers are among the nation's leading manufacturing companies headquartered in the District.

The emergence of the St. Lawrence Seaway is providing an economical all-water route to markets and is supplementing the present rail transportation network. Greater Cleveland's "best location" designation has been further enhanced by the additional services offered by the Fourth District. Cleveland Trust has 70 branch offices, Mellon National and Pittsburgh National have over 60 branches respectively, while Central National and First National each have two banks so covered in the states. The region contains the headquarters of A.B.C. Corp., of Columbus and the Ohio National Bank, the latter being a branch of the nation's leading banks. Recent small acquisition steps include First National Bank, Elmwood Place, by First National of Cincinnati, and First National Bank, New Kensington, by Pittsburgh National Bank.

The Board of Governors of the New York Stock Exchange has approved an expanded mandatory fidelity insurance coverage for all member firms doing business with the public, Keith Funston, President of the Exchange, has announced.

The plan requires those member firms not already carrying such insurance coverage, for the first time, on general partners of member firms. Reviews of the fidelity insurance coverage now required for employees of the various organizations and officers of member corporations. Mr. Funston said that minimum required coverage will be based on each firm's capital requirements.

Mr. Funston declared that the new plan is the result of an exhaustive study. To make the new mandatory coverage acceptable, he explained, a standard form of "stockbroker participating bond" has been developed by the insurance industry working with representative organizations. This type of fidelity insurance has not been available before.

The new insurance requirements are contained in a resolution of Rule 319 of the Exchange's General Rules. This is to take effect within the next few weeks, depending on the time it takes for the various organizations to comply with the filling requirements of the various states and for member firms to arrange for the new coverage. Organizers and underwriters of corporation in certain states may be required to incur additional expense in order to meet the new requirements.

Mr. Funston added that stocks are under way to determine what additional steps may be indicated to further implement this insurance program.
Trading picked up tempo this week and the markets broadened out considerably from the sharp downturns of September and October. The statistics of a Presidential election, bad weather in half the country and about year-end cleaning up and tax selling prematurely this year. There could be a little more to be absorbed and some Christmas. Such notions now seems imminent.

Where the pre-election markets had seen a shade under 1200 issues appear on the tape, the session this week embraced: well above 1200 issues per session, one producing 1260 which is only three under the broadest market of the year, that of Jan. 6. Turnover, which had dropped to a norm of below $5 million mark early in November, was running between $3-4 and four million shares.

Market Holds

Easiness in a few of the blue chips continued the Industrial average. Losses were distinctly in advance, everything that had ranged from 680 to 566 through Wednesday was green along $50 an $56 for the week, able to hold stubbornly above the 900 line where the immediate post-election rally had carried it. Breaks in foreign markets, including the Tokyo and, more particularly, in London, seemed to have little effect on domestic prices or market sentiment locally.

Only a handful of market speculators have been able to maintain a robust year-end rally, yet, the majority were preaching caution so the narrow moves of the stock averages put the general market more of a mixed note with expectations.

There was little on the horizon to prompt a more decisive market action. Business news continued dribbling in with no significance. The current talking of the dollars continuing under the gold standard is up. There was little on the economic scene to spurt anything, particularly in the way of an upswing, to be two months before the alms and plans of the Administration and unfold fully.

Dividend news was pretty much discounted with another example of the action was unfavorable. The lists of 1959 dividends were prominent at new highs, the selected favorites in this category including Coca-Cola, Campbell Soup, Pillsbury, Hershey Foods, Hostess Breads, Schering, Chock Full O'Nuts, newly-dividend Borden Foods, California Packing, Hunt Foods, Consolidated Foods, Wrighty, National Biscuit, and Harris. The last, a long and comprehensive dividend.

Defensive issues liked

Defensive issues were tipped and foods were prominent at new highs, the selected favorites in this category including Coca-Cola, Campbell Soup, Pillsbury, Hershey Foods, Hostess Breads, Schering, Chock Full O'Nuts, newly-dividend Borden Foods, California Packing, Hunt Foods, Consolidated Foods, Wrighty, National Biscuit, and Harris. The last, a long and comprehensive dividend.

The machine tool group was faring a bit better than it has in a long time. Many items in this foreign sales of machinery are doing well. It looks that a spring pickup in domestic business would add some more optimism after a long slumber.

Ex-Cell-O has been a neglected member in this group, holding all year in the vicinity of its 175 points and lately well above

THE MARKET...AND YOU

BY WALLACE STREETE

market stocks are determined to avoid steel stocks completely. Others welcome declines in the prices of the shares as bargains, since the industry has had no time at all in the movement could be the first to show an upturn as business prospects improve.

A yield of 6% didn't keep Bethlehem Steel from appearing on this week's list of new lows. Yet Bethlehem, like all others, has shown an ability to turn in a profit even during poor economic conditions. The fact is, of course, that Bethlehem was one of the companies reported profits even when operating at less than half of capacity. So the premier boom-industry of the past has made some changes.

The followers of the steel issue have been nagged with premature predictions that the end of inventory liquidation by steel users and hence an improvement in the metal the steel operating rates, was at hand. But the thinking is that sooner or later one of these predictions will certainly have to be right one. Steel use assuredly is running ahead of steel production. This must result in a rise in the price of the raw material. The companies have been talking about improved earnings and have been buying back a few stocks.

Newly-Traded Food Issue

In the defensive foods, Borman hasn't had much time to build upon the interest generated only recently. It was only added to listed trading in mid-year and only had its first dividend last year. Borman consists of a chain of supermarkets operating in the Detroit metropolitan area with the corollary name of "Food Fair." It has no connection with Food Fair Stores, or with that other Pittsburgh chain. In other sections of the country, the company has increased its dividends twice since it has been public, and has shown an upswing in earnings for the last four years. It operates with a fiscal year ending June 30 and, based on the experience of nearby, it is expected that it has been able to push sales increase of around 25% for the current year and a year-round dividend, payment, which was last year almost double the 1960 period, shows room for further improvements, possibly with the likelihood that the stock payment extra will be retained.

In the depository markets there was still a good demand for the dividend-bearing common stocks, McGraw-Hill Publishing standing out prominently on the market, its unusual showing of gains during sessions when depository issues have been weak. McGraw-Hill are expected to set aside dividends for the year, no payment for the year already has been bolstered by a year-end dividend. The extra-boxing average yield items since its recent strength. But with earnings expected to come almost doubling its dividend commitment, there obviously are hopes of more liberal increases in the future to justify its market position.

Electronics Bumped

Electronics has been defying the going bumpy lately, even much of the volatile items in the group. Instruments running into urgent profit-taking, especially a show of strength, Motorola is still favored. Price has been strong. It is among the giants in the consumer market, with the sales growth from research participation in the prime electronic industry. It is among the leaders of the industry, and its present growth in the electronics devices is very well in harmony with the future. High yields. It is an issue, however, that the supply of the shares is reduced by the fact that the company has been more of its capitalization is tightly held.

Steel Evoke Interest

Steel shares, and the steel industry and its problems, all have made up a major enigma some foremost in the protection of the public. Wall Street must recognize the great opportunity to police the industry voluntarily. Otherwise wise we face justified government crackdown. The challenge is clear, and, men of good will must accept the responsibility that goes with the trust they enjoy.

"The initial step taken by the Federal Deposit Insurance Corporation to guarantee the public against any losses resulting from failure of a security firm along the lines of the recent McN. and Smith proposal was proposed to the New York Security Dealers Association at a meeting, Nov. 29, by former Assemblyman John Lamula, President of John Lamula Investors, Inc., members of the association.

Mr. Lamula's statement continued in part: "As members we propose to the New York Security Dealers Association a system of nationalization and at a later date, the NASD, should seriously consider our proposal of a deposit system to protect the public against losses. In the federal deposit insurance association, a number of groups, perhaps an alternative proposal of a group bond to effect the same objectives."

Mr. Lamula, a former Assembyman, is now Deputy Clerk of the New York State Assembly and Assistant to the Speaker.

180,000 Shares

Robosonic, Inc.

COMMON STOCK

OFFERING PRICE: $5.00 PER SHARE

Copies of the Prospectus may be obtained from the undersigned and from such other prospectus as may lawfully offer these securities in this State.

Mandell & Kahn, Inc.

Time & Life Building, Rockefeller Center, New York 20, N. Y.

November 29, 1960
The U. S. and World Trade

By A. L. Gilman, Professor of Economics, New York University

Economists review international economic developments bearing on our balance of payment problem. Stressed is the importance of those countries which trade with the U. S. and played the leading role in the current international payment crisis.

Some economists have minimized the importance of foreign trade to U. S. well-being. In support of their view these persons usually point out that America's miliary expenditures account for only 3.5% of the total volume of goods and services, exclusively. However, these data do not comprehend the entire picture. Miliary transfers account for 3.5% of the volume of goods and services, exclusively. Hence, the true amount of foreign trade is far larger than the 3.5% figure. Furthermore, foreign trade is not only important to the United States, it is essential to the world economy.

The U. S. Balance of Payments

While international trade is important to the United States, it is also equally important to the world's free nations. America's export surplus provides a great market for the goods and services, as it is a tremendous supplier of goods to the countries of the world. This surplus will continue until the countries of the world work to develop their own industries and industries, and have non-military exchanges with the United States.

The United States balance of payments is a major concern for the United States and the entire free world. By the end of the 1950s, the United States would have been a major factor in the balance of trade and balance of payments problems.

A look at the U. S. balance of payments situation in the period 1949-46 reveals an important shift which occurred in the immediate post World War II years were characterized by a "dollardeficit" in foreign nations. This deficit, along with a general strengthen ing of the dollar for the years 1949-49, reflected the real dollar deficit in foreign countries.

In the years 1950-1953, the U. S. balance of trade was not "favorable" and the United States was in "deficit" in foreign countries. This deficit was due to a number of reasons, including

(1) the level of international payments between the U. S. and other countries.

(2) the volume of international trade and payments, which are a major source of foreign exchange.

(3) the level of international payments between the U. S. and other countries.

(4) the level of international payments between the U. S. and other countries.

Large Scale Rise in Payments

Let us sharpen and update the picture by looking at the U. S. balance of payments for 1959-60. These points are particularly noteworthy:

(1) The level of international payments between the U. S. and other countries has increased significantly, from $18 billion in 1949-40 to an annual average of $18.7 billion in 1959-60.

(2) The U. S. balance of trade has shifted from a surplus to a deficit, indicating a decline in the importation of goods and services, while merchandise exports have increased.

(3) The outflow of gold and dollars continued, with the amount of foreign exchange payments increasing from $2.3 billion in 1959-60 to $3.2 billion in 1959-60.

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Easing of Foreign Exchange Control

These actions encourage an increase in the importation of goods and services, which would help the U. S. economy. They also increase the amount of foreign exchange available for foreign trade.

1. Subcommittee on Foreign Trade Policy (House of Representatives: (a) 1956, p. 1; (b) 1957, p. 1).
Cuba: A Lesson for American Investors

By Roger W. Bahoum

Despite what Castro has done to date and his official statements in the capitals of Red China and Russia, Mr. Bahoum believes that the deeply-rooted Cuban Roman Catholicism augurs a satisfactory relationship. Either that or an assassin's bullet will bring about a change in the island's direction. The lesson for investors is to be aware of the growing level of process going on throughout the world in this dangerous area and, therefore, plan a careful examination of their stocks in marketing concerns since they, according to Mr. Bahoum, offer the better survival prospects.

Cruttenden Firm Acquires MartinCo.

ELKHART, Ind. — Cruttenden, Podesta & Co. has acquired the securities business of the Elkhart, Ind., investment firm of W. F. Martin, Inc., Robert A. Podesta, managing partner, has announced.

William F. Mace has been appointed president of Crut-
tenden, Podesta's newly acquired office, at 241 South Main St., its fourth branch in Indiana, and its sixth in the United States. Mr. Martin, a veteran of more than 10 years in securities business, founded his own firm in 1959 and has been its President and Treasurer since that time.

Mr. Podesta stressed that the acquisition involves no loss of local identity for the Elkhart firm, since W. F. Martin and his staff will continue in their present capacities. "The plus factor accrues to both principals," he said, "in that Martin's local people are still augmented by our network of coast-to-coast investment services, and we have added a strong new member to our growing list of offices in the Northwest." Cruttenden, Podesta & Co., Chicago, is a member of the New York Stock Exchange and other principal ex-
changes. Its three other Indiana offices are Indianapolis, Fort Wayne and Gary.

Grunebaum Director

Kurt H. Grunebaum, President and a director of New York Han-
seatic Corporation, has been appointed President of Vander- tatter's Rubber Corporation, Canal-Randolph Corporation, United Stockyards Corporation and other companies.

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seatic Corporation, has been appointed President of Vander- tatter's Rubber Corporation, Canal-Randolph Corporation, United Stockyards Corporation and other companies.
Growing and Healthy

The postwar growth of the funds has been so phenomenal that we often lose sight of the fact that growth does not always translate as health. The trade volume was certainly one of the factors that the management team of the Portland, Oregon—Louis M. O'Donnell is now with May & Co., Inc., 618 Southwest Yamhill Street, member of the Pacific Coast Stock Exchange.

Incorporated

Investors est. 1872
A mutual fund investing in a list of securities selected for possible long-term growth of capital and income.

Incorporated

Income Fund
A mutual fund investing in a list of securities selected for long-term growth of capital and income.

MUTUAL FUNDS
BY ROBERT E. RICH

The Funds Report
Blue Ridge Mutual Fund, Inc. reported that its capital and income fund has increased to $31,535,076 and net asset value per share has risen from $10.77 to $13.20 during the period of Oct. 1-31.

Incorporated

Investors est. 1872
A mutual fund investing in a list of securities selected for possible long-term growth of capital and income.

Affiliated Fund
A Common Stock Investment Fund investment objectives of this Fund are similar to the management of the joint venture for mutual fund growth, which is the subject of the joint venture for mutual fund growth.
Small Fund With Big Brains

As every fund knows, mere bigness is no assurance of superior performance. The investment community is one big place where a good little fellow can, and often does, get on top. This old cliche is evoked by a reading of the financial press this past year of the relatively small Energy Fund, Inc., which first offered its shares to the public in 1971.

Distribution of shares is made without redemption charge, at cost or commission or loading charge. Energy Fund is managed by the New York-based firm of Ralph E. Samuel & Co., which receives 0.25% of the average net asset value of the fund. The board of directors, consisting of management and administrative chores and pays for administration and other expenses, is appointed annually by the board of directors. Their total net assets of Energy Fund at the outset amounted to $1,000,000 and the average of each of the 75,000 shares outstanding (adjusted for a 1-for-10 split in 1972) was $0.01 per share, rose to $14.33 by the close of 1972 and, by the end of 1973, was $18.65. The net asset value on Sept. 30, 1973, is $19.46, closedout of the lowest.

Wellington Names Brewer Exec. V.-P.

PHILADELPHIA, Pa. - A. Bruce Brewer has been appointed Executive Vice-President of Wellington Company and will be in charge of the distribution of Wellington Fund and Wellington Equity Fund, two General American Investors affiliates, announced by Joseph E. Hollander, President.

Brewer has been associated with Wellington since 1935. In 1951 he was placed in charge of marketing, which office, and in 1957 was named Vice-President in charge of distribution for the Midwest territory.

Brewer will now live in Philadelphia and make his headquaters in the Wellington national offices in that city, 1639 Locust Street.

Basis Club Names New Officers

DETROIT.—The Basis Club, an association of young men active in the municipal bond business, was held its third annual meeting on Oct. 21 at the University Club.

The following officers were elected for 1961:

President—Robert G. Taylor, First of Michigan Corp.
Treasurer—Paul Mauday, Investment House
Social Director—Gerald K. Kerstein, Keesey & Associates
Publicity Chairman—Terry M. Nuff, Braun, Bortz & Co.
Director—Robert P. Seебer, Mauday, Investment House

Higher Discount Rate Unlikely; Prime Rate Cut Probable

The talk about an upward revision in the discount rate appears to be only that. It is believed that the fact that the British used a higher Bank rate to defend the pound Sterling when it was on the offensive is the prime reason for the rumor that the Central Bank rate here will be increased in order to help the international position of the dollar. The easy money policy which is in operation now, and is quite likely to continue for the foreseeable future, would not be consistent with a higher discount rate.

With the demand for credit not likely to increase in the future because of the defensive tone of the economy, it would not surprise some money market specialists if the prime bank rate were reduced after the turn of the New Year.

Inv. Diversified Names Bradford

MINNEAPOLIS, Minn. — Harold K. Bradford has been elected President and director of the five mutual funds affiliated with Investors Diversified Services, Inc., Investors Building. They are Investors Mutual, Investors Stock Fund, Investors Selective Fund, Investors Variable Payment Fund and Investors Group Canadian Fund.

Chicago Analysts to Hear

CHICAGO, Ill. — Leonard H. Goldenson, President of American Broadcasting-Paramount Theaters, Inc., will be guest speaker at the luncheon meeting of the Investment Analysts Society of Chicago to be held Dec. 1 at the midland Hotel.

With Walston & Co.

MILWAUKEE, Wis. — Samuel Ostach has joined the staff of Walston & Co., 110 East Wisconsin Ave. He was formerly with J. P. Lewis & Co.

Sulray Inc. (A New York Corporation)

COMMON STOCK

(Par Value $10 per Share)

OFFERING PRICE: $3.00 PER SHARE

Higher Discount Rate Unlikely; Prime Rate Cut Probable

This announcement 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 Offering Circular.

November 25, 1960

100,000 Shares

J. A. Winston & Co., Inc.
Netherlands Securities Company, Inc.
Economic Outlook Implies Higher Interest Rate Trend

Commodities, such as wood, have seen significant price increases in recent months,indicating a tight supply and high demand. This trend is expected to continue, leading to higher interest rates as monetary authorities aim to tighten monetary policy to combat inflationary pressures.

New Banks and Bankers

The Federal Reserve Bank of St. Louis has announced the appointment of several new bank administrators, including Vice-Presidents and Trust Officers. The bank is committed to maintaining a strong focus on economic development and financial inclusion.

The First National Bank of Pleasantview, Kansas, has been appointed as a new member bank of the Federal Reserve System, effective as of Nov. 14.

On Nov. 11, the merger of the Lincoln Bank and Trust Company, headquartered in Lincoln, Nebraska, with a capital stock of $2,000,000, into the First National Bank of St. Louis, Ky., with common stock of $1,000,000 and capital stock of $500,000, effective as of Nov. 14.

The First National Bank in Love, land, Colo., has increased its common stock by $500,000, to $1,500,000, effective as of Nov. 14.

The First National Bank of Rockport, Mass., has increased its common stock by $500,000, to $1,500,000, effective as of Nov. 14.

The First National Bank of New York, N.Y., has named a new committee of directors, comprised of Messrs. Young, Weed, and Woolley, effective as of Nov. 14.

The election of John L. Cisylo as a new Trust Officer in 1944, along with the appointment of several new administrators, reflects the bank's commitment to maintaining a strong and diverse workforce.

The appointment of Samuel H. Woolley as Vice-President, Chief Investment Officer of The Bank of New York, N.Y., highlights the bank's ongoing commitment to excellence in financial management.

The State of New York National Bank, Kentucky, has been renamed The First National Bank of Kentucky, effective as of Dec. 1.

The election of Robert O. Drift, as Director of the bank, highlights the bank's commitment to maintaining a strong and diverse workforce.

The appointment of Charles Sherwood Munson Jr. as a Trustee of the National Bank of New York, N.Y., reflects the bank's ongoing commitment to maintaining a strong and diverse workforce.

The election of Mr. Cleveland P. Moore as Assistant Vice-President, effective as of Dec. 1, highlights the bank's ongoing commitment to maintaining a strong and diverse workforce.

The election of Mr. Frank C. Brown as Trustee of the First National Bank of New York, N.Y., reflects the bank's ongoing commitment to maintaining a strong and diverse workforce.

The election of Mr. Albert W. Young as Trust Officer of the First National Bank of New York, N.Y., reflects the bank's ongoing commitment to maintaining a strong and diverse workforce.
vall. This was true in 1954, for example, and again in 1958. In those periods, if short-term yields quickly became unattractive, investors turned to longer maturities a few years, the Federal Reserve could make a substantial pick-up in yield. In 1954, for example, the yield spread was about 1% from two years to eight years. In 1958 the spread was even wider, and today the spread is about 4%. Bankers may have been rather lenient in their credit extensions, of course. They were greatly pressed for funds in the following years, and the expansion when intermediate- term securities became unattractive was not the result of only at substantial losses. It was paid by many of a sufficiently large up of 1% for a year or so was not an adequate representation for the loss of eight or ten points on a later sale.

In 1960 banks have not increased at all their holdings of Treasury's securities maturing in over three years. They have not increased these rates to the task of rebuilding their portfolios of short-term Treasury issues, a job at which they have not been very successful, in any case. So, the Federal Reserve's decision to urge in intermediate-term Treasury security purchases. A short-term Treasury offering bank money is there for this mar- rsty area seems to be directed to the task of intermediate-term securities.

Current Credit Market Situation

And Background

At present, the private and capital markets stand about as follows: There has been some let-up in the heavy demand for longer-term securities early in the year due largely to a rise in long-term rates. The loan carrying inventory, Treasury bor- rowing by the Federal Reserve, and the yield on long-term securities declined from last year's high rate. Although rates have since increased, the rate of increase has been persistently less than the rate of increase. The marginal rate of increase in the year is 2% to 3% above last year's high rate.

The yield on intermediate-term Treasury issues is 3% and 3% 1/2 below the rate at which yields presently available to investors reflect the lower rate on short-term credits and the increased yield on corporate borrowing. In the short-term and municipal bonds are excep- tionally attractive, particularly those prevailing in earlier periods of softening business activity and monetary and credit con- dition.

Probably for these reasons there- seems to be a rather widespread expectation that monetary conditions will decline significantly during the next half-year or so. Is this expectation justified? Is it correct?

To begin an evaluation of the interest-rate outlook requires a point of reference -- an interest-rate outlook. I suppose most students of the business situation--business men and economic analysts -- feel that economic activity will slide off the map in the near future. There also seem to think, however, that the recent behavior of the national economy is by no means a serious, prolonged period of stagnation. The beginnings of a recovery are usually not the time in 1961. It is certainly possible to have a slight economic prognosis that this but, considered in the light of previous economic readjustment already made, this popular view seems a reason- able one, even at this time for purposes.

Fed Will Exercise Caution

Under such a business assumption, the Federal Reserve would be justified in pressing further for credit ease and some monetary liquidity. This policy, however, may greatly limit the extent to which the Federal Reserve program will be pushed. Recent reductions in central bank rates in France, Eng- land, and Canada have shown the feasibility to some degree, on some return to the market, particularly early next year or the first part of the year. Whether the Federal Reserve will really operate in that direction. Unless business activity drops off in the near and the new Administration is at least partly committed to some policy to strengthen international confidence it would be reasonable to expect the Federal Reserve to pursue a cautious program, probably holding closely to about its present policy stance. The Federal Reserve will certainly not lightly take action in the area of interest rates to accelerate the already large out- flow of foreign capital.

Now on one point I firmly believe -- further ease in the near future, in my view, will not come. If it does not come, it markets cannot be created by reducing the Federal Reserve agency is not prepared to allow short-term interest rates to decline. The intermediate-term rate is where the current economic situation is quite difficult but it is not able to be made more attractive because many investors, especially business, can see a very limited interest rate. This can be due to the fact that in the Federal Reserve's policy, it is not possible to ensure that policy rates will change between now and the present.

The situation is that the Federal Reserve is the rate of long-term interest rates. There is some question as to the relationship between long-term interest rates and intermediate-term rates. The Federal Reserve's policy is to change the rate of interest in the long-term bond market. It seems to me that the Federal Reserve is not prepared to allow long-term interest rates to decline. The intermediate-term rate is where the current economic situation is quite difficult but it is not possible to ensure that policy rates will change between now and the present. The Federal Reserve is the rate of long-term interest rates. There is some question as to the relationship between long-term interest rates and intermediate-term rates. The Federal Reserve's policy is to change the rate of interest in the long-term bond market. It seems to me that the Federal Reserve is not prepared to allow long-term interest rates to decline. The intermediate-term rate is where the current economic situation is quite difficult but it is not possible to ensure that policy rates will change between now and the present.
When the Securities Laws Apply to Realty Syndicates

Continued from page 2

The Commission has not prescribed a special form for use by real estate companies, as Professor Foulke has suggested, nor does it make any formal requirement that any such company, if it is to engage in the sale of securities, file for itself a certificate of incorporation with the Federal Reserve Bank of New York, including receipt of itsEsta, or a statement to the effect that the securities have been issued and is in the names of persons who have the right to receive the same.

The Federal Reserve Bank of St. Louis

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Bzura Chemical Common Sold

P. W. Brooks & Co. Inc. and Leon Higginson Corp. jointly managed an underwriting group which offered on Nov. 29, 450 shares of Bzura Chemical Co. Inc. common stock at a price of $10.50 per share. Of the 450 shares offered, 325,000 shares are being sold for the account of the company and 100,000 shares are being sold for the accounts of various accredited investors.

Net proceeds from the sale of its 350,000 shares will be used by the company to expand its capacity for the production of furanolic acid; to complete construction of a new citric acid plant and to cover start-up and pre-operating expenses, to expand the company's research and pilot plant facilities to enable pilot-plant and semiplant production of lactic acid and certain other new products, and for working capital for inventory and receivables related to operation of the citric acid plant and the new furanolic acid facility.

The company is engaged in the manufacture of citric acid and furanolic acid and related organic chemicals and in research and development of the fields of the application of these acids. Citric acid is the most widely used organic acid in the manufacture of foods and soft drinks; and it is also extensively used in pharmaceuticals and has many other applications. Furanolic acid is an organic acid used in making certain types of plywood, potato starch, sawdust and rice; fumaric acid, fumarate esters, and fumaric acid are used in the manufacture of various products including resins, rubber, and other products.

Upon completion of the current financing, outstanding capitalization of the company will consist of $27,760,000 of common stock and 2,967,000 shares of preferred stock, a total of 3,263,000 shares of common stock.

**Form Equity Planning**

PARAMUS, N. J.—Equity Planning, Inc. has been formed with offices at 119 Schimmel Street to engage in a securities business. Philip Meikle is a principal.

The company will engage in the underwriting of securities, the sale and distribution of securities, the provision of financial advice and assistance in the offering of securities and related activities.

**Mayo & Co. Formed**

PHILADELPHIA, Pa.—Mayo & Co. Incorporated has been formed with offices at 1411 Walnut Street, Philadelphia, Pa., for the purpose of engaging in a securities business. Charles W. Mayo Jr. is a principal of the firm.

**Alarm Device Common Sold**

Gollin, Bomback & Co. and associates offered on Nov. 29, 130,500 shares of Alarm Device Manufacturing Co. Inc. common stock at a price of $4 per share. The shares are issued and outstanding and are being sold for the accounts of certain selling stockholders.

The company manufactures and sells burglar and fire alarm equipment. The company makes local and remote alarm systems and the major components utilized in substantially all types of such alarm and security systems. The company's plant in Brooklyn, N. Y., manufactures a line of fire alarm bells for industrial use, and the other components utilized in fire alarm systems and two complete fire alarm systems for home use.

For the seven months ended July 31, 1960, net sales were $656,666 and net income was $139,905. As of Oct. 15, 1960, outstanding capitalization consisted of 431,000 shares of common stock and a mortgage in the amount of $56,085.

**Du Kane Securities Opens**

AURORA, Ill.—Du Kane Securities, Inc., 61 South LaSalle St., Chicago, III., is engaging in a securities business.

**Why You Need—HOW TO SELL SECURITIES**

By JOHN DUTTON

In Your Business

This 60-page booklet—available exclusively from us—is designed to help you increase your business through modern, proven investment selling techniques. Its 25 chapters are full of practical and proven selling and account-opening ideas. John Dutton drew it from the best of his 20-year experience in the capital markets and has featured it in weekly columns in The Commercial and Financial Chronicle. You'll learn about:

- Obtaining a client list
- The initial sales approach
- The final sale
- The various categories of investors—and their accounts. These are defined and you're told how to develop each of them to their maximum potential
- Techniques you can use to analyze—on your own—the relative attractiveness of various securities and their vital balance sheet items

In 1061 ways this booklet will help you be a better salesman and run a more profitable selling operation. Your own copy will be rushed to you immediately on receipt of your order.

**COMMERCIAL & FINANCIAL CHRONICLE**

25 PARK PLACE, NEW YORK 7, N. Y.

Gentlemen:

I enclose $2. Kindly rush my copy of "How To Sell Securities" to:

Name:

Address:

City...... Zone... State...
Union Policies Must Conform To the New Business Climate

Continued from page 5

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provides goals still an a little success a continuing the bargaining in inherent the new basic concept of the Fed. It is an answer to that economic society organized along the traditional bargaining sessions written up the blurs which they will level at each other's heads at the next scheduled for a bout in the collective bargaining near the end of each year. We must hope that something can be gained in this way. In the way of understanding the ultimate necessity of common goals as the basis for— from a continuing exposure of proper representation of the ends—bargaining parties to the needs and viewpoints of each side. We tried this kind of thing in the steel industry before—and without much success. We did it again—and we must try again. Some are making a little headway. Relations Research Committee which produced the joint report efforts. We must live in hope that little by little something can be accomplished.

What Management Must Remember

But there are things that need to be done. After all, the employees, themselves, are, or ought to be, the heart of the business organiza-
tion—just as they are the heart of the business organization which they have associated themselves. For example, to act as if they thought that a union—union—represented employee was just that—just an employee to be dismissed on a particular stimulus, not so much on "union represented" and very little on whether they acted as an employee. They acted as though and with identity with his company disappeared when he elected union representation. This real efforts at meaningful communication. We became neglected. We did not admit that much has appeared to justify such an attitude in the past. It gives management no tools to demand, no defense to blind the bricks in support of demands to management to improve the understand and care about. It is no comfort to hear from some union—employees who he's not interested in thinking about his own job and his I must get used to the idea of what his thinking for him.

But what kind of condition exists, does it not simply confirm the terrible default on the part of management in having failed to try in every way it knows how to treat the employees as its employees—whose progress and livelihood depends upon the office of the company. What is the real struggle for and may not care about. It is no comfort to hear from some union—employees his not interested in thinking about his own job and his I must get used to the idea of what his thinking for him.

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Bank and File Are Beginning To Learn

A poor record of communications efforts in the past can be an excuse for the present. After all, employees are a lot smarter than they used to be—and, hopefully, managements. There are encouraging signs that employees are gradually coming to understand that collective bargaining is not like a beautiful rainbow at whose end can be found a pot of gold. Rather it is a system coming to understand that inflation and recession must be paid if we are to fail out in increased prices. Recently we have had to first have the product of foreign labor on our shores. After all, several decades of haphazard thinking can be ignored, and thinking employers and employees the lot of things they have taken as a given and continue to work for a long time. Thinks em-

employees—lies the management standpoint. The long-term solution of the employees' interests is a socially tempered free competitive enterprise system.

Not An Anti-Union Act to Give

Greater improvement in employee's appreciation of the necessity of the union—employees. This would give union—employees a chance. They deserve the opportunity to play a part in the solution of the company's future, to get a real task in the public's future. They can be given a real task in the public's future.

Management Must Proceed

With or without union objection, however, the company's end-

must proceed to re-
devise its communications with its employees. If employees do not understand the economic surrounding the company in which they work; they may not come to. They have no knowledge to assist them in judging be-

where the company is headed or where the company is headed. If they have no sound basis for appreciating for their interests are tied to their company's success, the employees must try to think about the company's future. For their own economic life, the employees' willingness to work is just as important to the company's future. The more the employees are willing to work, the more the company is willing to pay for their work. The more the employees are willing to work, the more the company is willing to pay for their work. The more the employees are willing to work, the more the company is willing to pay for their work.

UNION COMMISSION

An overworked group and their union combined to get New York, where we have already discussed the potential for better opportunities in free enterprise for growth and greater fulfillment of the needs of our free society.

UNION COMMISSION

An overworked group and their union combined to get New York, where we have already discussed the potential for better opportunities in free enterprise for growth and greater fulfillment of the needs of our free society.

Security Traders Association Of Chicago, Inc.

Charles G. Scheuer George F. Hummel Theodore E. Wouk


These distinguished (Security Traders Association of Chicago, Inc.) Officers invite you to attend their January 30th party at the Ambassador Hotel.

The CHRONICLE will cover this important meeting of the Chicago Traders with candid photographs and news briefs . . . on an 8-page special section.

We invite you to place your advertisement on these pages. Our rates are low. Please check size you wish and return now for preferred positions in the Chicago Traders issue.

WILLIAM B. DANA CO. • 25 PARK PLACE, NEW YORK 7, N. Y.

Please insert our advertisement as above in the Security Traders Association of Chicago Picture issue of THE COMMERCIAL & FINANCIAL CHRONICLE, in space indicated. We agree to pay the rate indicated.

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PUBLIC UTILITY SECURITIES

BY OWEY ELY

National Fuel Gas Co.

National Fuel Gas is an old line utility company (nearly 58 years old) with a century-old capital set-up, about 55% common stock equity. Dividends have been paid each year since 1903, about two-thirds of earnings having been paid out in recent years. The company's earnings and property values have been rising, and it is basically a distributor of gas. Last year gas was purchased at about 88.7 cents, and along with the amount produced, was sold at an average of about 87c per mcft.

National Fuel Gas is a holding company, its subsidiaries including the Buffalo Group—National Gas and the New York-Pennsylvania Gas; the Oil City Group—United Natural Gas, Sylvania Corp. and Buffalo Gas; and the Pennsylvania Group—Pennsylvania Gas and its subsidiary, Pennsylavnia Oil and Jefferson County Gas. All subsidiaries are fully controlled with the exception of Pennsylvania Gas in which there is a small minority interest.

The system supplies gas to areas with a population of about 2 million in western Pennsylvania and New York plus a small section of eastern Ohio; Buffalo, Niagara Falls and Jamestown, N.Y., and Erie and Sharon, Pa., are the largest population centers. Residential sales provide about 71% of revenues, industrial 16%, commercial 12%, and wholesale 1%. Space heating sales account for 47% of all gas sold in the summer. Last year, gas water heaters and gas ranges predominated, and gas clothes dryers are becoming common. In customer households, gas incinerators and gas refrigerators are being used in increasing numbers, and there is now an appreciable amount of gas-air-conditioning equipment.

The company's subsidiary, Interstate, serves a number of cities in the steel and steel-consuming areas, but the chemical industry is now also becoming important. Commercial type industrial customers are young. The company estimates that 40% of customers who use gas are at regular tariff rates, and area industries historically have not been at higher rates.

The gas company is participating in a number of projects, including in older homes accounts for a sizable portion of the increase in sales and should eventually reach a considerably higher saturation figure than the present 80%. In Buffalo, downtown hotels and office buildings are converting to gas.

The company has shown excellent growth, operating revenues having more than doubled in six years—from $59 million in 1953 to $105 million in 1959. As shown in the accompanying table, share earnings (while irregular due to weather and other factors) have doubled during the 12-year period, from 88c in 1940 to an estimated 1.75 this year. Dividends, increasing from 60c to $1.20, have averaged 78c in the last nine years. Also, the company's earnings have doubled a little better, having nearly tripled from the 1940 low to the 1969 high. The company sees no reason to believe that the System, with the existing customers converting additional processes to gas.

The company's principal industrial customers are in the steel and steel-consuming areas, but the chemical industry is now also becoming important. Commercial type industrial customers are young. The company estimates that 40% of customers who use gas are at regular tariff rates, and area industries historically have not been at higher rates.

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Lomasney Sells Tenax Debens.

Tenax, Inc. offered on Nov. 29 5 1/2% convertible subordinated debentures providing for a call price of $1,000 par in 1969, bearing interest from Nov. 1, 1960, through Oct. 1, 1969, to Lomasney & Co., New York City.

The company and its twelve wholly owned subsidiaries and single operating company, each of which constitutes a fully integrated business, operate in a business in which it is basically a distributor of gas. Last year gas was purchased at about 88.7 cents, and along with the amount produced, was sold at an average of about 87c per mcft.

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STATE OF TRADE AND INDUSTRY

Continued from page 7

1,478,000 tons. A year ago the actual weekly production was placed at 1,687,000 tons. Production in the week ending Nov. 25 was about 5,200,000 tons.

*Index of production is based on average weekly production for 1947-49.

Auto Industry Reports Best November Output in History

The auto industry virtually topped off its production schedule for the month, with a volume output of 1,478,000 units, or 97% of the capacity of its 49 assembly plants back to work this year. At the same time, it was coping with Dawson Thanksgiving Day losses.

Ward’s Automotive Reports estimated the monthly completion of this week, a 22.5% completion rate for the month.

The statistical service said November volume may cumulatively range 590,000 to 600,000 completions, a November month, netted 16,000 the peak for the month of 749,900 set in 1952.

The record in progress comes in the face of a mixed production trend which finds five plants closed all of this week and eight others closed some days to adjust dealer inventories with sales.

Idled this week was the Mercury plant at Wayne, Mich., the Dodge plant at Detroit; the Willys plant in Plymouth in St. Louis, Mo.; Ward’s said the Ford plant for Chrysler Corp. plants also worked three days a week. And American Motors and Studebaker-Packard Corp. factories in Wisconsin were also down.

Ward’s said November prospects are for car production of more than 85,000 truck completions in the U. S. this December, or 4,500, respectively, in Canada.

Ward’s said the North American truck industry is coping with a public sendoff in Canada. Canadian output in the week ending Nov. 1-10, for a 912-unit daily rate that was 2.1% above 917 daily in entire October when 35,900 were October, the introduction month, netted 16,000 for sales.

Import cars, however, are taking 28% of the total Canadian market.

Ward said U. S. plants built their output during the week to this point, widening their margin over Canada’s 1959 to more than 1,000,000 units.

Electric Output 2.5% Above

The amount of electric energy distributed by the electric light and power plants during the week ending Saturday, Nov. 26 was estimated at 15,092,000,000 kw-hr, according to the Edison Electric Institute, Out of this total, 15,092,000 kw-hr, below that of the previous week’s total of 14,000,000,000 kw-hr; but showed a gain of 27,000,000 kw-hr; or 2.5% above that of the comparable period a year ago.

Car Loadings Show 9.5% Decrease From 1959 Week

Locomotive loadings for the week ended Nov. 19, 1960, totaled 367,628 cars, the Association of American Railroads announced. This was a decrease of 62,368 cars, or 14.6%, from the comparable week in 1959 and a decrease of 42,245 cars or 6.5% below the corresponding week in 1957.

In loadings in the week of Nov. 19, were 2,709 cars or five-tenths of 1% below the volumes a year ago.

There were 10,194 cars reported loaded with one or more revenue highway or railroad cars in the week ended Nov. 12, 1960, which was 45% above the week’s over-all total. This was an increase of 64,500 or 86% above the comparable week of 1959 and 4,215 cars or 56.3% above the week’s over-all total.

Cumulative piggyback loadings for the first 45 weeks of 1960 totaled 454,868 for an increase of 132,509 cars or 43.2% above the corresponding period of 1959, and 462,462 for a rise of 103.5% above the comparable period of 1957.

In the 120-day period ending Nov. 21, 246,641 cars or 103.5% above the comparable period of 1957.

In the 200-day period ending Nov. 21, 52 Class I U. S. railroa
d systems originating this type of piggyback moved 1,739,000 cars, an increase of 51,000, or 3% above the comparable period of 1959.

In the 200-day period ending Feb. 21, 52 Class I U. S. railroa

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In the 365-day period ending Feb. 21, 52 Class I U. S. railroa

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In the 1369-day period ending Feb. 21, 52 Class I U. S. railroa

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In the 1685-day period ending Feb. 21, 52 Class I U. S. railroa

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In the 1991-day period ending Feb. 21, 52 Class I U. S. railroa

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In the 2307-day period ending Feb. 21, 52 Class I U. S. railroa

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Indications of Current Business Activity

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:

### American Iron and Steel Institute: Indicators (Index number and capacity)

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### Federal Reserve Bank of St. Louis: Production (tons)

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### Iron Age Composite Prices

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### Metal Price (B. & M. J. Quotations)

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### Iron Age Daily Indexes

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### Mood's Bond Yields Daily Averages

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### Mood's Commodity Index

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### Oil, Paint and Drug Reporter Price Index

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### Round-About Transactions for Account of Memp. (in thousands)

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### Stock Transactions for Odd-Lot Sensivities (on the N.Y. Stock Exchange and Odd-Lot Stock Transactions on the Account of Members (Shareholders)

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### Wholesale Prices, New Series — U. S. Dept. of Labor

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The above tabulations are compiled from the monthly reports of the Interstate Commerce Commission and the Bureau of Labor Statistics.
Eurofund Inc., Elects New President

Nominating committees have been selected in each of the 13 districts of the National Association of Securities Dealers to submit slates for new members to the association's board of governors and to the district committees. Following are the committees appointed for each of the districts:


District #4 (Kansas, Missouri, Nebraska and Oklahoma): Chairman: Donald E. Shelbey, Shaw & Hanni & Co., Inc., Topeka; Members: Kenneth B. Hunter, George K. Baum & Co., Kansas City; Mel M. Taylor, Semple, Jacobs & Co., Inc., St. Louis; William B. Cochran, Midburn, Cochran & Company, Oklahoma City; and James H. Ellis, Ellis, Holyoke & Co., Lincoln.


District #9 (States of Kentucky and Ohio): Member: The Ohio Company, Columbus; Dale F. Lueck, Born, Bratton & Co., Inc., Cincinnati; W. H. Hunter, P. S. Lueck, Ball & Davidson, Inc., Dayton; John S. Waterston, Jr., Palmer, Webster, Jackson & Curtis, Cleveland; and Jack R. Staples, Fulkon, Reid & Co., Inc., Cleveland.


Electro-Science Acquires Interest

Electro-Science Investors, Inc., today (Dec. 1) announced the purchase of $138,000 of 5% convertible debentures and common stock of Rawco Instruments Inc.

Also committed was $300,000 for the purchase of additional 5% convertible debentures for Rawco's use in its future development.

ESI recently registered as one of the nation's largest Federally registered investment companies, with assets in excess of $100 million. Offices are located at 727 South Central Expressway, Richardson, Texas.

Epps Industries Stock Marketed

California Investors, Los Angeles, Calif., public offered Humphrey Co., Inc., Atlantic, a well-known and respected investment company, with assets in excess of $100 million. Offices are located at 727 South Central Expressway, Richardson, Texas.

Closing ceremony for $50,000,000 Tennessee Valley Authority Series A power bonds took place when investment representatives handed checks to Audrey J. Wagner, seated left General Manager of TVA. John J. Ward, Assistant Vice-President of The C a m a nian Bank, is shown making payment at offices of Bankers Trust Company, Trustee of the Authority. Looking on (left to right) are Brian P. Leech, Senior Vice-President, Bankers Trust Company, Paul F. Clarke, partner of Leiman Brothers, financial advisors to TVA, and G. O. Wessman, TVA Manager of Power. The bonds were sold publicly by a nationwide group of banks jointly managed by The Chase Manhattan Bank, Morgan Guaranty Trust Co. of New York, Chemical Bank New York Trust Co., C. J. Devine & Co. and The Northern Trust Company.
Securities Now in Registration

NOTE—Because of the large number of issues amounting to process by the SEC, it is becoming increasingly difficult to predict offering dates with certainty. The publication in the index and in the accompanying detailed items of the expectation of the offering dates is, however, not, in general, to be considered as firm offering dates.

* ACR Electronics Corp. Sept. 28, 1960 filed 1,200,000 shares of common stock, 75,000 series I common stock purchase warrants, and 75,000 series II common stock purchase warrants, to be offered, in units, each unit to consist of two common shares and one warrant, in the amounts of each series I warrant. Warrants are exercisable initially at $2 per share. Price—To be supplied by amendment. Proceeds—For expansion of additional personnel, liquidation of debt, research, and the balance for working capital. Office—New Savannah Road, Clearwater, Underwriter—Courts & Co., Atlanta, Ga. (managing).


* American Playlands Corp. Aug. 22, 1960 filed 360,000 shares of common stock, Price—$7.50 per share. Proceeds—To be used primarily to originate mortgage loans and guarantee or buy down bonds of other companies. Office—201 Center St., Little Rock, Ark. Underwriter—Underwritten by A. E. Bentz & Co., New York City (managing).

* American Recreational Development Corp. Sept. 7, 1960 filed 1,000,000 shares of class A common stock (par 10 cents), to be offered by holders of the outstanding common of record of Sept. 22, 1960, in the amount of each UC common share held. Price—To be supplied by amendment. Business—The company is engaged in the development and operation of recreation centers. Proceeds—For expansion of recreational facilities. Office—201 E. 42nd St., New York, N. Y. Underwriter—Plummer Securities Corp., New York City (managing).


* Anlex Corp. Sept. 15, 1960 filed 65,000 shares of common stock, of which 55,000 are subject to purchase on exercise of warrants and 10,000 are owned by Anderson-Nicholls & Co., and are subject to purchase under options by three individuals. Proceeds—to finance development, design and manufacture of high speed printers and high speed typewriters, electronic and data processing systems. Underwriter—Plummer Securities Corp., New York City (managing).

* Andersen Laboratories, Inc. (12/6) Sept. 15, 1960 filed 11,000 shares of common stock, of which 8,000 shares are to be offered for subscription. Price—$100 per share. Proceeds—to be supplied by amendment. Business—the company intends to manufacture certain components for semiconductor devices such as transistors, diodes, and rectifiers. Proceeds—for general corporate purposes including debt retirement, working capital, and expansion of the company, and to acquire new facilities and equipment. Office—1625 Fifth Ave., New York, N. Y. Underwriter—Schroder, Inc., New York City. (managing).


* American Cyanogenics, Inc. (12/15) Oct. 27, 1960 filed 150,000 shares of common stock (par 33%). Price—To be supplied by amendment. Business—the company and its subsidiaries make and sell liquid and gaseous nitrogen and oxygen, dental equipment, and various other gases and cylin-
**December 19 (Monday)**

*Bowt-Mor Co., Inc.*

Debentures

(Price, Wednesday)

(Chicago, Ill.) $1,000,000

*Bow-Mor Co.*

Debentures

(Offering to stockholders—Underwritten by Poole, Webster, Jackson, Curtis, and Granbery, and brokers.

*Covent Garden, Inc.*

Units

(Small, Thomson & Co., Inc.) $50,000

*Revlon, Inc.*

Common

(Leman Brothers and Reynolds & Co., Inc.) 130,000 shares

Hitler Co., Inc.

Debentures

(Leman Brothers) $4,000,000

**December 20 (Tuesday)**

*Canaveral Inter/Co., Inc.*

Common

(Shamanski & Co., Inc.) 200,000 shares

*Chemometrics, Inc.*

Common

(Boatland Investors Co.) $464,900

*South Central States Oil & Gas Co.*

Common

(Wells E. Bernstine & Co., Inc.) $300,000

*Speedy Chemicals Corp.*

Common

(D. F. Fuller & Co.) $1,000,000

**December 21 (Wednesday)**

*California Distilling Co.*

Common

(Eastman Union Securities & Co.) $70,000 shares

*Geotechnics, Inc.*

Capital

(D. F. Fuller & Co.) $300,000

**December 23 (Friday)**

*International Montage Corp.*

Common

(B. G. Hartt & Co., Inc.) $275,000

**December 27 (Tuesday)**

*Palm Developers Limited.*

Common

(National Securities, Inc.) $200,000

**December 28 (Wednesday)**

*Americana Properties, Inc.*

Common

(Frynn Securities Co.) $100,000

**December 30 (Friday)**

*Circle Electric Co.*

Common

(Hoots, Kiplinger, Walter & Co. L. C. Wegar & Co. and J. D. Sherman & Co.) $350,000

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**January 4 (Wednesday)**

*National Aeronautical Corp.*

Common

(White, Wood & Co., Fallstaff, Edle & Co. and Keesey & Keesey)

*Southwest Gas Corp.*

Common

(White, Wood & Co., Fallstaff, Edle & Co. and Keesey & Keesey)

**January 5 (Thursday)**

*Radar Measurements Corp.*

Common

(White, Wood & Co., Fallstaff, Edle & Co. and Keesey & Keesey)

**January 9 (Monday)**

*Bell Electric Co.*

Common

(Lechsbach & Co.) 130,000 shares

**January 10 (Tuesday)**

*Proctor & Gamble, Inc.*

Common

(White, Wood & Co. and Goldsmith Bros. Co. 600,000 shares

**January 11 (Wednesday)**

*Iowa Power & Light Co.*

Bonds

($100 10% c/o) $12,000,000

**January 17 (Tuesday)**

*Kansas Gas & Electric Co.*

Bonds

(White, Wood & Co.) $1,000,000

**January 23 (Monday)**

*General Bowling Corp.*

Common

(Lechsbach & Co.)

**January 24 (Tuesday)**

*Ottet Pool Corp.*

Bonds

($100 6% to) $8,000,000

**March 15 (Wednesday)**

*Rochester Gas & Electric Co.*

Bonds

($100 5% to) $1,000,000

**June 13 (Tuesday)**

*Virginia Electric & Power Co.*

Bonds

($100 4% to) $23,000,000
Continued from page 33

**Caribbean American Corporation**


**Caribbean & Southeastern Development Corp.**

Sept. 28, 1960 filed 140,000 shares of common stock. Price—$1 par share. Business—For working capital and general corporate purposes. Office—4325 Northside Drive, N.W., Atlanta, Ga., Underwriter—To be supplied by amendment.

**Chemacias, Inc. (12/20)**

Nov. 2, 1960 filed 188,000 shares of common stock of which 18,000 are previously issued, and the remaining 130,000 shares, being outstanding as of Oct. 1, 1960 will be outstanding and will be sold for $2.25 per share, as may be subsequently agreed by the new owners to the new owners of the company. Price—$2.25 per share. Business—The company was organized in Florida for the purpose of developing and operating a chemical plant and for related purposes, and the business to be continued is classified as manufacturing and selling merchant chemicals.

**Circle Controls Corp.**


**Chemtronics, Inc.**


**Continental Acceptance Corp.**

Sept. 29, 1960 filed $1,000,000 of 6% junior subordinated debentures due 1964 with five-year warrants for the purchase of 80,000 shares of regular common shares. The debentures are to be offered at par, and in units of one 100,000, with warrants for 40 shares each. Price—For working capital and general corporate purposes. Office—1293 Oak Street, Kansas City, Mo., Underwriter—A. G. Edwards & Sons, St. Louis, Mo., managing. Offers—To be supplied by amendment.

**Chromatics, Inc. (12/20)**

Nov. 20, 1960 filed 188,000 shares of common stock of which 50,000 are previously issued and the remaining 130,000 shares, being outstanding as of Oct. 1, 1960 will be outstanding and will be sold for $2.25 per share, as may be subsequently agreed by the new owners to the new owners of the company. Price—$2.25 per share. Business—The company was organized in Florida for the purpose of developing and operating a chemical plant and for related purposes, and the business to be continued is classified as manufacturing and selling merchant chemicals.

**Commercial Oil Refining Corp.**


**Consolidated Southern Companies, Inc.**

Sept. 30, 1960 (letter of notification) 100,000 shares of common stock (par $1) for sale. Proceeds—For the closing payment on a building, repayment of an $800,000 mortgage, and working capital. Office—30 N. Pearl St., N. Y., Underwriter—To be supplied by amendment.

**Consumers Cooperative Association**

Oct. 25, 1960 filed $3,000,000 of 5% preferred stock, 40,000 shares of 4% second preferred stock, and 900 shares of common stock. Price—For the certificates of indebtedness, 100% of principal amount, and for the common stock and both classes of preferred stock, the stockholders are to be offered $3 per share for the certificates of indebtedness, the par value of the common stock, and $1 per share for the preferred stock. Price—$3 per share. Business—The company is continuing its present business of handling and processing agricultural produce, and is engaged in purchasing and marketing a wide range of processing and marketing. Proceeds—For the certificates of indebtedness and redemption price to be paid to the common stockholders, the par value of the preferred stock, and the collateral stock, the collateral stock is to be paid to the preferred stockholders. Price—$33.5 per share. Office—3135 N. Oakland Traffic Circle, St. Louis, Mo., Underwriter—To be supplied by amendment.

**Consumers Power Co. (12/12)**

Oct. 25, 1960 filed $1,000,000 of capital stock in the amount of $35,000,000, maturing in 1990 to be sold for the best price obtainable but not less than favorable to the company. The proceeds are to be used to finance the acquisition of a related company and the financing of the company's expansion. The company is continuing its present business of manufacturing and selling electrical equipment, and the business to be continued is classified as manufacturing and selling electrical equipment. Price—$3 per share. Business—The company is continuing its present business of manufacturing and selling electrical equipment, and the business to be continued is classified as manufacturing and selling electrical equipment.

**Coastal Acceptance Corp.**


**Circle The-Sights, Inc.**


**Coral Aggregates Corp. (12/15)**

Aug. 25, 1960 filed 100,000 shares of common stock (par $0.10). Price—$0.50 per share. Business—The company intends to engage in the extraction and sale of rock. Proceeds—For equipment, working capital, and the retirement of indebtedness, with the balance for general corporate purposes. Price—$0.50 per share. Business—The company intends to engage in the extraction and sale of rock. Proceeds—For equipment, working capital, and the retirement of indebtedness, with the balance for general corporate purposes.

**Coraline, Inc.**

Oct. 12, 1960 (letter of notification) 90,000 shares of common stock (par $0.10), 135,000 shares of preferred stock (par $1), and 90,000 shares of 5% convertible preferred stock (par $1). Price—$0.50 per share. Business—To be supplied by amendment. Business—For general corporate purposes. Business—To be supplied by amendment. Business—For general corporate purposes.

**Coraline, Inc.**

Oct. 12, 1960 (letter of notification) 90,000 shares of common stock (par $0.10), 135,000 shares of preferred stock (par $1), and 90,000 shares of 5% convertible preferred stock (par $1). Price—$0.50 per share. Business—To be supplied by amendment. Business—For general corporate purposes. Business—To be supplied by amendment. Business—For general corporate purposes.

**Coraline, Inc.**

Oct. 12, 1960 (letter of notification) 90,000 shares of common stock (par $0.10), 135,000 shares of preferred stock (par $1), and 90,000 shares of 5% convertible preferred stock (par $1). Price—$0.50 per share. Business—To be supplied by amendment. Business—For general corporate purposes. Business—To be supplied by amendment. Business—For general corporate purposes.

**Coraline, Inc.**

Oct. 12, 1960 (letter of notification) 90,000 shares of common stock (par $0.10), 135,000 shares of preferred stock (par $1), and 90,000 shares of 5% convertible preferred stock (par $1). Price—$0.50 per share. Business—To be supplied by amendment. Business—For general corporate purposes. Business—To be supplied by amendment. Business—For general corporate purposes.
Echlin Manufacturing Co.  
Nov. 21, 1960 (letter of notification) an undetermined number of shares of common stock, at $1. Price—To be supplied by amendment. Proceeds—For the acquisition and development of land, buildings, and equipment, and for working capital. Office—Tarpon Springs, Fla. Underwriter—None.

Ford Electronics Corp.  

Franklin Discount Co.  

Foxboro Co. (12/5-9)  
Oct. 18, 1960 filed 211,000 shares of common stock, of which 30,000 shares accrued as a result of the division of a class of preferred shares. By-laws. To be supplied by amendment. Proceeds—To be supplied by amendment. Proceeds—For the purchase of 28,100 shares of common stock of the issuing company and 88,000 shares, representing outstanding stock, to be offered for the account of the present holders thereof. Price—To be supplied by amendment. Proceeds—For general corporate purposes, including warehouse and plant facilities. Office—70 Province St., Foxboro, Mass. Underwriter—Joseph Taranto & Co., Los Angeles, Calif.

Electronics and Metal, Inc.  

Electronuclear Metals, Inc.  
June 2 filed 150,000 shares of common stock (par $100). Proceeds—To be used for the purchase of additional equipment, in anticipation of capital requirements, to possibly include acquisitions. Office—520 Commerce St. Underwriter—Bateman, Eichler, & Co. of Los Angeles, Calif. Offerings temporarily postponed.

Electronic Tube Corp.  
Nov. 23, 1960 filed 100,000 shares of common stock. Price—$1 per share. Proceeds—to be used for the purchase of capital equipment. Offerings temporarily postponed. Office—485 Madison Ave., New York City.

Eppa Industries, Inc.  

First American Investment Corp.  

First Connecticut Small Business Investment Co.  

First National Bank & Trust Co. of Tampa, Inc.  

Florida Suncoast Land & Mining Co.  
Sept. 30, 1960 filed 1,650,000 shares of common stock, of which 200,000 shares are to be offered in exchange for certain lands and assets, and the balance will be for public sale. Price—To be supplied by amendment. Proceeds—For the acquisition and development of land, buildings, and equipment, and for working capital. Office—Tamarac Springs, Fla. Underwriter—None.

Geotech & Resources, Inc. (12/21-25)  
Oct. 14, 1960 (letter of registration) 100,000 shares of common stock, at $2 per share. Proceeds—To be used for the acquisition of equipment, advertising, sales and promotion; for working capital; and for the purchase of new property. Office—1600 New York Ave., N. W., Washington, D. C. Underwriter—Carlin Securities Corp., Washington, D. C.

Glas Foam Corp. (12/5-9)  

Globe Security Systems, Inc.  

Gold Medal Packing Corp.  
Oct. 13, 1960 offered 250,000 shares of convertible preferred stock (par $5). Price—At par. Proceeds—To be used to discharge that portion of its obligation to James H. DuPont for which it is required to offer certain inventories to him as part of the consideration for the purchase of DuPont’s common stock. Underwriters—Milton J. Whiting, J. Charles Pease & Co., New York, N. Y. Proceeds—For the construction of an additional smokehouse and packing building, and in the purchase of new equipment, packing products, principally sausage products, smoked meats, bacon, and meat products. Office—Syracuse, N. Y. Underwriter—Ernst Wells, Inc., 15 William Street, New York, N. Y.

Golden Crest Records, Inc.  

Great American Industries, Inc.  

Grapevine Products, Inc.  

Gould Musical Instrument Corp.  

Guaranty Land & Title Co.  
Nov. 29, 1960 filed 750,000 of 7% convertible subordinate debentures, due 1965 and 150,000 shares of common stock. Proceeds—To reduce the net debt of the corporation to the amount of $100 of debentures and 250 shares of common stock. Price—Offerings temporarily postponed. Proceeds—To be used to repay a mortgage, construction, and general corporate purposes. Office—1108 N. Broadway, New York, N. Y. Underwriter—Bryan, Fite & Co., New York City.

Hilltop Chrysler Corp.  
Sept. 28, 1960 filed 50,000 shares of common stock of which 5,000 shares are to be offered for the account of the issuing company and the remaining 31,250 for the account of the present holders thereof. Price—To be supplied by amendment. Proceeds—For working capital and general corporate purposes. Office—New Bedford, Mass. Underwriter—C. E. Under¬ writer—None.

Huntington Securities, Inc. (12/21-25)  
Oct. 14, 1960 (letter of notification) 100,000 shares of common stock, at $2 per share. Proceeds—For working capital; and for the purchase of new equipment, advertising, sales and promotion; for working capital; and for the purchase of new property. Office—1600 New York Ave., N. W., Washington, D. C. Underwriter—Carlin Securities Corp., Washington, D. C.
Heinieke Instruments Co. Nov. 10, 1960 filed 67,000 shares of common stock. Price To be announced.


Industrial Hardware Rubber Co., Inc. (12/8) Aug. 31, 1960 filed 12,250 shares of common stock. Price $1.50 per share. Business—Proceeds—To establishment of a staff of production and sales engineers, finance new product development, buy equipment, do and manage the company's new operations, and for general corporate purposes. Offered—Expects to complete the offering by late January.

High Line Steel Inc. Oct. 7, 1960 (letter of notification) 150,000 shares of common stock (par $1). Price $2 per share. Business—Price to be determined. Proceeds—To be used for general corporate purposes. Offered—None.

Hilton, Inc. Aug. 17, 1960 filed $1,650,000 of 6% subordinated debentures due 1960. A common stock of the company to be offered in units of one $1,000 debenture and one $100 share of common stock. Business—The principal business of the company, which was organized under Kansas law in June, 1959, with a capitalization of $3,000,000, is the development, leasing, and selling of improved and unimproved real property.


Hydramatics, Inc. Nov. 25, 1960 filed $1,000,000 of debentures due Jan. 1, 1971 with an option for a like amount of common stock to be offered in units, each unit to consist of a $1,000 debenture and 111/2 common shares. Price—To be supplied by amendment. Business—The design and manufacture of electro-hydraulic equipment, and for general corporate purposes.

Hydroswift Corp. Oct. 29, 1960 filed 70,000 shares of common stock. Price $5 per share. Proceeds—For proceeds to be used for the development (in February, 1957) makes and wholesales products: wholesales the products to manufacturers, particularly fiberglass boats known as "Hydrosalt" and "Skyllines, and the purchase of a new expansion. Office—1750 South 8th St., Salt Lake City, Utah. Underwriter—Whitney & Co., Salt Lake City, Utah.

Illinois Beef, L. W. & S., Inc. April 29, 1960 filed 200,000 shares of outstanding common stock (par $1). Price $4 per share. Business—The marketing and selling of beef, pork, lamb and other products. Proceeds—to reduce liabilities and to meet additional working capital needs.


Industrial Hardware Rubber Co., Inc. (12/8) Aug. 31, 1960 filed 12,250 shares of common stock. Price $1.50 per share. Business—Proceeds—To establish a staff of production and sales engineers, finance new product development, buy equipment, establish and manage the company's new operations, and for general corporate purposes. Offered—Expects to complete the offering by late January.


Iowa Power & Light Co. (11/1) Nov. 4, 1960 filed 2,000,000 shares of common stock. Price—To be supplied by amendment. Proceeds—To reduce past and project accounts. The aggregate cost of which is estimated at $25,500,000. Office—1122 Walnut Street, Des Moines, Iowa. Underwriter—To be determined by competitive bidding. Probable underwriters: First Boston Corp., New York, N.Y.; Smith, Halsey, Stuart & Co., Inc.; Leberman, Eastman & Whittier, Inc., Manhattan, N.Y.; and First Boston Corp. Bids—To be received on Dec. 6 up to 3:30 p.m. (CST). Assembly Room, 8th floor, Harris Bank Bldg., 111 W. Monroe St., Chicago, Ill.

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Jungle Juice Corp. Sept. 30, 1960 filed 250,000 shares of common stock (par $.50). Proceeds—To be used for the development of a new investment company. Proceeds—For acquisition of properties, working capital and general corporate purposes. Office—50 Broad Street, New York, N.Y. Underwriter—None.

Jonker Business Machines, Inc. Nov. 14, 1960 filed 100,000 shares of common stock (par $1). Price—To be determined. Proceeds—Proceeds are to be utilized for general corporate purposes and in the preparation of the concept and marketing of Jonker Business Machines, Inc., a company which is necessary to make loans to such bottlers, etc. Office—706 Equitable Bldg., Denver, Colo. Underwriter—Fort Wayne, Ind. and Metallic Bldg., Denver, Colo. Underwriter—Parker & Redpath, Washington, D. C. (managing).


**Lifeline Pools Equipment Corp.**

July 1, 1960, filed 100,000 shares of common stock. Price—$1 per share. Business—Manufactures and sells swimming pool equipment and accessories.

**Living Aluminum, Inc.**


**Local Electronics Corp.**


**Marine & Electronics manuals, Inc.**


**March Supermarkets, Inc.**


**Metropolitan Telecommunications Corp.**


**Mineral Concentrates & Chemical Co., Inc.**

Nov. 10, 1960, filed 75,000 shares of common stock ($10 par). Price—$10 per share. Business—Mining, etc.

**Mobile Credit Corp.**


**Model Finance Service, Inc.**

stay 26 filed 100,000 shares of second cumulative preferred stock, $5 par and $1,000,000 of 5% junior preferred debentures, due 1975. Price—$10 per share and $100 per debenture. Proceeds—$5,000,000. Business—Retail financing.

**Monarch Electronics International, Inc.**


**Montana Guaranty Insurance Co.**


**New England Telephone & Telegraph Co.**


**Northeastern Aviation Corp.**


**Northern States Power Co. (Minn.)**


**Northern Western Life Insurance Co.**


**Pioneer Underwriters—White, Weld & Co., New York City.**


**Telco Lines, Inc.**

Jan. 11, (letter of notification) 100,000 shares of common stock. Price—$10 per share. Proceeds—For general corporate purposes.

**van Alyle, Inc.**

Nov. 12, 1960, filed $1,100,000 of 6% convertible debentures, due Dec. 1, 1980. Price—$100 per debenture. Proceeds—For general corporate purposes.

**Van Alyle, Inc.**


**Vanguard Mutual Life Insurance Co.**

Nov. 22, 1960, filed 100,000 shares of common stock (par $1). Price—$1 per share. Business—Insurance.

**Vanstone & Co.**


**Vanguard Mutual Life Insurance Co.**


**Vanstone & Co.**


**Wallace & Tiernan, Inc.**


**Western Union Corp.**


**White, Weld & Co., New York City.**

Photogrammetry, Inc.


* * *

Puritan Corp.

Aug. 20, 1960 filed 250,000 shares of common stock, of which 200,000 shares are to be offered for the account of the issuing company and 50,000 shares, representing outstanding stock, are to be offered for the account of Joseph Stein, President, the present holder thereof. Price—to be supplied by amendment. Business—Makes and sells electronic air purifiers and range hood equipment. Proceeds—to retire indebtedness, with the balance for capital expenditures. Office—New Haven, Conn. Underwriter—Bache & Co., New York City (managing).

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R. E. D. M. Corp.


* * *

Rajec Self-Service, Inc.

Sept. 20, 1960 filed 15,000 shares of common stock (10 per share). Price—$3 per share. Proceeds—$30,000 will be used for the acquisition, constructing, and equipping of an additional self-service garage, and the remaining $2,000 will be used for the expenses of offering the stock, and the balance will be used to reduce indebtedness and purchase equipment. Office—M. Vernon, N. Y. Underwriter—The James Co., 360 Lexington Avenue, New York 17, N. Y. Offering—Expected some time in January.

Real Estate Mutual Fund


Soundcraft


* * *

Rustic Chemical, Inc.

(12/12)

Dec. 28, 1960 filed 200,000 shares of common stock (par 10 cents). Price—$2.50 per share. Business—the firm makes and sells protective coatings for packaging and fabricating materials, and aircraft interiors, in such markets. Office—Franklin B. & Co., Inc., 32-34 41st Avenue, Long Island City 1, N. Y.

* * *

Restaurant Associates, Inc.

Nov. 18, 1960 filed 245,000 shares of par common stock. Price—to be determined. Proceeds—For the account of the issuing company and 50,000 shares, representing outstanding stock, are to be offered for the account of Joseph Stein, President, the present holder thereof. Price—to be supplied by amendment. Business—Sells a wide variety of restaurants, coffee shops, and cafes, mostly in New York City, including The Four Seasons and The Pierre, the world famous New York City restaurant. Proceeds—to retire indebtedness and for working capital. Office—55-57 5th Street, New York City (managing). Offering—Expected in early January.

* * *

Revlon, Inc. (12/19)

Oct. 28, 1960 filed 150,000 shares of outstanding common stock (par $1). Price—to be related to the price of the company’s stock, Class A and Class B, which will be quoted on the New York Stock Exchange. Proceeds—to two company officers, the selling stockholders, Office—Van Dellen & Sons, 229 West 22nd Street, New York City (managing). Note—This statement was effective Nov. 18.
in purchase land, equipment, & short term bank loans with the balance for general corporate purposes.

**Underwriter—Joiner's, Peabody & Co., New York City (managing).**

**Ritter Co., Inc. (12/19)**

**Shinn Industries Inc.**

**Shore-Caivalne Inc.**
Nov. 24, 1960 filed 400,000 shares of which 100,000 shares will be offered for public sale by the company and 100,000, being outstanding shares, by present stockholders. Office—New York, Underwriter—Underwriters—Morris L. Amerson & Co., New York City.

**Sick Air Ways, Inc.**

**Sanderci, Inc.**

**Saw Geo-Instructions & Service Department Stores, Inc.**
Sept. 26, 1960 filed 162,636 shares of common stock of which 59,240 are to be offered for the account of the issuing company and 52,364, representing outstanding stock, are to be offered for the account of the stockholders thereof. Price—to be supplied by amendment. Business—The firm produces a diversified line of electrical, plumbing, heating, and ventilating products for the utilities and construction trade. Office—New York, Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City (managing).

**Sanberge Inc.**
Oct. 27, 1960 filed 1,636,636 shares of common stock of which 59,240 are to be offered for the account of the issuing company and 52,364, representing outstanding stock, are to be offered for the account of the stockholders thereof. Price—to be supplied by amendment. Business—The company operates a department store and a shoe store in Chicago, Ill. The company is restricted primarily to veterans, military personnel, employees of the store, and their families. Office—New York, Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City (managing).

**School Pictures, Inc.**

**Seaboard Homes, Inc.**

**Self Service Drug Corp.**
Sept. 9, 1960 (letter of notification) $150,000 of 10-year 6% convertible debentures and 75,000 shares of common stock (no par) to be offered by the issuing company and 20,000, being outstanding debentures and 50 shares of common stock, Price—$200 per unit. Proceeds—to be used for working capital, the expansion of the business, and the purchase of equipment. Office—20625 Mt. Carmel Avenue, N. Hilla, Glendale, Pa. Underwriters—Love, Tugend & Co., Philadelphia, Pa. Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City (managing).


**Shore-Caivalne Inc.**
Nov. 24, 1960 filed 400,000 shares of which 100,000 shares will be offered for public sale by the company and 200,000, being outstanding shares, being offered by present stockholders. Office—New York, Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City (managing).

**Starfire Boat Corp.**

**Steel Crest Homes, Inc.**
Nov. 9, 1960 filed 36,000 shares of common stock of which 5,400 of $5 par value are to be thrown punch stock fund debentures ($10 face amount), due Sept. 1, 1961, and 45,000 warrants for the purchase of one common share for each unit of $100 face amount of the $5 par value stock debenture. Proceeds—for construction, mortgage funds, and working capital. Office—Miami Beach, Fla. Underwriters—Underwriters—New York, Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City, and Roman & Johnson, of Ft. Lauderdale, Fla.

**Sick Air Ways, Inc.**

**Soittron Devices, Inc.**

**Southern Bell Telephone & Telegraph Co. (12/5)**

**Southern West Oil Producers, Inc.**

**Southwestern Oil Producers, Inc.**
Sept. 3, 1960 filed 1,000,000 shares of common stock. Price—to be supplied by amendment. Proceeds—for construction, Office—New York, Underwriter—None.

**Steelcrest Capital Corp.**

**Speedy Chemical Products, Inc. (12/20)**

**Stancil-Hoffman Corp. (12/15)**
Sept. 26, 1960 filed 2,500,000 shares of common stock (par $1), of which 500,000 shares will be offered for the account of the company president and his wife, the selling stockholders. Proceeds—to be supplied by amendment. Business—the company makes and sells metal stamping machines and various other office supplies, and has a stock interest in Wilson Jones Co., of Massachusetts, which makes and sells metal stamping machines and office supplies. Proceeds—for new plant and general corporate purposes. Office—21-00 Skillman Avenue, Long Island City, L. I., N. Y. Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City (managing).

**Swingline, Inc. (12/5)**
Oct. 25, 1960 filed 250,000 shares of class A stock (par $1), of which 50,000 shares will be offered for the account of the company president and his wife, the selling stockholders. Price—to be supplied by amendment. Business—the company makes and sells stapling machines and various other office supplies, and has a stock interest in Wilson Jones Co., of Massachusetts, which makes and sells metal stamping machines and office supplies. Proceeds—for new plant and general corporate purposes. Office—21-00 Skillman Avenue, Long Island City, L. I., N. Y. Underwriter—Underwriters—New York, Underwriter—S. F. M. Frankel & Co., New York City (managing).

**Taro-Vit Chemical Industries Ltd.**
Nov. 9, 1960 filed 70,000 shares of common stock of which 50,000 shares will be offered for the account of the issuing company and 20,000, being outstanding stock, to be offered for the account of the company president and his wife, the selling stockholders. Price—to be supplied by amendment. Business—the company manufactures and sells poultry and livestock products. Proceeds—for general corporate purposes. Office—P. O. Box 4659, Haifa, Israel.
**Western Factors, Inc.**


**Western Utilities Corp.**

(June 12, 1960) Filed a new issue of convertible debentures, due Oct. 1, 1973. Proceeds—To be used for amendments to certain facilities, and for the improvement of the company's facilities in other states. Offer—200 South Polk, Seattle, Wash. (managing) Underwriter—Lehmans, New York City (managing)

**Wilton Color Television System, Inc.**


**Williamsburg Greetings Corp.**

(June 11, 1960) Filed 400,000 shares of outstanding common stock, of which 250,000 shares are for public offering, and 56,000 shares are to be offered to key employees. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Merrill Lynch, Pierce, Fenner & Smith Inc. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.

**Wisconsin Southern Gas Co., Inc.**

(June 10, 1960) Filed 27,500 shares of outstanding common stock, to be offered to the holders of the outstanding common stock on the basis of one share for each share owned. Price—$1 per share. Proceeds—To be supplied by amendment. Proceeds—To reduce outstanding indebtedness. Offer—The Milwaukee Co., Milwaukee, Wis., and Hanks, Chicago, Ill., both of Madison, Wis. (managing) Underwriter—Offering—Expected in December.

**WonderBowl, Inc.**

(6, 1959) Filed 2,401,000 shares of common stock (par $2). Proceeds—$2 per share. Proceeds—For purchase of certain property, for constructing a motel on said property and related facilities. Offer—7000 Sunset Boulevard, Los Angeles, Calif. Underwriter—Security Securities Corp., same address.

**Yucatan Mining Corp.**

(6, 1959) Filed 6,000,000 shares of common stock. Price—$1 per share. Proceeds—To be used to supply the public with additional stock in the company, and for general corporate purposes. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Merrill Lynch, Pierce, Fenner & Smith Inc. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.

**Zurn Industries, Inc.**

(6, 1959) Filed 1,000,000 shares of common stock. Price—$1 per share. Proceeds—$1 million of the proceeds will be used to purchase additional stock in the company, and $2 million for general corporate purposes. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Security Securities Corp., New York, Broadway, N.Y.

**United States Steel Corp.**

(Oct. 14, 1960) Filed 1,000,000 shares of common stock (par $1). Proceeds—To be used for the purposes of financing the company's operations. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—St. Louis, Mo. Offering—Expected in mid-December.

**United Paciﬁc Aluminum Corp.**

(Aug. 24, 1960) Filed 7,750,000 shares of convertible subordinated debentures. Proceeds will be used to supply the company with additional working capital. Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Straus, Bloomer & McDowell, Chicago, Ill. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.

**United States Steel Corp.**

(Oct. 13, 1960) Filed 1,000,000 shares of common stock (par $1). Proceeds—To be used for the purposes of financing the company's operations. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Straus, Bloomer & McDowell, Chicago, Ill. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.

**United States Steel Corp.**

(Oct. 12, 1960) Filed 1,000,000 shares of common stock (par $1). Proceeds—To be used for the purposes of financing the company's operations. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Straus, Bloomer & McDowell, Chicago, Ill. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.

**United States Steel Corp.**

(Oct. 11, 1960) Filed 1,000,000 shares of common stock (par $1). Proceeds—To be used for the purposes of financing the company's operations. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Straus, Bloomer & McDowell, Chicago, Ill. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.

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**United States Steel Corp.**

(Oct. 9, 1960) Filed 1,000,000 shares of common stock (par $1). Proceeds—To be used for the purposes of financing the company's operations. Offer—Proceeds—To be offered for sale to the public. Proceeds—To be used to purchase additional stock in the company, and for general corporate purposes. Underwriter—Straus, Bloomer & McDowell, Chicago, Ill. (managing) Underwriter—Security Securities Co., New York, Broadway, N.Y.
ATTENTION WRITERS!

Do you have an issue you're planning to register? Or perhaps you have a question you need help with? Please let us know so that we can provide an item similar to those you'll find hereafter.

Write us at 333 West 42nd St., New York, 7, N. Y., or write us at 333 West 42nd St., New York, 7, N. Y.

Prospective Offerings

Alberta Gas Trust Line Co., Ltd.

Sept. 20, 1960, it was reported that the company's first public offering is expected to be obtained in mid-1961 in the form of about $1,000,000 of capital notes and $40,000,000 of preferred

Arkansas Power & Light Co.

Sept. 20, 1960, it was announced that new financing of approximately $25,000,000 mostly in the form of first mortgage bonds, is expected early in 1961. Offices—Atlanta, Ga., and Little Rock, Ariz.

Detroit Electric

Sept. 20, 1960, it was announced that new financing of approximately $35,000,000, mostly in the form of first mortgage bonds, is expected early in 1961. Offices—Detroit, Mich., and New York, N. Y.

Dynacolor Corp.

Aug. 22, 1960, it was reported that new financing will be required sometime in 1961 as to type, timing, and amount. Office—1999 Mt. Read Blvd., Rochester, N. Y. New financing was handled by Lee Higginsson Corp., New York City.

Dynamic Center Engineering Co., Inc.

Oct. 5, 1960, it was reported that a full filing of approximately $30,000,000 of bonds, common stock and warrants is expected during early 1961. Office—New York, N. Y.

Exploit Films Inc.

Oct. 28, 1960, it was reported that the company plans to file during early 1961 a full filing of approximately $10,000,000 of secured first mortgage bonds, common stock at $2 per share. Office—For the production and motion picture film, the reduction of indebtedness, and for working capital. Office—419 W. 54th St., New York City. Underwriter—McClane & Co., Inc., 28 Broadway, New York City. Registration—Expected in December.

First Real Estate Investment Fund

Nov. 19, 1960, it was reported that a stock offering of $10,000,000 will be made to New York State residents in late December, and in January, 1961 a filing will be made with the SEC which will permit inter-state distribution of the stock. The fund will become open-end subsequent to the sale of the stock, and will invest primarily in commercial real estate. Office—22nd St., New York City. Sponsor—Fass Management Corp., Inc., 162 Broadway, New York City.

Florida Power & Light Co.


Georgia Bonded Fibers, Inc.

Sept. 14, 1960, it was reported that registration of 150,000 of common stock of the company's stock will be filed. Proceeds—For the construction of new facilities. Office—New York, N. Y. Underwriter—Salomon Brothers & Co., New York, N. Y.

Goshen Farms Inc.

Oct. 28, 1960, it was reported that 100,000 of the company's common stock will be sold. Proceeds—For the acquisition of real estate. Office—Goshen, N. Y. Underwriter—None. Offering—Expected in mid-December.

Hemingway Brothers Interstate Trucking Co.

Sept. 16, 1960, the ICC granted the firm permission to purchase 10,000 of its outstanding shares of stock. Proceeds—For the redemption of debt and additional equipment. Office—Kent, Ohio. Underwriter—Morgan Stanley, New York, N. Y.

Hewitt Power & Light Co.

Oct. 17, 1960, it was reported that the company plans to file during early 1961 a full filing of approximately $10,000,000 of general obligation bonds. Proceeds—For the construction of a new generating station. Office—Big Spring, Texas. Underwriter—None. Offering—Expected in early December.

Houston Lighting & Power Co.

Oct. 17, 1960, Mr. T. H. Wharton, President, stated that between $25-$35 million dollars is expected to be raised publicly sometime in 1961, probably in the form of preferred and debt securities, with the exact timing depending on market conditions. Proceeds—For construction of new plants—Electric Building, Houston, Texas. Underwriter—Previous financial statements of the company. Office—216 Commerce St., Dallas, Texas. Underwriter—None. Offering—Expected in early December.

Indianapolis Power & Light Co.

According to a prospectus filed with the SEC on Aug. 23, the company plans the sale of about $15,000,000 of additional capital stock. Office—100 Monument Circle, Indianapolis, Ind.

Industrial Gauge & Instrument Co.

Oct. 26, 1960, it was reported that 100,000 of shares of common stock will be filed. Proceeds—Expansion of the company's facilities. Proceeds will be used to construct a new building for a subsidiary. Office—1947 Broadway, Bronx, N. Y. Underwriter—McKinley & Co., New York, N. Y.

International Safecrop Flower Corp.

Oct. 28, 1960, it was reported that the company plans to file during early 1961 a full filing of approximately 60,000 shares of class A common stock (par $2). Price—$5 per share. Proceeds—For general corporate purposes. Office—Covington, Ga. Underwriter—Southwest Securities Corp., 52 Liberty St., New York 6, N. Y.

Orange & Rockland Utilities, Inc. Oct. 21, 1960, reported that the utility had approved the issuance of $100,000 of 5% debentures. Proceeds—For generation and distribution facilities. Chairman—John H. Stetson. President—E. David Pierce, Forgan & Co. (jointly). 

Southern Railway Co. Nov. 30, 1960, it was reported that the company had approved the issuance of $25,000,000 of 6% debentures. Proceeds—For additional railroad facilities. Officers—Fred White, First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly). 

Southern Railway Co. Nov. 14, 1960, it was reported that the company expects to offer about $15,000,000 in bonds and about $4,000,000 in preferred stock during the second quarter of 1961. Proceeds—For expansion and modernization of railroad facilities. Officers—Alston, Allen, Scott & Co.; Boston, New York & N. Y. Underwriters; and Waddell & Reed, Inc. (jointly). 

Southern Pacific Co. Aug. 9, 1960, it was reported that in February, 1961, the company expects to offer about $45,000,000 in bonds and about $15,000,000 in preferred stock. Proceeds—For expansion of railroad facilities. Officers—-First National City, New York; Blyth & Co. and Kidder, Peabody & Co. (jointly). 

Southwestern Public Service Co. Sept. 28, 1960, it was reported that a secondary offering of stock is being planned. Officer—Miami Beach, Fla., Underwriter—Reynolds & Co., New York City. 

Television S.C.I., Inc. Oct. 14, 1960, it was reported that a letter of notification, representing this firm's first public offering, will constitute its first public stock offering. Proceeds—For improved television equipment. Officers—First National City, New York. 

Trans World Airlines, Inc. Oct. 10, 1960, it was announced that financing needs have been met by the sale of $32,000,000 of debentures bearing interest at $5,000,000,000 of debentures. Proceeds—For expansion of airline facilities. Officers—Merrill, Lynch, Pierce, Fenner & Smith Inc., New York City; Boston, New York & N. Y. Underwriters; and Waddell & Reed, Inc. (jointly). 

Trunkline Gas Co. Sept. 19, 1960, it was reported that approximately $15,000,000 of bonds and $5,000,000 of preferred stock are expected to be offered in the second quarter of 1961. Proceeds—For expansion of pipeline facilities. Officers—-First National City, New York; Blyth & Co., New York City; and Kidder, Peabody & Co., New York City. 

Virginia Electric & Power Co. (6/13) Sept. 8, 1960, it was reported that the company will need $60,000,000 to $80,000,000 in new capital in 1961. Proceeds—For expansion of electric generating and distributing facilities. Officers—Richmond 9, Va. Underwriter—To be determined by competitive bidding. Probable underwriters: Blyth, Stuart & Co.; Kidder, Peabody & Co.; White, Weld & Co. and Salomon Bros. & Hutzler, Eastman Dillon, Union Securities & Co.; and Belmont & Co. 

Winona Wood Products Co. Aug. 26, 1960, it was reported that a full filing of class A stock will be made by Officer—Winona, Minn., Underwriter—Metropolitan Securities, Inc., New York City. 

Winter Park Telephone Co. May 10 it was announced that this company, during the quarter ended April 30, 1961, offered to sell in the market for public subscription, at prices of up to $8,000,000 of additional shares of its common stock. This stock will be sold by Officers—-First National City, New York; and may or may not be underwritten by one or more security brokers. Future plans also include the sale of additional shares of its common stock. Officers—-First National City, New York.
TWIN CITY SECURITY TRADERS ASSOCIATION

On Oct. 27, 1960, the following were elected as officers of the Twin City Security Traders Association for the ensuing year:

President: Kermit B. Sorum, Allison-Wil- liams Co., Minneapolis, Minn.
Vice-President: Nicolas V. Schaps, J. M. Dain & Co., Minneapolis, Minn.
Secretary: George J. Meeks, Craig-Hallum, Inc., Minneapolis, Minn.
Treasurer: William T. Price, American Na-
tional Bank, St. Paul, Minn.

Henry Swift Adds

SAN FRANCISCO, Calif.—Edgar T. Lin- thner has become associated with Henry F. Swift & Co., 490 California St., members of the Pacific Coast Stock Exchange. He formerly was with Cruttenden, Peckst & Co., and Walton & Co., Inc.

With Westheimer

CHICAGO, Ill.—Erwin B. Arvey is now with Westheimer & Co., 134 South La Salle St. He was formerly with H. Hentsch & Co.

First Miami Securities

MIAMI, Fla.—First Miami Securities Corp. has been formed with offices at 1140 Northeast 11th Street to engage in a securities business. Officers are Benjamin Ogurek, President; Robert C. McFadden, Vice-President; and Minnie Ogurek, Secretary-Treasurer.

Miller, Smith, & Co. Opens

DENVER. Colo.—Miller, Smith, & Co., Inc., has been formed with offices in the Farmers Union Building to engage in a securities business. Officers are Donald L. Smith, President; Joseph W. Hicks and Harold M. Milford, Vice-Presi-
dents, and Gordon A. Jemmen, Secre-
tary. George K. Nuttall has joined the firm’s sales staff.

DIVIDEND NOTICES

YALE & TOWNE 291st Quarterly Dividend

37½¢ a Share Payable Jan. 3, 1961
Record Date Dec. 9, 1960
Declared: Nov. 22, 1960
Elden F. Frank
Vice President and Treasurer
YALE & TOWNE Mfg. Co.
Lock and Hardware Products since 1868.
Machinery and Equipment since 1875.
Cash dividends paid every year since 1850.

Pullman Incorporated

—39th Dividend—
94th Consecutive Year of
Quarterly Cash Dividends

A quarterly dividend of fifty cents (50¢) per share will be paid on December 14, 1960, to stockholders of record on November 30, 1960.

CHAMP CARY President

Division and Subsidiaries: Pullman-Stanwood, the A. W. Kellogg Company, Pullman Trailside Inc., Nilo Gasoline Company, Swindler-Draeger Corporation, Transport Leasing Company

Allegheny Power System, Inc.
formerly The West Penn Electric Company

Principal Subsidiaries:
Monongahela Power Co.
The Potomac Edison Co.
West Penn Power Co.
WASHINGTON AND YOU

BEHIND-THE-SCENES INTERPRETATIONS
FROM THE NATION'S CAPITAL

WASHINGTON, D. C. — The nation's great highway building program is facing a rough road ahead. Probably one of the biggest controversies of its life is shaping up.

The program has already been struck a damaging blow in a few sections of the country, and others apparently will be delivered in 1961.

The power of all is black for the program. The storm clouds have been gathering for a couple of years. They began getting thicker as a result of a failure in public regularity and general bungling along the way.

There have been some very bad things that have occurred in connection with the proposed 41,000 miles of Interstate System. Many road builders and time qualified observers with no fear on their heads are confident the good far outweighs the bad.

Incidentally, there are now about 10,000 miles of these divided, multi-laned, stop-light free expressways open to traffic, and another 5,000 miles are under construction.

The Federal Government is paying 90% of the cost of these highways, but a few states have trouble raising the remaining 10%. But one of the big—and it is huge—obstacles is the cost of maintaining these roads. The states are being told they must enter into the lease arrangement in order to get money to build the roads.

Damage to the Interstate System grows out of the fact that, in certain high-density states, state highway departments are having to pay excessive costs to obtain rights-of-way. Land prices in New York, California and other states are increasing. Furthermore, it is nothing but right that fair and equitable right-of-ways be paid for.

Literally thousands and tens of thousands of families have already been uprooted by this vast road building program. Many people are having to leave homes that have been in their families for generations because these four and six-laned expressways, plus additional rights-of-way, are destroying their homes and farms.

There is already testimony of crookedness in Oklahoma, Massachusetts, Florida and some other states. There will be more evidence before the end of 1961.

Fee Abuses Denied

There are reports that many consulting engineers, who are making tens of millions of dollars on the program, are adopting unfair practices in order to increase their fees. This is not new. Sure there have been some isolated cases of excessive fees. But the picture is not generally true.

The Bureau of Roads stoutly defends the consulting engineers by the various states on the grounds that in a program of this magnitude it would be impossible for them to be any other things—enables them (states) to secure experts for specialized situations, brings outside thinking into solving problems; creates incentive for better production of the states forces by providing a yardsilk of accomplishment.

Appropriately a big scrap is shaping up in the next Congress. The law-makers in January are going to get the full important lengths and the cost estimate of completing the remainder of the $30,000 miles of Interstate roads. Incidentally, when these roads are built, motorists will be able to drive to New York or San Francisco without stopping.

Economic Facets

Obviously, the report is going to show that the cost of completing the system is going to be a great deal more than the original estimates when Congress passed the 1956 Highway Act setting up the Interstate system. That was the year also that Congress levied higher taxes on gasoline, oil, tires and the tax on the motor vehicle itself. Also of marked interest to many Americans will be the report. The first study by the Bureau of Public Roads on the subject of highway tax equity. This report is expected to be of marked interest particularly to industry and to the thousands of motel owners who have constructed these lodging places along the great highways.

Unquestionably there is room for improvement in the field of highway taxes. Certain Federal revenue laws involving highways. The materials of this country have finally rejected at the ever-increasing taxes. In support of this contention is the growing number of compact cars that own a cheaper, smaller car. The 11 cents a gallon gasoline tax is a high tax, and the density of the other heavy and hidden taxes on an automobile is tremendous.

On the other hand there are many, many people who do not have cars at all. They would be willing to pay more on gasoline if they could be assured that the money would be spent for the Interstate system of highways on schedule.

Higher Taxes or Strengthen the Program

There is marked interest in the study by the Bureau of Roads on the evaluation of the money is going to make relative to the benefits to both highway users and non-highway users. In that it will be great that the report will evoke a controversy. General election this year. A movement to give the taxpayers in the country will oppose any efforts that will be made to increase the tax burden regardless of the benefits that may come their way.

The executive vice-president of the American Road Builders Association, Major General Louis W. Preston (retired), looking ahead to submission of the report to Congress, recently predicted that many organized groups of beneficiaries of the roads will seek some sort of increased tax treatment at the expense of other classes of beneficiaries.

The big question Congress will face is whether or not to permit a stretchout of the Interstate state or increase taxes.

Next July the 4 cents a gallon Federal gasoline tax is scheduled, under present law, to drop to 2 cents a gallon. The oil industry of course is expected to go to the law expire. Nevertheless, the best guess in Washington is that Congress will extend the 4 cents gasoline tax.

It is far harder to get a tax reduced or removed than it is to be able to levy the impost. This is likely to apply to the 4 cents gasoline tax.

Also on July 1, the Highway Trust Fund will begin to draw upon revenues from the excise taxes of passenger automobiles and automotive parts and accessories.

The Federal-aid highway program is in good shape. Under the law the vast system of primary and secondary and urban highways have priority over the revenues over the Interstate roads.

There is every indication that these 41,000 miles of highways are going to cost more than $41 billion. Some estimates run substantially higher. The question is: Where is the money coming from not only to build them but to keep them up after they have been built.

[This column is intended to reflect the "behind the scenes" interpretation from the nation's Capitol and may or may not coincide with the Chronicle's own views.]

Forms Columbine Sales

LITTLETON, Colo.—Lester E. Jones is engaging in a securities business from offices at 3168 West 2nd Street under the firm name of Columbine Sales Co.

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COMING EVENTS

INVESTMENT FIELD

COOPER "Landy" Gates


Dec. 6, 1960 (New York City) Investment Association of New York annual dinner at the Waldorf-Astoria Hotel.

Dec. 8, 1960 (Kansas City, Mo.) Kansas City Security Traders Association annual winter dinner at the Phillips Hotel.


April 12-14, 1961 (Houston, Tex.) Texas Group Investment Bankers Association annual meeting at the Shamrock Hilton Hotel.

June 22-25, 1961 (Canada) Investment Dealers Association of Canada annual meeting at Jasper Park Lodge.


India Economic Newsletter—Embassy of India, 2107 Massachusetts Avenue, N. W., Washington 8, D. C.

Management of New Products—Booz, Allen & Hamilton, 135 So. La Salle Street, Chicago 3, Ill. (paper).


Sixty Years of Business Capital Formation—Economic analysis and Public Policy Implications—George Washington University Press and Allied Products Institute, 1200 Elizabeth Place, N. W., Washington 6, D. C. (paper), $1.50 (quantity prices on request).


Now Corporation (Special to the Press Corporation) Special to the Press Corporation Inc., Incorporated, has been formed to continue the investment business of the interco and of the present corporation are Charles M. Blalock, C. W. Hunt, and Mr. Milberg. Officers of the new corporation are Charles M. Blalock, President; William F. Staunton III, Vice-President; Joseph G. Hattersey, Secretary; and Thomas A. Hirsch, Treasurer.

Internati'Equities Forum MIAMI, Fla.—International Equities Co. is engaging in a securities business from offices at 1451 North Bayshore Drive. Officers are Robert V. Milberg, President and Treasurer; Glorida M. Milberg, Vice-President and Secretary, Mr. Milberg was formerly with Dache & Co.

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