Federal Spending to Accomplish Full Employment Imperils Dollar

By Dr. G. C. Wiegand, Professor of Economics, Southern Illinois University, Carbondale, Illinois

Our method of coping with unemployment and failure to translate productivity gains into lower prices is held responsible for the dollar's depreciation as sharply revealed during last October's London "gold rush." Dr. Wiegand compares Europe's pursuit of non-Keynesian economic policies with Washington's reliance on government spending and easy credit to bring about prosperity and economic growth and warns that foreign creditors display their fear of our Keynesian-union policy when they convert their dollar balances into gold.

More than four months have passed since the sudden shock of the London "gold rush" on October 19-21 demonstrated to the world the growing and widespread distrust in the dollar. Even the most naive "patriot" will no longer claim that "just a few speculators" were able to drive the price of gold to $41 an ounce, corresponding to a depreciation of the dollar of 17%. Gold sales in London continued after October 20 and, with total sales throughout the world approaching the 150,000,000 ounces level during October alone. Sales in Paris quadrupled after the London rush started. The dollar prestige dropped to a new low, especially since the European markets were under the impression that the large portion, possibly as much as 50% of the panic buying was for American accounts, chiefly by foreign subsidiaries of American corporations, which seemed to indicate that well-informed Americans, themselves, had lost confidence in the dollar. The "gold rush" certainly did not come as a surprise—except to the less observant and gullible. While traveling in the Near East in August, this writer was amazed to find how much the weakness of the dollar was a topic of general concern from the billtop in Damascus, to the foreign exchange and gold dealer in Beirut, and the businessman in Istanbul. At an international conference in Germany early in September, the precarious position of the dollar was discussed in great detail, and some of the most knowledgeable experts, including the German Minister of economics, Dr. G. J. McCloy, chairman of the Board of the Chase Manhattan Bank in November, 1958. "We have a large number of our friends inquiring about the stability of our currency," Without a sound dollar, not only our trade but the whole world's trade—and I dare say its whole welfare—is in real jeopardy. "1 Time and again warnings appeared in financial journals. "It is high time," concluded the United States Investor in August, "for a turnabout in Washington's complacent attitude toward what could become a major catastrophe." According to an item in Time, a Treasury official commented as far back as November, 1956, "but the danger was not newly realized until nearly a year later. By that time, the stern action needed to bullwhack the gold reserve could have made...

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The chief problem in the current generally over-valued market is to issue a share at a fair return income, reasonable price relationship to earnings and a favorable longer range outlook. The Columbus Carbon meets this requirement. Around the present price of 56 the stock provides a future dividend yield and the shares are selling at 13 16 1 1/8 earnings of $4.06 per share. The company is the leading producer of carbon black (used in the manufacture of carbon ink and other rubber goods). This product accounts for about 40% of total sales which in 1959 were $96,000,000 (vs. $76,000,000 in 1958).

Carbon black is produced from natural gas and oil. The company owns or leases reserves at 1.5 trillion cubic feet of gas and 3.0 million barrels of oil.

The company also manufactures ink division accounts for about 20% of total sales (vs. 18% in 1958) and three in Canada).

Other products include natural gas, natural gas liquids, petroleum gases, printing equipment, etc.

Columbia Carbon's export business is important and the company's foreign affiliates are constructing plants to serve the active European auto and rubber industries. These affiliates operate in England (50% owned), France (40% owned), Brazil (46% owned), and Italy (75% owned). The earnings of the American company have been distributed by the dividend paid on the common stock.

Columbia Carbon has been at a level between 50 and 60 for 9 months. The regular dividend rate (dividends have been paid since 1916) currently yields a little over average 4.36%.

Around 56, the shares are selling at 13 16 times current earnings, a reasonable valuation in today's market. On the average over the past 10 years, Columbia Carbon has sold at 14 1/2 times earnings.

Meanwhile, for example, the auto and industrial average have been at a level between 50 and 60 for more than 1 year. The regular dividend rate (dividends have been paid since 1916) currently yields a little over average 4.36%.

Both companies are at about the same level and both have the potential for considerable appreciation. The shares of both should be considered for inclusion in any diversified investment portfolio.
Maintaining Canada's Economic Independence

By W. E. McLaughlin

Federal Reserve Bank of St. Louis
Montréal, Canada

Canadian banker warns his country against finicking with exchange rates. He sees monetary or capital flows in its economy as part of an international capital in order to maintain Canada's economic independence. He suggests policies that should be pursued to achieve high level of employment and balanced growth, and to reconcile Canadian independence with the economic advantages of foreign capital inflows. Special emphasis is given to the adverse effects of an unduly high Canada's free exchange rate, and comments on effect of our gold losses on Canada.

Some General Considerations

It is sometimes argued that Canada is a victim of its own geography: that it is surrounded by large, integrated regions from the Atlantic Provinces to the Pacific Coast must in all areas tend to respond so completely to the massive economic power of the United States that she can have little or no autonomy in the realm of monetary or fiscal policy. It would be idle of course to deny the enormous economic impact of this factor. It is not in itself a sheer coincidence, for example, that the United States and Canada had roughly the same recession-recovery recession pattern in the 1957-59 period. The response of the monetary authorities in both countries has, naturally enough, been in the general direction of monetary ease. U. S. policy has been more closely geared to the realities of reserve requirements, and public statements by the monetary authorities, both the commercial banks and the general public were well aware of what was going on. This was not the case in Canada. But in terms of final effect on the money supply, that is on the total amounts of bank deposits plus currency in the hands of the public, Canadian policy has apparently been the more "expansive" of the two. However, the actual elimination of these effects depends, not on the money supply alone, but on the use that is made of it. Demand for loans continues strong but in the absence of any clear advance indication of easier money, it is not surprising that Canada's chartered banks have been somewhat slow to respond to what appears, after the fact, to have been a generally "easier" monetary policy. But this similarity in the type and timing of monetary policy, and possibly fiscal measures, to meet similar conditions in Canada and the United States does not mean that Canadian policy cannot be independent in a meaningful sense. I suggest, rather, that the similarity of the conditions to which Canadian and U. S. monetary and fiscal policy must respond is not entirely a matter of transmission from the United States to Canada. The United States is not the only source of instability in the Canadian business picture. In fact, there are forces affecting the North American economy, and of repercussions from abroad to any policies she may adopt to counteract those forces. It is something new in recent history for Canada to think of United States as a source she do not originate uniquely in either the United States or Canada. It is nothing new of course for Canada to find that she has to take account of forces beyond her control, which affect adversely the prosperity and growth of the economy, and of repercussions from abroad to any policies she may adopt to counteract those forces. It is something new in recent history for Canada to think of United States as a source that, in spite of its enormous economic strength, is, like other countries, an interdependent part of the world economy.

Moreover, there is another aspect to the recent loss of gold by Canada. The United States that may have direct repercussions in Canada. Briefly, the U. S. gold losses, rather than a true deficit on trade and services but gold losses from generous American economic aid compounded by large outflows of private capital to Canada and Western Europe. In other words, a gold flow from Canada to an account surplus which, is, more than the capital inflow. While Canada, in contrast, has a current account deficit that is more than offset by long-term capital inflow. Those Canadians who have recently given public expression to their fears regarding the inflow of foreign capital may well have their "problem" solved for them, regardless of any change of Canada's policy through some kind of U. S. re- direction on the export of private capital to Canada and other foreign countries.

The External Conditions of Monetary Independence

I turn now to what might be called "the external conditions of Canada's monetary independence.

And in this category there is one special feature of our economy that increases to a marked degree the freedom of action of our monetary and fiscal authorities in spite of the fact that our borders are open to the free movement of both ways, goods, services and capital. I refer to the free or

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Published Twice Weekly
The COMMERCIAL and FINANCIAL CHRONICLE
Reg. U. S. Patent Office
WILLIAM R. DANA COMPANY, Publishers
25 Park Place, New York 7, N. Y.
CLAUDE D. SEIBERT, President
WILLIAM DANA SEIBERT, Treasurer
GEORGE J. MORRISER, Editor
Thursday, March 2, 1961

Bank and Quotation Record—Monthly
$45.00 per year. (Foreign Postage extra)

Other Publications

Bank and Quotation Record—Monthly
$45.00 per year. (Foreign Postage extra)

Reprinted as second-class matter February 20, 1913, at the post office at New York, N. Y., under the Act of March 3, 1879.

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Subscription Rates

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The SEC's Status

The SEC has issued a letter of no objection to the merger of First Interstate Bank of Texas with Union National Bank of California. This is a significant step in the process of regulatory approval for the merger, which is expected to close in the coming weeks.

The Case for Scared Fees

The SEC's latest report highlights concerns about the fees charged by mutual funds. The report notes that fees can be a significant factor in determining the returns investors can expect from their investments. The SEC is calling for greater transparency and disclosure regarding fees charged by mutual funds.

The exiting Fee Arrangement

Several mutual funds are re-negotiating their fee arrangements. This is a common practice as the market evolves and new strategies and technologies emerge. Mutual funds are seeking to find the best balance between cost and performance for their investors.

Pressure vs. Earnings

The downward trend in earnings due to the impact of the SEC regulations is prompting companies to look for ways to boost earnings. Some companies are considering increasing their dividend payments, while others are exploring new business models to diversify their revenue streams.

The Security Like Best

Continued from page 2

Paul Fagan With E. F. Hutton Co.

Paul Fagan has resigned as director of the F. W. Woolworth Co. and has joined J. M. Kellner & Co. as a member of the firm. Fagan is expected to bring new energy and expertise to the company.

John J. Braun Form

Own Investor Company

John J. Braun has formed a new investor company, B. W. L. Management. The company will focus on acquiring and managing properties in the New York area. Braun, a seasoned real estate executive, is confident in the company's ability to deliver strong returns for investors.

Kurtz to Address Women's Bd. Club

William Kurtz of Paine, Webber, Jackson & Co., will speak to the Women's Board Club of New York on Thursday, March 2.
The State of TRADE and INDUSTRY

Little Change Found in Business Optimism Toward Second Quarter

The latest Dun & Bradstreet poll of business men's financial activities shows a quizzing on the outlook for the second quarter of 1961, compared to the first. Last year, the optimists were about 37% expecting second quarter profits, an increase over first quarter's 31%. This year, only 33% are optimistic, while 35% are pessimistic. The 2% increase in the number who expected second quarter profits is a fairly late indication of a downturn before a year ago.

Of 1,616 executives interviewed, 46% looked to sales in the second quarter of 1961 than in the same quarter in 1960. As would be expected under current conditions, executives interviewed were not so hopeful as those interviewed at this time in 1960, before the onset of the recession.

A year ago, 70% expected higher sales for the second quarter over the previous year. Optimism in respect to prices was not too different, with about the same percentage saying that prices, too, would improve. The largest factor in their optimism was a sharp rise in profits. Last year 53% anticipated higher second quarter profits, compared to 33% a year ago. This year only 36% expect second quarter profit increase above last year's level.

While business men polled are less optimistic than they were a year ago, they are 8% more optimistic than they were in 1958 at a similar point after a business downturn was underway. In 1958, 19% expected lower quarter sales with the current survey, only 13% now look for lower sales. And in 1956, 28% foresaw profit reductions, while this year only 12% expect such decreases. This Dun & Bradstreet survey is one of the few which report the expectations of views held late in January by a representative group of business men.

Bank Clearings Up 11.5% for Week Ended Feb. 25, 1960

Bank clearings last week showed an increase over those of a year ago. Preliminary figures computed at major banks, occurring on a basis of a day-to-day basis, show increases over the previous year, running at 37% over 1959. The increase is probably due to the buying of steel for industrial production, as it is possible to obtain a higher level of steel production. Those of the corresponding week last year. Our preliminary totals stand at $25,263,379,546 for the week in 1960. Our comparative summary for the leading money centers follows:

<table>
<thead>
<tr>
<th>City</th>
<th>Total Clearings</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York</td>
<td>$12,208,214</td>
</tr>
<tr>
<td>Chicago</td>
<td>2,511,406</td>
</tr>
<tr>
<td>Philadelphia</td>
<td>844,047</td>
</tr>
<tr>
<td>Minneapolis</td>
<td>558,904</td>
</tr>
</tbody>
</table>

Study Shows Steel Users Buying More Domestic Steel

Steel users, pushing to get rapid delivery, are bypassing foreign steel in favor of products made in the U.S. S. In a special study of steel imports, the magazine says this and other disadvantages of imported steel are helping domestic steel sales.

The Iron Age says imports are still a potential threat to sales by U.S. producers, but many consumers, long active in the foreign market, are losing interest in it. The magazine notes that buyers are finding about buying steel from overseas, and are not able to compete on a speed-of-delivery basis.

One mill reports that the "little customer" is still seeking U.S. steel. The number of items being ordered is increasing even if average size orders are down commonly.

Other signs of strength: Tin plate and galvanized sheets are riding seasonal upturns. Farm equipment makers are stepping up orders as they increase production. Producers of hot rolled and cold finished bars are placing orders for bars on which they can get quick delivery.

The scrap market continues its upward trend. Steel's price control program, effective with the Jan. 1 increase, has increased 37 cents last week.

Buying for export continues to be the chief market support, with prices for scrap and some specifications.

In 1960, Japan purchased through January only 15% of its overseas purchases, on the next country, Italy. Other major users were: Canada, Mexico, and West Germany.

Exporters are stockpiling scrap to meet the increased demand for export has been earmarked in recent years for shipment via the railroads. However, rail service opening this spring. Scrap is being exported from the Midwest down the Mississippi by barge to tidewater, where demand is strong in Birmingham, Cleveland, Chicago, New York, and Buffalo.

Steel Production Data for the Week Ended Feb. 25

Steel production last week showed a significant increase over previous week's output. In fact, output set a new record for the week, running at a level of 221,117,000 tons, an increase of 10.7% over the previous week.

The revised method of reporting presents the following data:

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb. 25</td>
<td>1,582,000,000 tons (94.8%)</td>
</tr>
</tbody>
</table>

The increase is attributed to a rise in demand for semifinished and finished products.

The institute concludes that the steel industry's outlook for the future indicates a favorable situation for the industry.

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<table>
<thead>
<tr>
<th>City</th>
<th>Total Industry</th>
</tr>
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<tbody>
<tr>
<td>New York</td>
<td>4,849</td>
</tr>
</tbody>
</table>

*Index of Ingot Production Week Ending Feb. 26, 1960

*Loadings in the Week of Feb. 24, 1960, for all types of steel, including hot and cold rolled steel, were 20,976,000 tons."
TAX-EXEMPT BOND MARKET

BY DONALD D. MACKEY

The municipal bond market is showing symptoms of ease and many dealers in the market are exercising some caution in their new bid. The Federal Reserve has not shown any particular interest in the numerous issues that have recently come to market, and the market is not exercising the same appetite for the progressively higher yields offered on the wide range of offerings. However, the market is not as eager as many dealers have predicted, and for reasons of a new yield curve correlation, there has been but little interest in any of the active government bond phase of the bond market.

Market Vulnerable?

From a technical viewpoint the state and municipal bond market is in a less than normal emotional state. It has been all but fallen in the first place, and it is not going to be any better than it has been since last August, according to the tapes of the Federal Reserve Economic Index. It stands at 3.99% today as against 3.75% in May, and compared to last year's yield point of 3.56%, the market has dropped 3.75%.

In the second place, the market yields are sensitive to the extent that is causing deal exertion and concern and have been the subject of attention for the state. The Blue List, which is our best interest rate, has now gone over 4000.$000. This figure has been quite a few occasions over the year and it may go higher during the week or two that the market is now booming immediately as possible slow mover.

Although the new issue calendar is not immediately heavy, the potential for new issues is there. The calendar of weeks, dealers may be called upon to allow bid activity. It has been convenient to place the current level of new issues and is likely to be slow in the near future, but the most important market is the possibility that the deficit problems removed from the sphere of the trend in the market.

The new issue calendar is our advertised items now totals something over $300,000,000. This moderate volume is due to the large of issues of California, Kentucky, Massachusetts and New Housing Authority bonds within the current level of issues, as well as the general issue of municipalities bonds. This problem removed from the sphere of the current market.

Recent Awards

The past week's largest and most important award was no

The municipal bond market is showing symptoms of ease, and many dealers in the market are exercising some caution in their new bid. The Federal Reserve has exhibited little interest in the numerous issues that have recently come to market, and the market is not exercising the same appetite for the progressively higher yields offered on the wide range of offerings. However, the market is not as eager as many dealers have predicted, and for reasons of a new yield curve correlation, there has been little interest in any of the active government bond phase of the bond market.

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Recent Awards

The past week's largest and most important award was no
$100,000,000

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Chicago Analysts Schedule Forums

CHICAGO, Ill.—On March 2 the Investment Analysts Society of Chicago will hold a forum on economic methods at the Midland Hotel. Speakers will be Robert C. Mayo, Continental Illinois National Bank and Trust Co., and W. C. Scott, Outboard Marine Corp., speakers.


These forums are sponsored by the Investment Analysts Society of Chicago and are held in cooperation with the Chicago Hotel Association.

Downtown 1st Fri. Group to Hear

Btv. Mgr. Bell Varga, Canon and Archdeacon of the Diocese of Veszprem, Hungary, and the last elected President of the Hungarian Parliament, will be guest speaker at a dinner meeting of The Downtown First Friday group to be held Thursday, March 2 at 6 p.m. at the Savarin Restaurant, 120 Broadway, New York City, according to an announcement by Albert Milley, First Boston Corporation, Chairman of the Arrangements Committee.

Nat'l Securities Names Two V-Ps.

Two west coast representatives, Ronald K. Adams and John W. O'Neill, have been elected resident vice-presidents of National Securities & Research Corporation. Mr. Adams represents the corporation in Oregon and Washington. Mr. O'Neill represents National in northern California and Nevada.

Interest exempt, in the opinion of counsel, from all present Federal Income Taxation under existing laws as presently construed.

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Capital Improvement Bonds, Series C

Due serially April 1, 1962 to 1981, inclusive

Bonds maturing in 1967 and thereafter are redeemable as a whole, or in part in inverse numerical order, on any interest payment date on and after April 1, 1966 at par and accrued interest plus a premium equal to 12 months' interest if redeemed on or prior to April 1, 1976 and a premium equal to 6 months' interest if redeemed thereafter.

These Bonds constitute the entire unissued portion of an authorized issue in the aggregate principal amount of $140,000,000 and will be the final series of such authorization to be outstanding. In the opinion of counsel, these Bonds are valid and legally binding obligations of the Alabama Education Authority and the principal of and interest on the bonds will be payable solely from, and will be secured pro rata one with the other by an irrevocable pledge of, so much as may be necessary of the residue of the sales and use taxes levied by the State of Alabama remaining after deduction of certain prior appropriations which together are relatively minor in relation to the total annual revenues from said taxes. The Bonds will not constitute a debt of the State of Alabama.

<table>
<thead>
<tr>
<th>Amount</th>
<th>Maturity</th>
<th>Rate</th>
<th>Yield</th>
<th>Amount</th>
<th>Maturity</th>
<th>Rate</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
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<td>1962</td>
<td>5%</td>
<td>1.50%</td>
<td>$1,000,000</td>
<td>1969</td>
<td>5%</td>
<td>2.70%</td>
</tr>
<tr>
<td>600,000</td>
<td>1961</td>
<td>5</td>
<td>1.80</td>
<td>1,050,000</td>
<td>1970</td>
<td>3.40</td>
<td>2.80</td>
</tr>
<tr>
<td>550,000</td>
<td>1964</td>
<td>5</td>
<td>2.20</td>
<td>1,150,000</td>
<td>1971</td>
<td>3.40</td>
<td>2.90</td>
</tr>
<tr>
<td>750,000</td>
<td>1961</td>
<td>5</td>
<td>2.20</td>
<td>1,250,000</td>
<td>1972</td>
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<td>3.00</td>
</tr>
<tr>
<td>800,000</td>
<td>1966</td>
<td>5</td>
<td>2.50</td>
<td>1,350,000</td>
<td>1973</td>
<td>3.40</td>
<td>3.10</td>
</tr>
<tr>
<td>900,000</td>
<td>1960</td>
<td>5</td>
<td>2.50</td>
<td>1,450,000</td>
<td>1974</td>
<td>3.50</td>
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<td>750,000</td>
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<td>2.60</td>
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These Bonds are offered under, and if issued and received by and in accordance with the terms of the laws of state in which this announcement is circulated, and if received by any person not a resident of such state, such person will be deemed to have agreed to the terms of the laws of such state so that the Bonds will not constitute a debt of the State of Alabama.

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*An address by Mr. Landis before the Third annual midwinter conference of the Advertising Federation of America, New York City,

The cost of energy by way may 50% just think of what it would mean in the way of expanding our economy.

Well, there are my two main signals. Delays have occurred largely because of the operation of some of what we know as "Parkinson's Law," the law that bureaucracy just develops terrors. That has been true, but there has been in my opinion a good effort to try and handle every problem by the staffs. You can't do it that way. You have to devise ways and means that are simple and logical and still accurate to handle these problems other than going to a hearing and having lawyers examine them, cross examine witnesses for months and even years on end. There must be other ways of doing it. Then I think one of the other factors that has to be considered is that you have to delegate more and more from the heads of the agencies down to their staffs. That means you have to build up good and adequate staffs.

Those are the two attacks that seem to me to have more profit in them than any other in dealing with the problem of delays and also in encouraging efficiency of administration.

Persuasive Coordination

The second problem I think is a very, very much more difficult problem. It has been suggested that perhaps minisiting to the agencies dealing with these various fields should be created. We don't know enough yet to create those ministries, or if we should, they would have to try and see whether or not we can develop some type of adequate machinery for measuring among these fragmented fields by trying the persuasive process in a new situation rather than erecting another bureaucracy to try to control.

I think that process should be tried first before we come to the point where someone says, "You should have just one man in Washington who has all the power, but there will be no harm in trying. There will be no necessity for creating additional agencies but trying to get the agencies to see how the very policies that they are enunciating should be coordinated with the policies of other agencies.

That is where I come in, and no one man can do that task. But one may, perhaps, can get other men, not necessarily from government, primarily, I should say, from outside interests, who don't hire them, borrow them, to help out in a task gigantic as that.

I hope I can make a little dent on it. If I can, I think all of us will benefit by it. Anything that makes easier traffic control provides for the handling of more traffic, and here in Washington we have to do these years. The part of business in it is in, but don't regard my function as being that of any kind of case, I don't like cars, and business does not like them either. But I think many can understand if they have been in these fields, and many have, that we should accommodate, if we can, overlapping jurisdictions, try and bring together, or establish of a coordinated policy with, say, in transportation, regard to the field of tourism. I think tourism as an industry, would develop greatly from an effort to view our means of transportation in that manner.

So I hope very sincerely that I'm not on the wrong track, that somehow or other I can make a little dent, that somehow or other anything good coming out of it, just give me a little push and help me along.
Sterling at a Discount

By Paul Elsing

Taking a critical view of sterling's prospects and the profit presently available on a covered interest arbitrage, Dr. Einzig advises his country to reduce its import surplus now while the forward dollar premium is relatively narrow. Otherwise, he predicts, a recent and rapidly growing differential similar to 1957 and wholesale transfer of short-term capital to New York will occur if the trade deficit continues at its present rate. The occasion for the latter decision to relax regulatory policy, or its wage-cost-spiral and relaxed restrictions on installment buying.

LONDON. Eng.—Ever since the announcement of President Kennedy's measures for the defense of the dollar, sterling has been allowed to appreciate slightly for some time under par. Conceivably its discount would be even wider but for some official support. Even though the presence of official intervention has not been discernible, the market makes it for granted nowadays that the official policy is to keep the exchange rate as close to the par of $2.80 as possible. The authorities usually buy dollars whenever the market rate rises slightly above par and sells dollars whenever it declines slightly below par. Whether they are actually doing so in the present instance it is impossible to say.

Covered Interest Arbitrage Profit

It seems probable that the buying pressure on dollars has been entirely due to repatriation of uncovered funds by holders of American or foreign gold who bought sterling last year in anticipation of a dollar-cursed 1961 and may have no inducement to repatriate covered balances, for the New York London interest differential is still wider than the premium for covered funds in sterling. The profit on covered interest arbitrage on dollar transfer from New York London has last year been covered by forward purchase of dollars. They represent outward arbitrage and not speculation against the dollar. Such speculation assumed the form of purchases of gold, Swiss francs and D. marks and not of sterling because it was felt unlikely that further dollar devaluation sterling or gold would be involved.

A strengthening of the confidence in the dollar would tend to widen the premium on forward dollars. This would mean that the maintenance of covered funds in London might cease to be profitable. When that moment arrives the wholesale London market would witness an ebb of arbitrage funds from London to New York. The present weakness of sterling is attributable to the weakness which would be such that it would become too unattractive for Britain to transfer to New York the bank rate would have to be raised once more to crisis level as in 1957. The ill effect of decision to relax regulations on installment buying has already resulted in an increase in automobile production and a return of longer working hours. This means that hopes for a reversal of measures engaged in that industry to have been abandoned.

Pressure for higher wages is on the increase. The difficulty is that those industries in which the wages bill represents a small percentage of the cost of production can well afford to concede wage increases and other industries which are not so favorably placed feel impelled to follow their lead to some extent. Yet unless a ceiling is called to the wage-cost-spiral and the increase of consumer purchasing power is reduced, it is difficult to see how the balance of payments gap can be reduced materially.

The gravity of the situation that would arise if an adverse balance of payments should continue to be financed by the accumulation of reserves or by an outflow of gold and large-scale withdrawal of arbitrage funds, does not seem to have been adequately realized. Hence the agitation in favor of an expansionary policy which Britain can afford in existing circumstances.

White & Company To Form Corp.

ST. LOUIS, Mo. — White & Company, Incorporated, members of the New York Stock Exchange, will be formed as of March 15. Offices will be located at 506 Olive Street. Officers of the new company will be Edward A. White, President, who will also become a member of the New York Stock Exchange; Julian M. White, Vice President; Hiram Neuwohner, Vice-Presi- dential. All are officers of White & Company, members of the Midwest Stock Exchange.

March 1, 1961

150,000 Shares

Easterling Corporation

Class A Common Stock

Price $6.25 Per Share

Copies of the Prospectus may be obtained from the several Underwriters as registered dealers in securities in this State.

Schirmer, Atherton & Co.

Coburn & Middlebrook

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Alpert Teller & Co.
Automatic Retailers
Of America, Inc.

By Dr. Ira U. Cobbigh, Enterprise Economist

A swift review of one of the fastest growing companies in a burgeoning industry.

Automation is a favorite word among investors, and it is almost as much market magic as "electronics" or "medical research." Yet, however, is thought of in relation to industrial production, data processing and communications. Many of us have not stopped to think about the phenomenal advance of automation in the retail merchandising field. For example, 16% of all cigarettes sold, 20% of all candy bars, and 14% of all soft drinks are now sold by vending machines—and these percentages are increasing. Automatic vending, which accounted for but $20 million in total sales in 1925, now runs to well over $25 billion annually. This remarkable growth in this industry is about 11% annually.

Five factors are mainly responsible for this remarkable growth: (1) the perennial increase in the price of labor, (2) the technological advances in the design and production of machine equipment, (3) the myriad of strategic new locations constantly beckoning, (4) the ever increasing list of functionally packaged merchandise that can be merchandised by machines, and (5) the fact that the "store" is open and doing business 24 hours a day, and seven days a week. This type of merchant is singularly responsive to the changing laws of Wage and Hour Act. Quite recently, too, the perfection of machines that can change paper money (and accept paper money as well as coins) has developed. Here is no barrier—you can get a hot drink or a hot meal or an ice cream and just pay by putting coins in a slot.

While there are a number of publicly owned companies among the 150 manufacturers of vending machines, actual operation of the units has been spread out among over 6,300 independent small companies fighting for market share. However, is powerfully toward consolidation of these retail enterprises out into larger geographically diversified corporate enterprises, and the leading in this development is undoubtedly Automatic Retailers of America, Inc., our topic for today.

Rapid Expansion
Automatic Retailers of America, Inc., was incorporated in 1959, as Davidson Automatic Merchandising Co. to carry on and develop the vending machine business started in 1938 by Mr. Davre J. Davidson. The company was doing, at the time, an annual business of around $3 million, confining its operations to Southern California. Broad geographic expansion and diversification of its merchandise was achieved by acquisition, during 1960. The company, now called Automatic Merchandising Co., operating in Illinois, Indiana, Iowa, Ohio, Michigan, Wisconsin, and of Howard Vending Service, Inc., operating in Indiana. The December of 1960, the corporate name was changed to the present Automatic Retailers of America, Inc., was made to--120,000 shares of common at 16%. The offering was extremely well received and, in a year's time, the stock, after being quoted constantly today around 411/2 (equal to 83 on the original issue), is not yet widely known among investors, although this company is not yet widely known among investors.

The principal fixed assets of a retail vending company are of course the machines. ARA has over 30,000 of them. It does not manufacture them, but buys them from others. New machines for an ever widening list of retail items are being ordered, and ARA is constantly looking over these new models and testing them for efficiency of operation, cost of operation, and maintenance requirements and lowest operating costs. In the selection of merchandising to be machines sold ARA stresses nationally advertised brands so that the sales resistance due to unfamiliarity with the product, will not be generated at the coin machine. Except in the case of bulk goods, certain soft drink operators, and the merchandising of sandwiches, hot foods and drinks, ARA does not processing, as merchandising is purchased already packaged for vending machine sale.

ARA has specialized in providing complete vending machine services to industrial plants. This has included everything from sale of soft drinks, cigarettes, and, to the provision of complete cafeteria services for plant dining. ARA industrial customers over 400 companies elite list, including Ford, General Motors, Texaco, G.E., Lockheed, Douglas, Westinghouse, Montgomery Ward, etc., plus various colleges and universities. For fiscal year 1959 industrial vending of food and beverages produced about 75% of its sales, and in fiscal year 1960, still maintains grading class in the nation.

Eager Management
This annual breath and growth in corporate stature is important due to a young, eager and extremely competent management echelon, Mr. Davre J. Davidson, President, and Mr. Henry H. Davidson, Executive Vice-President, founded and developed the predecessor enterprises. Mr. William S. Fishman and Mr. J. R. Howard, who were recently elected to the Board, are able, experienced and highly respected executives in their field. A number of the senior officials of ARA have been active in the management of the trade association for the industry, National Automatic Merchandising Association.

Investors, seeking an entry into the vending machine industry can find considerable merit in ARA stock. For the past five years per share earnings have risen at the rate of 30% annually. While the outstanding amount of common has risen substantially due to offering shares for acquisitions, and the recent 8-for-1 split, based on 3,150,000 shares outstanding here's a rough outline of earnings power. For fiscal year ending Sept. 30 we would project around $2 a share net and a cash flow of around $5. This compares with about $1.20 per share net for 1960. For the longer future, assume that much ARA might earn on annual sales of above $200 million, which it may reach within three years.

When you look about the stock market and see a whole bunch of strung-out stocks, it might squeeze in profit margins and try to sustain earnings power on an expanded plant, it's refreshing to look at a driving company such as Automatic Retailers of America, Inc., where every move seems to be a forward one, and earning power is in a dynamic upturn.

Whereas, up to now, the main investor interest in this company has been on the machines, it's time for the future of the actual merchandising companies to be more widely considered and applauded. This type of business is quite depression resistant; it's an all cash business. New locations alone could represent a vast new expansion. Department stores, grocery stores, hospitals, public institutions, gas stations, motels, hotels, banks, alleys, apartment houses, all offer attractive and profitable sites for rapid robot retailing. If this business is going to continue to go and grow then ARA common stock deserves perhaps your further investigation. The stock is traded on the Over-the-Counter market.

Paine, Webber
To Admit Partner

On March 9, Alexander J. McCabe will acquire a membership in the New York Stock Exchange, and will become a partner in Paine, Webber, Jackson & Curtis, 23 Broad Street, New York City, member of the New York Stock Exchange.

With Thomas, Williams
Warren M. Jons has become connected with the firm of Thomas, Williams & Lee, Inc., 50 Wall Street, New York City, as registered representative.

This advertisement is not an offer to sell or the solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

NEW ISSUE

March 1, 1961

$39,911,100

AMERICAN MACHINE & FOUNDRY COMPANY

4% convertible subordinated debentures due March 1, 1981

The Company is offering to holders of its Common Stock rights to subscribe for the above Debentures at the rate of $100 principal amount of Debentures for each 20 shares held of record on February 28, 1961. Subscription Warrants evidencing such rights will expire at 5:30 P.M., New York Time, on March 16, 1961. Both during and after the subscription period, Debentures may be offered by the undersigned, as is more fully set forth in the Prospectus.

SUBSCRIPTION PRICE 100%

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In any consideration of what lies ahead of us, investment-wise it is undoubtedly appropriate to try and see the scene in such a way that the maximum possible perspective is gained. It is of course rather usual these days to hear the well-worn phrases such as "the postwar boom is over, our wants are satisfied, the New Deal is over, we now therefore face a serious readjustment period." There is of course some truth in this, but I can recall that this has really been the credo to sell to the public by financial analysts in each period of moderate investment confidence in the postwar period. Thus it was that in 1953 for instance much thought was given to the impossibility of mounting a great stock market advance, and similarly there is a year or two before that. Or again surely those who are mentally honest will agree that it was generally thought in the spring of 1958 that it was impossible for the market to mount a further major stock market advance, in each case a new and somewhat unexplainable leg was added to the tremendous postwar investment boom.

In the light of the postwar history, and in view particularly of the fact that time after time investment confidence has been said that it was impossible, I believe it will be well to look into this question of perspective to study its implications in the light of the normal cycles which are so easy to come by. I refer of course to the following sorts of cycles which permeate much of today's investment literature.

1. Postwar demands and pipelines are filled.
2. The market will be selective.
3. It is impossible to push price-earnings ratios any more.

Surely, the postwar demands and wants of the postwar years, and pipelines not being closed indefinitely ought to give cause for additional weight in traditional economies where these things happen or are we simply governments.

Selectivity Is Not a New Idea

Or again, the cry that the market will be selective needs to be taken with a grain of salt as an argument. It always has been. And this is clearly brought out by an investment report I came across the other day.

In pre-war days, when the market moved up or down as an integrated whole, the trader who went simultaneously long of one stock and short of another, and who knew what he was doing, and was able to keep his capital intact, had a very profitable game. This is not the case today. With the high degree of analysis in which the public has been experimenting during the past few years, hedging operations are frequently not only unprofitable, but an excellent method of diversification and a safeguard against unexpected reversals in the general market. (The Business of Trading in Stocks by John Durant.)

Now this sounds awfully like the stuff that we have been hearing for years. It was written briefly in 1927, and the war referred to was 1914-19 not 1958-65. To each generation its century because history is considered in terms of an average such as the Dow Jones Industrials, and not easily in terms of individual stock movements, it appears that yesterday's stock trends were useless, whereas tomorrow's, everybody knows, are highly selective.

And this brings us to the point of view that this time the market will be really selective. I reiterate, it always has been, and the selectivity of the market in 1928-35 was certainly as great or possibly greater than of 1949-50, and will certainly be as great again as the next upward cycle, whenever that may be.

Perspective then needs a great deal of thought. It cannot be come by, except after a great deal of study, and it requires a philosophy of investment which says in effect largely is possible. Those who close their eyes to this will inevitably evitably make serious investment errors. Those who keep an open mind will at least be able to change sides quickly if they find their analysis in error. Today by any standards the market is basing.

I will make a further prediction, which incidentally in the last few years have become quite convincing, is that the very low interest rates, and the way in which they have been realized in certain areas: the idea that you can back a growth stock growth at 3% is probably a fact.

Think through the implications of this statement. Check it with the varied investment history of the last 40 years. Compare it with the sorts upon which many a trader, the trader who makes no money, skates people outside, is in my opinion absolutelyfalse. And its falsity is very simply in the fact that the unknown at any time is far greater than the known, in a ratio perhaps as high as 10 to 1.

The longer term outlook is certainly very bullish and credit suggests today. These views do generally agree with the current thought that we are running out of money. (Incidentally I am not referring to the action of the action of the action of the action of the action of the action of the action.)

Let me give my conclusions now on where we are in the credit cycle, and credit suggests today. These views do generally agree with the current thought that we are running out of money. (Incidentally I am not referring to the action of the action of the action of the action of the action of the action of the action.)

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Let me state also that I am fully cognizant of the economic problem. I think it was gutted all that could be done to solve comfortably.

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Cyclically however we are in a different and in a cyclical thing that is highly important. The stock market point of view.

The general economic view, as I read it, is that we expect a present "recession" will end in the second half of 1961, but that the next recession in 1961 is far too pessimistic. The economists who are making these predictions are basing their ideas on the "gold standard" which may arise to harass us, or basically, given decent money management, are still in a big area forward-moving economic atmosphere.

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of a shambles, despite some not¬
able successes in 1928 and 1929.

Conclusion

The market is a law unto itself.
And yet there are no published oc¬
cassions on which the market has re¬
fused to acknowledge the over¬
egamy of money and credit.

My own formula for over-all suc¬
sess in all markets is a lot of at¬
tention upon market condi¬
tions. This is the same formula for
moral and credit conditions. The
market can be trusted to do its job
"as long as the credit and economic background is strong, do not be fooled by
what looks like a favorable market condition. But when the credit environment is bad, the market will try to
prevent any evidence of mar¬
ket weakness. I feel this will lead to
major trouble ahead.

Summary

Let me finally summarize the
possible points:

First: There is no evidence yet
that the American banking sys¬
tem has run out of money.
The situation is becoming of course more critical and much will de¬
depend on whether the 25% gold clause can be used. I hope that international coopera¬
tion will allow the elimination of the
25% gold clause which frankly serves no useful purpose.

Secondly: It now looks as if the
broadly expanding postwar credit picture which is still widely visible is now meeting a monetary crisis due primarily to the gold clause. The inflationary pattern is now definitely expanding in recent months. This pattern is clearly visible in the increasing con¬
sideration of the relationship of bank debits and credits. This is also from (b) the expanding rate of change of the money supply.

Thirdly: The market situation itself is at least neutral and at best bullish. But bullish prices and high interest rates are quite high and this comes after 18 months of market consolidation.

Finally: Given this combination of factors, I expect that 1961 will be a year of
improvement market-wise over 1960.

The Canadian Outlook

I cannot end this series by saying
a word or two on the Canadian econ¬
omy. The average American has heard so much lately about the poor state of the Canadian economy that I feel it is not necessary for me to re¬
state these facts.

Due primarily to the creation of nonresident Canadian funds in
1954-56, the Canadian market was demobilized. This market is worth
of dollars of stocks. Then came the end of the Korean conflict in
1956-57. The rate of accumulation died out, and in 1958 and 1960
these funds flowed back. If we now read some figures lately to the
stockholders, these figures are high and this comes after 18 months of market consolidation.

Finally: Given this combination of factors, I feel that 1961 will be a year of
improvement market-wise over 1960.

John J. Meyers

Forms Own Inv. Co.

John J. Meyers, Jr. and William T. Meyers have organized John J.
Meyers & Co. with offices at 30 Broad Street, New York City, to
act as dealers in investment

John J. Meyers was formerly man¬
ger of the trading depart¬
ment of Gordon Graves & Co., with which, William T. Meyers was also associated.

Maine Dealers

Ass’l Elects

PORTLAND, Me.—At the annual meeting of the Maine Investment Dealers Association the following of officers and directors elected for 1961 were:

President: Gilbert M. Elliott, Jr., The State Investment Company, Portland, Maine.


Directors: Walter T. Burns, Burns, Barton & Company, Portland, Maine (three years); and Gillian L. Arnold, Jr., President, Maine Securities Company, Portland, Maine (one year).

The third director is Richard P. Knight, Jones, Holman & Com¬
pany, Portland, the director that has served the longest years remaining in his term of office.

The association has appointed an Advisory Committee to work with the Bank Commissioner of the State of Maine on matters per¬

The Bank Commissioner’s Advisory Committee consists of the President of Maine Investment Dealers Association—Bill
Wilson—coincide with his presidency—and four additional members appointed to hold office for two years by the President with the advice and consent of his Executive Commis¬

Named to serve with President Wilson are:

Harold E. Verrill, Hornblower & Weeks, Portland; Richard Drummond, Pierce, White & Drummond, Portland; I. Clark, Bartlett & Clark, Portland; and Robert G. Wado, Mor¬
ning, Hall & Brown, Inc., Lewiston.

King, Nelson Branch

SAN ANTONIO, Texas — King, Nelson & Calvert, have涣
a branch office in the Alam o
National Building under the man¬
agement of Jonathan C. Calvert.

President Kennedy says the bud¬
et this year will show about a $1.5
billion deficit as compared with Mr. Eisenhower’s modest surplus projection, a change of $1.5 billion according to Mr. Kennedy, will show about the same deficit with the expected pick up in business. He has been quite a
mendous pick-up, because the table of costs for his program so far adds up to $21 billion.

Unemployment compensation extended: $1.5 billion.

Expanding social security bene¬
fits: $1.5 billion.

Aid for distressed areas: $300,000,000.

Aid to education: $5.6 billion.

Extended over five years.

Health insurance under social security: $1.5 billion.

Major facilities and training:
$100 million.

The list comes to $2.5 billion.

Figures for spending costs for the other 10 measures on the President’s priority list of major spending are difficult to obtain readily or to estimate. But they obviously represent more poten¬
tial spending.

Among the items, not on the priority list but recommended to Congress include: Defense spend¬
ing increases $2 billion; housing increases $1.5 billion; urban re¬
newal $650 million; food stamp program $250 million.

This looks as though the total will reach $1.8 billion figure in which Mr. Nixon predicted they would.

News out of London indicate that the British Foreign Office at the next session of the United Nations will urge the unseating of Nationalist China in favor of new China.

The British government hopes it will get a more sympathetic response from the Kennedy Admin¬
istration than it did from Eisenhower.

Senator Goldwater has come up with a novel idea for aid to edu¬
cation. He has introduced a bill providing that each taxpayer be allowed to deduct from his Fed¬
eral income tax $100 for taxes paid to his local government for schools. In this way he could permit the local school authorities to raise taxes for school purposes and deduct $100 of it from his Federal tax bill. Also, Senator Goldwater would permit tax¬
ayers in the lower and middle brackets to deduct $20,000 a year for children sent to college.

He estimates that families of taxpayers would derive benefits totaling $3 or $4 billion a year, making more and more families available at the local level for what he describes as genuine school re¬quirements.

The Senator pointed out that the Federal Government would be completely excluded from the program, thereby eliminating the danger of Federal control over education. And he adds that “there would be no costly expan¬
sion of Federal bureaucracy or a Washington ‘brokerage’ fee at¬
tached to the dollar spent for education needs.”

His bill, says Senator Gold¬
water, “has hit the mark” at the Federal budget and the discovery of many items of less importance, even no im¬
portance, which could be readily eliminated with no ill effects for the public welfare.

The National Labor Relations Board last week ruled that labor unions and employer law pre¬
vents unions from using the “Twelve-Year Law” in their drive for “agency” shops in that state.

The board supported General Motors in its refusal to include in its contract with the United Automobile Workers a provision requiring non-union workers to pay sums equal to initiation fees and dues. This is considered to be a setback to labor union of¬
ficials who strive to nullify right-to-work laws throughout the country. But it was only by a 2-to-2 decision. One of the mem¬
bers will retire this month and will be succeeded by a Kennedy appointee, Frank McCulloch, pro¬
labor, former secretary to Sena¬
tor Paul Douglas. So it may be that the decision will be reversed.

National Exch.

Adds 15 Members

The National Stock Exchange has added 15 members to its rolls. This brings total membership in the new exchange to 65.

The National Stock Exchange, which is the second exchange to be set up in downtown Manhattan this spring, according to the proponent, has an ex¬

Forms New Eng. Brokerage

Company (Item in the Financial Chronicle)

BOSTON, Mass. — Florence S.
Mummary is engaging in a securi¬
ties business from offices at 50
State Street under the name of New England Brokerage. Miss
Mummary was formerly with H. P.
Good Company, Inc., and ther¬
eto was in charge of the trad¬
ing department for Keller & Co.

This common stock is being sold to the general public by a group of investment dealers including the undersigned. The offering is made only by means of the official Prospectus.

口 464,725 Shares

Perky Photo, Inc.

口 Common Stock

($1 Par Value)

口 Price $11.75 per Share

Of these shares, 180,000 are being offered by the Company and 284,725 represent presently outstanding shares being offered by three stockholders.

You are invited to ask for a Prospectus describing these shares and the Company’s business. Any of the undersigned, including the undersigned, who can legally offer these shares in compliance with the securities laws of your state will be glad to give you a copy.

Paine, Webber, Jackson & Curtis

Kidder, Peabody & Co

Bache & Co.

Hemphill, Noyes & Co.

Hornblower & Weeks

Lee Higgins Corporation

F. S. Moseley & Co.

Reynolds & Co. Inc.

Federman, Stonehill & Co.
Vigorous Upturn After June Linked to Consumer Needs

By Dr. Arno H. Johnson,* Senior Executive and Economic Director, J. Walter Thompson Company, New York City

Activations of $40 billion consumer buying and latent demand into oanss sales demand creates the opportunity for vigorous business recovery in second half of 1961. Refocusing his case for an economic upturn, Dr. Johnson prognosticates a more than 8% growth in the next decade reaching conservative figure of $800 billion GNP in 1971 in present-day prices. Moreover, the prognosis of sizable growth for Western Europe and Japan and potential for rapid growth in the United States is based on the assumption that domestic and international productivity levels for people. This is an improvement in living standards through increased productivity, which hitherto has increased utilization of productive ability, then can greatly expand both domestic and world trade in the decade of the 1970’s.

In the United States the anticipated expansion of productive ability over $800 billion of Gross National Product by 1971 means the addition of about $181 billion or 50%, to personal consumption which is a measure of total standard of living of the American people. Likewise, in Japan, the opportunity for an expansion of production to about $74 billion of Gross National Product ($29.5 trillion) implies the doubling of the standard of living of the Japanese people by 1971, and in Western Europe, the addition of about $220 billion or 75%, to personal consumption which is a measure of total standard of living of the people of Western Europe by 1971 and we have the stagnating potential growth of another $155 billion of personal consumption in Western Europe by 1970 and we have the stagnating potential growth of another $155 billion of personal consumption in Western Europe.

These goals mean a total 10-year growth potential of over $290 billion and an increase to $430 billion in 10 years—just through improvement in living standards of the great mass of our population.

This potential expansion of living standards, along with a parallell growth in demand for industrial development, plant and equipment, and for government services can mean a world trade and travel boom of a size and velocity and scope that few of us have experienced in the past.

What $800 Billion GNP Would Mean To Us

By 1971 the total production of goods and services in the United States should grow to $800 billion in terms of June, 1960, prices compared with the $505 billion level in mid-1960. $800 billion by 1971 is a conservative measure of total productive ability since it allows for a gain of only 2.5% per year in per capita productivity which is no larger than was experienced since prewar. Actually, in the 20 years between 1940 and 1960, total physical production per capita (in terms of constant dollars) increased by 59% or about 2.4% per year. Bureau of the Census projections indicate a possible growth of population to 220 million by 1971 from the level of 140 million in 1940. $800 billion is a workable productive ability for 1971 should be looked upon as a minimum national plan. Any increase in that amount would be a welcome addition to our national income. Any allowance were made for that would be a gain of more than 2.5% per capita productivity, the annual national per capita growth rate in 10 years from now would exceed $50 billion or a considerable amount.

The second total price general agreement among economists that the United States productive ability is somewhere between $750 billion to $900 billion, but, in these explanation emphasis is placed on the needs of government and private investment with little recognition of the changed standard of living possible for the mass of the population, or of the critical importance of expansion of consumer markets which must continue to utilize nearly two-thirds of total production. The velocity of expansion of an expanded $800 billion production economy would topple if consumer markets were not expanded to utilize what can be produced. It must be remembered that U.S. Government revenues come almost wholly from taxes on corporate profits and that individual income which are related directly to the level of consumption.

The velocity of change in living standards of the population needed to match the most-conservative estimates of future productive ability which is the first phase of this expansion. To add $1 billion to the level of living in 1971 by the addition of $795 billion in the next 10 years, on top of the present high level of consumption, the equivalent of a growth in consumption in the 20th century of the Mayflower at Plymouth in 1620 to the best prewar year, 1949. Total personal consumption in 1949 was only $195 billion in terms of today’s dollars.

In the 30 years from 1929 to 1959, $75 billion was added to personal consumption, (in 1959 prices) so even talking modern times, the United States need must add as much of living material in the next 10 years as is the previous 30 years if it is to keep up with minimum estimates of productive ability.

That means rapid changes in our habits and consumption desires of people. It means a rapid upgrading of nations of people, a change in all areas that represent improvement in the living standard.

Population increase alone would have to be sufficient to account for the higher consumption. The U.S. population increase up to 220 million by 1971 or growth rate level of about 180 million, can contribute a little over one-third of the needed consumption expenditures (assuming a doubling of the United States’ income, meaning two-thirds of the needed expansion is in living standards) which is 70 billion, which represents only 13% of per capita consumption levels. The 70 billion required for upgrading living standards, the per capita consumption levels for the United States will be above $1,250 and in Western Europe above $917 and the ratio will have decreased to 2.3 to 1.

Japan’s Goal—Doubling of the Economy

With its newly discovered productive might, Japan has planned to achieve by 1970 a 10% annual growth to over 26 trillion yen—a growth rate exceeding that of the United States by about $74 billion (U.S. $, equivalent to 800 yen per dollar). With Japan’s potential, it presents offers a unique opportunity for a very rapid expansion in the living standards of the Japanese people. It means more than doubling the placing of goods and services by the addition of 26 trillion yen to consumers. And it means the addition of 26 trillion yen or the amount of new and improved living standards.

With Japan’s opportunity for improved living standards and for improvements in living standards at a much more rapid pace than in the United States or Western Europe, the potential of Japan for rapidity in growth in living standards and for improvements in living standards will certainly have a critical influence on consumer prices. Moreover, the United States’ consumption and services in Western Europe 1970 as compared with the United States.

Western Europe Standard of Living Can Jump 65% by 1970—An Added Market of $115 Billion

By 1970 total production of goods and services in Western Europe (Organization for Economic Co-operation and Development countries combined) should be able to support an as high as terms of U.S. dollars in March, 1959 and exchange rates $175 billion by 1970 which is one-third of the 1961. Buttressing an upturn, history shows that the growth of world trade as well as is commonly spaced with countries and with people levels for the mid-1960’s.

Anio Johnson, 1961. And a little of $335 billion to $800 billion in 1970. There is much evidence of rapidly increasing growth rates in the United States in productivity which should encourage increased travel over the next decade.

With the probable velocity of this expansion in world trade world trade can be projected for the opportunity for growth in the market for consumer goods and services to Western Europe in 1970 as compared with the United States.

Discretionary Spending Power Potential of the United States Up 85% by 1971

An important factor in changing consumer markets in the United States is the growth in the Disposable Income factor of the population resulting from increased and steady employment. This chart shows that discretionary spending power based on a total income level for the United States grew 105% between 1959 and 1969. Between 1959 and 1970 there will have been a 160% increase to about $335 billion in 1961, and the minimum production opportunity of $800 billion to $1,100 billion. The consumer personal income tax, which is about 7/8 of total income, has risen from $85 billion in 1959 to $190 billion in 1969, to $285 billion in 1970.

$450 billion by 1970 is a conservative measure of the productive ability. This figure means that since it allows for no increase in the rate of growth, per capita consumption in Western Europe is 1959, no allowance for the acceleration in science and technology and the opportunity for much growth can be expected.

The rising line is the minimum level of total production in Western Europe by 1970 is 8% over the present level. There should be the equivalent of $115 billion of new sales potential to consumers from $165 billion of personal income available for discretionary spending power just since 1959 has increased from 42% of total disposable income to 44% in 1959, to 50% in 1970. The share of the greatly increased income could be...
Free Generating Power
Is More Than A Dream

By Roger W. Babson

The future possibility of harnessing free power emanating from the universe, better and cheaper than the use of uranium, is considered by Mr. Babson in terms of A, T, B, and T, and other discoveries.

The special writer adds that the successful harnessing of power would also warn us of what potential enemies are doing, and provide knowledge of impending hurricanes and other destructive forces.

It has long been thought by scientists that the sun should some day give us free power. Unfortunately, the clouds and storms have prevented this. Furthermore, nations in different latitudes would get different amounts of sun power, and hence would get varying power according to the time of year.

Harnessing Power of Gravity

I again call readers' attention to the work which the Gravity Research Foundation of New Boston, N. H., is doing in fundamental research. By giving grants to colleges the Foundation hopes to interest students in harnessing gravity to work where in small units. But first it must discover a partial way to store, or absorb, of gravity.

The Foundation now has the world's best files on gravity and is giving $1,000 annual awards for the best reports on the subject. These essays average over 10 billion, the United States, Great Britain, Switzerland, Germany, and other countries.

Discoveries in Space Exploration

While the Defense Departments in the United States, France, and other countries have been spending billions on missiles, nations in the United States, Great Britain, Telegraph Company has been making some very important experiments. By the use of microwaves and other waves they have succeeded in sending signals through space hundreds or miles above the earth—power waves "bounced" from one orbiting object, a man-made satellite, to another.

These experiments have aroused in me a great interest in "space travel." I am not interested in having men go to the moon or having the military attack any enemy from a hundred or more miles up in the air. I, however, am greatly interested in the work of the Telephone Company. This will first be used in sending messages and television waves. I earnestly watch the newspapers each day for such "Space News."

Powerful Electric Waves

Showering the Earth

The next step will be to capture and harness the electric waves which are coming toward the earth from all directions, and which cannot be shut off by clouds or rains, for they fall upon all nations equally. Their power, all of which has never been utilized, is greater than the atomic power, according to the German scientists.

I believe that the Telephone and electric utilities will combine to concentrate these waves over all nations and give free service. This would be far better and cheaper than any of the space voyages. The words "free power" refers only to the generation of electric power. The distribution of the electric waves will continue to be needed. Hence I am more interested in the power country and the other feeding them.

Stephen Sutton Opens

WILMINGTON, Del.—Stephen L. Sutton is engaging in a securities business in Delaware at 201 North DuPont Road.

Form Associated Services

FARGO, N.D. — Associated Services, Inc. has been formed with offices at 544 First Ave. North, to engage in a securities business. Gerald D. Deede is a principal.

This is neither an offer to sell nor an solicitation of an offer to buy any of the Shares. This offer is made only by the Prospectus.

140,000 Shares

HOWELL INSTRUMENTS, INC.
Capital Stock

Price $14 per Share

Dotts Made V.P.

Of Rambo, Close

PHILADELPHIA. Pa.—The in- vestments of C. J. Rambo and Kerner, Inc., 1518 Locust St., have been created the election of Russell M. Dotts as a director and the Vice-President of the firm. Dotts, formerly Manager of the Municipal Text Debiting Department of Ram- bo, Close & Co., has been in the investment business for 40 years. He is a member of the Municipal Bond Council of Philadelphia, past President of the Bond Dealers Association of Philadelphia, and past Treasurer of the National Security Traders Assn.

In 1956 and the estimated distribution of families, in 1960. The number with disposable income of $7,500 increased from 2.1 million in 1956 to 5.0 million in 1960, an increase of 162.2 million—and the net total above $4,000, as estimated at about 36 million in 1956, about 12 million in 1950 and 26 million in 1930—times as many families now as in 1950 with income of $4,000 after taxes where discretion in buying can increase rapidly and dependency on the savings and insurance of others, and the increased buying power of the household is held back by taxes

But these are just two of the many other factors leading to the possibility of the average total personal income per household reaching its $10,000 a year in 1964. These are expected to have in 1971. This average has been increasing by about 30% above the average of $7,700 in 1956.

$49 Billion Backlog of Consumer Rings

In the United States the economic backlog 18% in 1961-62. There now, however, is a real opportunity for producers of the United States which was reduced to 18% in 1961-62 following the 1960 slowdown. This backlog has been accumulated, since 1956, a backlog of $49 billion of consumer latent sales. This backlog of real growth in total personal consumption which is the second time in the last five years to keep up with expanding productive ability. That $49 billion backlog of consumer demand was, in itself, enough to make a 10% increase in consumer sales over the 1959 level of $314 billion to a possible $345 billion or more in 1961-62.

Deflationary monetary restrictions from mid-1960 should help create a backlog of consumer sales. The growth of new productive capacity is essential to keep up with productive ability and to reduce inflation in check.

Business need now to have the confidence to make investments so that the level of consumer and capital spending is in line with the potential growth of the productive capacity. The present high level of consumer discretionary spending is an opportunity for efficient increased marketing effort to pay off in profits, as well as to aid the whole economy.

This process must recognize that they are dealing with a dynamic and expanding era of opportunity before the United States and other free nations of the world in which more and more emphasis will be on the creative type of marketing thinking that expands consumer consumption—hence expands the standards of living which in turn maintain their growing productive ability.

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PHILADELPHIA. Pa.—The in-

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ROTAN, MOSLE & CO. INSTRUMENTS, INC.

HOLMAN, SUTTON & CO.
The Commercial and Financial Chronicle, Thursday, March 1, 1961

BANK AND INSURANCE STOCKS BY LEO L. BURRINGTON

This Week — Bank Stocks

Firstamerica Corp.'s NEW CALIFORNIA

Since the agreement reached last September with the U.S. Justice Department to resolve the long-standing anti-trust suit, action by Firstamerica Corp. and Crocker-Anglo National Bank to move into Northern California has been ongoing. The merger between the two banks, Firstamerica Corp.'s ownership changed from 52% stock ownership in California Bancshares to 57% ownership in United California Bank. Under merger and separation terms, First Western Bank has agreed to pay United California Bank $125 million for additional assets and premium in connection with acquisitions of 65 offices. Within 70 days, capital of First Western Bank will be increased from $30 million to $35 million through a rights offering of shares in the new First Western Bank to the minority holders of stock in United California Bank.

Firstamerica Corp. is expected to divest itself of its stock ownership in the 65 First Western branch office network over a period of two to six years. New offices for California banking companies will be three statewide branches: Bank of America with 700 offices, the First Western Bank and Trust Company with 85 branch offices, and United California Bank with 120 offices.

Speculation may again be raised regarding steps, if any, which will be taken by California's second largest bank, Security First National Bank, to move into Northern California in order to strengthen its competitive position. First Western Bank and Security First National Bank are now headquartered in Los Angeles. At the end of 1960 Security First National Bank had 54 offices; 22 branches were opened during 1960 and 18 new branches were opened in 1961.

The 1960 operations of leading California banks were highly satisfactory and their stock prices continue strong. Branch openings continue to meet the rapid growth of California.

Leading California Bank Stocks

Bank of America

First National City

Security First National

Wells Fargo

Crocker-Citizens National

Crocker-Anglo

Bank of America

First National City

Security First National

Wells Fargo

Crocker-Anglo

Number of Shares

32—36

32—36

32—36

33—21

$2.60

$2.00

$1.60

$1.50

$1.60

$1.60

$1.60

$1.50

Price

3.60

3.64

3.37

4.04

2.98

3.66

3.64

3.64

8.00

4.1

5.4

4.0

4.6

19.7

11.5

4.4

4.4

3.7

4.4

Earnings

1960

1960

1960

1960

1960

1960

1960

1960


dollar volume includes 16.5% for the Security First and Wells Fargo-Webster, 6.5% for United California Bank.

Bank of America reported total resources of $11,942 million at the end of 1960, a rise of 2.3%. Deposits of $10,000 million and loans of $6,699 million were up 1.7% and 1.5% respectively. Branch offices increased from 860 to 890, a rise of 3.5%.

Security First National Bank's total resources were $3,594 million, a gain of 2.6% from 1959. Deposits advanced 2.1% to $2,349 million while loans increased 0.1% or $647 million. A 10% stock dividend was paid Feb. 24, 1961.

Wells Fargo-Webster Trust Co. President Davis announced that the Bank's assets increased 4.1% to $7,200 million, while deposits of $2,449 million represented a gain of 2.7%. Loans outstanding gained 6.4% to $1,412 million, and deposits were up 4.1% to $2,934 million. The bank was organized on June 24, 1959.

Security First National Bank's total resources at the end of 1960 were $9,083 million, up 2.6% from the year ago, while total deposits increased 1.9% to $1,667 million. The quarterly cash dividend rate has recently been increased from 40 cents to 45 cents. During 1960, nine new offices were opened bringing the total to 94 at year end. An application for Crocker-Clay's two San Rafael banks (with assets of about $60 million) still is pending.

Citicorp Bank, Los Angeles, reported total resources of $773.8 million at the end of 1960, a rise of 27%. Deposits of $607.9 million and loans of $505.4 million were up 23% and 25% respectively. The bank distributed a 5% stock dividend on Jan. 16, 1961. This fast growth in resources is an indication of the strong growth in the banking business in the Los Angeles area.

Central States IBA Group to Meet

CHICAGO, IIL. — The Central States Group of the Investment Bankers Association of America will hold their 25th annual conference on March 15 and 16 at the Drake Hotel. Robert M. Meyer, President of Stone & Webster Securities Corporation, will be the keynote speaker.

Other speakers on March 15 will be:

Robert W. Galvin, President of Motorola on 'Electronics and Let's Take Stock.'

Frederick W. Page, Vice-President of Tri Continental Corporation, on "Electric Utilities as Relatively Undervalued Securities and Preferred Stocks."

Speakers on March 16 will be:

John G. Shaffer, President of G. D. Searle & Co. on "Economic Aspects of SICURS in the Public Market."

Edward O. Rubin, President of Selected American Shares, Inc., on "What's Ahead in Business and Securities."

On March 17 the graduation exercises will also be held for the nineteenth class of the Central States Group Training School.

Geary Branch

LAFAYETTE, Ill. — Geary & Co. of 1714 East Washington St., opened a new office in the old Real Estate office at 560 Oakwood Ave. under the management of Del Geary.

Wade Opens Branch

MUNCIE, Ind. — Joe Wade, Jr. & Co. Incorporated has opened a branch office at 202 W. Third St. under the direction of Ben H. McFarlin.

New Equity General

DENVER, Colo. — The firm name of Robert H. Neves was changed from "New Equity General" to "Equity General Investment Corporation." Joints Jamieson Staff

MINNEAPOLIS, Minn. — Arnold M. Stimpson has joined the staff of Ferdinand & Co., Farmers Union Bank Building, has been changed to Equity General Investment Corporation.
The spirited duel between buyers and sellers picked up pace this week to give the stock market some of the liveliest action in months. Turnover ran at the highest level this year, with some one illustration. And tickers ran as late as they have since 1954. All this will keep selected issues from forging ahead again, however, because that were sizable were limited on any given day and the action was as profit-taking haunted the better-selling issues.

The overall note was that the rails faltered when they were in position for some gains on the industrial section, an example of which would have been the chartists who still think the time of confirmation is still valid. The fact, however, is that in the long run-up by the industrials from 1949 to 1955, the senior average's strength was not impeded by lagging tendencies in the carrier section. The long bull swing carried the industrials about 300 points above the 1929 top while the rails never succeeded in bettering that long ago peak.

Top Honors for IBM

None of the chartists' fears seemed realized when Big Business Machines was in this week's five-best dealers list for top honors. One dealer quoted $101 1/2 for the stock of 1960 with its run-up of 154 points on the year. And it is this run-up that makes the best sense to that better than that performance this year through the resistance of 300. However, there is every indication of trading this year it has already reached over 80 points.

Prospetic Profit Snapshot

Most packs haven't had a day in the limelight since a brief time when they fell a topsy-turvy picture to be Wilson & Co. which, in addition to other problems peculiar to the industry, also had sold off its problems that have worked to areas never the old seen in history is well over 200 marks a not-too-ordinary roster of issues that are both depressed and depressed out to better that performance this year through the resistance of 300. However, there is every indication of trading this year it has already reached over 80 points.

The net result was that for its fiscal year its profit dropped to 12% of its old level, before. With the strike trouble over, but still in favor of the meat packers, the profit is assured of a strong snapback on its meot operations. This would be in addition to its position as the biggest meat packers' stock buying goods at a time when issues with a 24% at 27, 1959 reisa, and better than at their.

Beneficiary From Construction Subsidies

The activity in the low-priced area that has still not reflected the up-trend to investors having to do with the construcation industry, and the growth in building over the recession, is San Diego Imperial, a holding company with interests in the electric and loan associations. Such institutional influence on the growth in financing operations generally throughout the country. San Diego Imperial has the advantage in that it was set up three years before laws were adopted to prevent the formation of new holding companies in the savings and loan association field. While this is the latest in new acquisitions, it still doesn't mean a floor election by the associations on its roster. And it is a situation that competition and give scarcity value to the shares of San Diego for anyone interested in the industry.

The San Diego group comprises six operating companies in California and Kansas, plus a par¬allel organization in a 15th in California. Where the Big Board S&L holding companies (First National Bank and General Western Financial) are capitalized is steering the San Diego sells out 13 times last years results and about 11 times for this year. These are subnormal figures in today's market. The shares are not for income since its dividend yield is 5%, in stock, and because of tax considerations its policy is not to pay dividends.

GE Versus WX

The debate between the United States of General Electric as against Westinghouse is a lively one. In every economic report and editorial comment there are two sides which both are mere participants in a debate that are well depressed, having a growth curve that is a little hard on the uncertainties over their con¬tribution for price fixing came to a head.

General Electric has shown publicly that it is willing to compromise with any customers who agree to the damages of price fixing, and also a decision to fight vigorously any such tactics. Meanwhile a slide from nearly 100 to 70 points since March has long been against discounting its problems.

White Group has shown it is a depressed asset, selling at around a third of its third three years ago when it was troubles free and in decline in government demand for expected earnings and the low fortunes of its steel customers.

American Cyanamid is an issue the earnings and the general business decline, at $20 per share and looking itself, a strike, and heavy development expenses. The second is more on its chemical troubles than the fact that it gets nearly third of its earnings from its Lederle ethical drug division. It is the only reason the company is not involved in the general economy is near at hand. There is little company which provides an average 3.6% yield.

These companies are generally returning to popularity for the first time in several years. They had big days when the highway program was in the dis¬cussion stage but fell out of favor in fairly short order. Their companies are now made up and are generally well behind them. Lone Star Cement's share, for instance, sold below $10 a year ago when the stock split in 1957 but last year were down to half of that level with moderate improvement since when the Administration moved to spur highway work as a fast method of pulling the country out of the recession. Highways Pollock similarly is available a sale of points of capital which prevailed in 1956 and 1957, although the prospects are good for the cement makers are looking up.

A Still-Growing Blue Chip

Eastman Kodak, which enjoyed a reputation as a premier growth issue in last years before the market attention turned to newcomers such as Polaroid, is highly regarded in many quarters of Wall Street. It offers a valuable showing of renewal growth capital. It has many of the characteristics of an established business, has a new color film superior to its old line to be in

The market and you...

You...
**NEWS ABOUT BANKS AND BANKERS**

**Consolidations • New Branches • New Offices, etc. • Revised Capitalizations**

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**The Chase Manhattan Bank, New York** has announced the appointment of five new members to four of the Bank's Branch Advisory Committees.

Edward J. Connolly, Jr., and John C. Hilly, were appointed to the Brooklyn Advisory Committee. Thomas M. Macdonald, was appointed to the Grand Central Branch Advisory Committee. Charles B. Staufelder, was named to the Fifth Avenue and 44th Street Branch Advisory Committee.

Donald B. Anthony has been elected a Vice-President of Morgan Guaranty Trust Company of New York.

Mr. Anthony is assigned to the general banking department. He joined Guaranty Trust Company of New York in 1933. He was appointed an Assistant Real Estate Trust Officer in 1938 and an Assistant Vice-President in 1940.

Appointment of Howard K. Crist, as a member of Manufacturers Trust Company, New York, 44th Street Advisory Board, was announced by Horace C. Flanigan, Chairman of the Board of the Bank.

Union Dime Savings Bank, New York, N. Y. has modified the following staff changes. Effective March 1, John P. Scholl will become the new Assistant Vice-President and Manager of the Bank's Murray Hill Office. Mr. Scholl succeeds Herbert G. Vollmer, who has been elected Assistant Vice-President, and Manager of the branch since it opened in 1964, who retires at the end of this month after 36 years of service.

William G. Thomas, also of Union Dime's Murray Hill Office, becomes Assistant Secretary.

George Gray, now Executive Vice-President and Trust Trustee of Kings County Trust Company, Brooklyn, N. Y., has been elected a Trustee of the Bank.

John B. McDonald was elected Assistant Vice-President.

The Security National Bank of Long Island, Huntington, N. Y. has increased its common capital stock from $4,065,920 to $5,432,775 by the sale of new stock, effective Feb. 16. (Number of shares outstanding, 919,555, par value $10).

Stockholders have approved the consolidation of the First Westchester National Bank of New Rochelle, New York, and First National Bank & Trust Company, of Ossining, New York, under the title of the First Westchester National Bank. The date of effect is March 1.

H. Horace Hogle, Jr., Assistant Vice-President at The County Trust Company, White Plains, N. Y., retired Feb. 28 after completing nearly 36 years of service with the Bank.

Robert L. Davis, President, the First National Bank, Olive, N. Y., John T. Keesling, President, Chautauqua National Bank of Jamestown, N. Y., and Ronald Mau, President, Marine Midland Corporation, jointly announced that First National Bank will merge with Chautauqua National, Marine Midland Bank, subject to the approval of the respective stockholders and regulatory banking authorities. The name of the resulting regional Bank is to be Marine Midland Bank of Southwestern New York, with Mr. Hamilton as Chairman of the Board and Chief Executive Officer, and Mr. Davis as President; Stephen T. Christian, Executive Vice-President, Chautauqua National, will continue as Executive Vice-President of the enlarged Bank.

A merger proposal, which calls for the issuance of 112,500 Marine Midland Corporation common shares for the 30,000 shares of capital stock of the First National Bank has been approved by the Directors of each Bank and the Bank holding company and will be submitted to the Bank holding company stockholders for approval. As of Dec. 31, 1960 First National Bank had capital funds of $1,357,000 and common stockholders' equity of $1,302,000. Chautauqua National had capital funds of $5,437,000 and deposits of $61,775,000.

Mr. Eric M. Mathis has been elected a Director of the United

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**Bank and Trust Company, Hartford, Conn.**

The Lincoln National Bank and Trust Company of Central Bank of New York, Syracuse, New York, has increased its common capital stock by $2,538,289 to $2,653,000 by the sale of new stock, and from $653,090 to $752,680 by a stock dividend, effective Feb. 15. (Number of shares outstanding, 270,612, par value $10).

The Comptroller has approved an application to merge the Crieve Trust & Savings Bank, New York, into the Merchants National Bank & Trust Company of Syracuse, New York, under the title of the Merchants National Bank & Trust Co., of Syracuse. The effective date is to be the close of business on March 1.

The Rockland National Bank, Suffern, New York, has increased its common capital stock from $1,410,513 to $1,606,145 by the sale of new stock, effective Feb. 14. (Number of shares outstanding, 311,239, par value $5).

The Comptroller has disapproved the application to consolidate Central National Bank, Canada Trust Company, of Buffalo, N. Y.

At a meeting of the Board of Directors of The First National Bank of Toms River, N. J., Feb. 21, the Directors voted the payment of a 3.25 per cent capital stock dividend, payable April 24, to shareholders of record March 22, which will be paid by the issuance of two-thirds of a new share for each share held on the record date.

In addition it voted to sell 20,000 shares of new stock for which rights will be issued to the stockholders of record on July 17, which will expire on Aug. 17, subject to the approval of the shareholders at a meeting to be held on the day of final approval of the Comptroller of the Currency. Proceeds from the sale of the new stock, effective Feb. 15. (Number of shares outstanding, 160,000, par value $5). Transferred simultaneously $800,000 from the surplus account of the Bank to the capital account increasing the capital account from $1,200,000 to $2,000,000 and reducing the surplus account from $3,000,000 to $2,300,000.

The sale of 20,000 new shares of the capital stock at $22 a share will further reduce the surplus and surplus of the Bank by $440,000, of which $100,000 will be placed in the capital account and $340,000 will be placed in the surplus account.

At the time of the sale of the new shares, the Bank will have $3,000,000 in capital and $3,400,000 in surplus and capital. It will be without any surplus and capital, and will have $3,000,000 in capital and $3,400,000 in surplus and capital.

The new capital of the Bank will be $3,100,000 and the surplus $2,000.

Frederic A. P. Wood, President of The Philadelphia National Bank of Philadelphia, Pa., and George H. Brown, Jr., Assistant Vice-President and Trust Co. of Girard Trust Coru Trust Exchange Bank, Philadelphia, Pa., announced that the Comptroller of the Currency has given approval to a merger of the two institutions.

The way is now clear for the shareholders to ratify consolidation plans proposed last November by the Boards of Directors. Such action will require special meetings of the shareholders, which probably will be held concurrently in both institutions.

Messrs. Potts and Brown, who were elected to the Board of Directors and President of the combined bank, said the actual consolidation is expected to be completed by May. This will allow adequate time for Philadelphia National Bank and Girard Trust Exchange Bank to plan for a smooth integration of the banks' business.

The merged bank will be known as Philadelphia National Bank and Trust Company. It will have resources in excess of $1,800,000,000.

Donald German has been named Public Relations Director for the Industrial Trust Exchange of Philadelphia, Pa., announced Samuel Weinrott, Executive President.

Before joining the Industrial Trust family, he was Business Development Executive of the Pennsylvania National Bank of Philadelphia, Pa., and has directed the bank's trust activities.

A charter has been issued to the First National Bank of Crystal Lake, McHenry County, Ill., Richmond M. Curtis, President; W. E. Lewis is Cashier, and the First National Bank of Crystal Lake, McHenry County, Ill., also as effective as of Feb. 15.

The Pierre National Bank, Pierre, So. Dak., has increased its common capital stock from $150,000 to $250,000 by a stock dividend, and from $2,358,280 to $3,300,000 by sale of new stock, effective Feb. 14. (Number of shares outstanding, 160,000, par value $50).

The Hamilton National Bank of Morristown, Morristown, Tenn., has increased its common capital stock from $150,000 to $300,000 by a stock dividend, and from $2,358,280 to $3,300,000 by sale of new stock, effective Feb. 14. (Number of shares outstanding, 160,000, par value $50).

The American National Bank of Beaumont, Beaumont, Texas, has increased its common capital stock from $1,500,000 to $2,500,000 by a stock dividend, and from $2,358,280 to $3,300,000 by sale of new stock, effective Feb. 14. (Number of shares outstanding, 160,000, par value $50).

The First National Bank of San Angelo, San Angelo, Texas, has increased its common capital stock from $500,000 to $750,000 by a stock dividend, and from $2,358,280 to $3,300,000 by sale of new stock, effective Feb. 14. (Number of shares outstanding, 160,000, par value $50).

The Western Pennsylvania National Bank, Pittsburgh, Pa., has announced formation of a Business Research Unit, to be headed by John C. Brumme, Executive Assistant to M. A. Clements, President of the Bank.

The WPN Bank's function will be in charge of gathering, analyzing and disseminating data on sites for location of new customer offices, defining primary service areas, formulating new competitive banks, analyzing new services, and on the many other changes in the local and national economic scene which may affect the growth of the Bank.

A new banking office in the Strip district area is being planned by Western Pennsylvania National Bank, Pittsburgh, Pa.

The new facility will be located at 5601 Walnut St., at the intersection of Ivy St. It will replace the bank's present Suburban office.

The Montgomery County Bank & Trust Company of Norristown, Pa., has received permission to merge with the First National Bank & Trust Company of Spring City, Spring City, Pa., under the title Montgomery County Bank & Trust Company.

The First National Bank in Greensburg, Greensburg, Pa., has increased its common capital stock from $600,000 to $900,000 by a stock dividend, and from $2,358,280 to $3,300,000 by sale of new stock, effective Feb. 17. (Number of shares outstanding, 36,000, par value $25).
Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The changed policy of the Federal Reserve System in its open market operations, namely the announced intention to make purchases of Government securities with a maturity of more than five years, along with a few other recent actions, has brought about a change in the general movements of the various commercial grades of interest rates. It is believed that the long-term rate of interest in the market will continue to be many times its usual level. In view of the large amount of money in banks and institutions, the Federal Reserve Board is expected to announce an increase in the discount rate at any time. The banks, however, will probably not be in a position to increase the discount rate very much, as they are already on very narrow margins. The discount rate is now at 3.40%.

Monetary Policy as a Recession Tool

The unexpected and unprecedented announcement of the Open Market Committee of the Federal Reserve System last week meant that the Federal Reserve Board has decided to make purchases of Government securities with a maturity of more than five years, along with a few other recent actions, has brought about a change in the general movements of the various commercial grades of interest rates. It is believed that the long-term rate of interest in the market will continue to be many times its usual level. In view of the large amount of money in banks and institutions, the Federal Reserve Board is expected to announce an increase in the discount rate at any time. The banks, however, will probably not be in a position to increase the discount rate very much, as they are already on very narrow margins. The discount rate is now at 3.40%.

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Censorship by Taxation

By Hon. Hale Boggs, Representative, U. S. Congress (D.-La.)

A firm threatened by legislation cannot deduct as ordinary business expenses advertising costs incurred in presenting its side of the case in order to prevent passage of such legislation. Terminating this tax advantage by a subsequent amendment would not be important if we had low tax rates. Congressman Boggs hopes that Congress will favorably act on his bill. H.R. 940 would be an important step forward, even for those Congressmen who represent the present law for comparable situations, criticizes loose definition of what constitutes lobbying; and avers his bill is beneficial to business, labor and individuals.

In his State of the Union Address, the President, and I might say at many times during my campaign, said that he would not withhold facts and reports from Congress or from the American people just because they may not presenting a pretty picture, or they caused us to pose a heavier burden or a greater hardship upon our people. Already President Kennedy has demonstrated his belief in the people's right to know by hisbold move to disclose the United States Information Agency's report which reveals a sharp drop in the nation's prestige abroad. This is the kind of thing which we hope to see more and more of, and we have already launched the Spalding's, and his decision to permit live television coverage of his press conferences, a new move to give us, the American people spontaneous information on the latest developments in our world affairs, is one which has met with universal approval.

Now such moves the President is giving expression to his view that through greater knowledge, greater information, citizens will be more inclined and better equipped to participate in the affairs of government on every level. He has said repeatedly that only as enlightened, informed Americans, with greater knowledge of the workings of our government, its problems, its needs, its interests, can we best meet the stupendous challenges and tasks which face us in 1964. In other words, as I understand these expressions, the President welcomes us from American citizens the free and full expression of our ideas to aid the progress of our government and the problems of our nation.

I take it for granted that advertising is an important stay. It has been the subject of many discussions about some advertising being bad and some being good, but I suspect that intelligent businessmen have difficulty to do whatever policing may or may not be required in their industry, and certainly is not my function to picture any defects which may or may not exist.

A Bill to Allow Free Speech

I introduced in the last Congress a bill known as H. R. 7123. I have re-introduced this bill in the present Congress. As a fact of interest I introduced it on the first day of this session, and it now bears the number H. R. 940. This bill in my opinion is a very necessary change. As a free country I would have an opportunity to express a free opinion and a free opinion is something which I have ever believed to be the American people. Many know that the first amendment to the Constitution guarantees to us, as Americans, freedom of speech and freedom of petition our right under the redress of grievances. This freedom means, according to any law, the government, it extends from the township hall, from the county courthouse, to the city council, to the state legislature, and the Congress of the United States. These rights are an indelible part of our free system, and exemplify the highest principles of which we are a party of our founding fathers.

This brings me to the purpose of the bill. It is designed to correct any specific regulation which could prevent a petition or a case before a regular court, or before any branch of the executive department of the government. That is what I have marked therein, would be legitimate business expenses and would not be deductible from your personal income taxes as such. But if on the same opinion of the State of Arkansas, a businessman, who was on the state line, was drastically affected by a sales tax enactment which would mean that the businessman would cross the state line and buy in an area where the sales taxes were lower. He was able to deduct what he expended in an effort to defeat this enactment which he felt was an undue burden upon his own business.

Mentions Anomalies

There are countless other examples. I could give you there are many anomalies in the law. For example, if a businessman or lawyers, or representatives should come to the Congressmen or present a petition or a case before a regular court, or before any branch of the executive department of the government, we would be concerned therein, would be legitimate business expenses and would not be deductible from your personal income taxes as such. But if on the same opinion of the State of Arkansas, a businessman, who was on the state line, was drastically affected by a sales tax enactment which would mean that the businessman would cross the state line and buy in an area where the sales taxes were lower. He was able to deduct what he expended in an effort to defeat this enactment which he felt was an undue burden upon his own business.

February 28, 1961

GOLDEN CREST RECORDS, INC.

Class A Stock
(Par Value $10 per share)

PRICE $3.00 Per Share

Copies of the Offering Circular may be obtained from the undersigned and from such dealers as may be allocated to securities in this state.

DEAN SAMITAS & CO.

111 Broadway
New York, N. Y.
COrland 7-6901

VALEY FORGE SECURITIES CORP.

1706 Walnut Street
Philadelphia, Pennsylvania
Pennypacker 5-9200

INCORPORATED

27 William Street
New York, New York
HNovember 5-5140

NASSAU SECURITIES SERVICE

4 Hanover Square
New York, New York
Bowling Green 7-9974

We have laws against watering stocks, laws against tampering with securities but no effective law, seems to preserve the integrity of the dollar.

A fickle and uncertain dollar value takes the power of prediction out of business and takes the inherent integrity out of contracts and takes away the incentive for people to save. It is important to know that the cloth we buy is all wool and a yard wide said, and it is important to know that our dollar is all gold of a fixed weight — no matter who happens to be in the saddle at the time. It is matter which, for the lack of tampering with the country's cash register.

Without a gold standard dollar, no man can tell whether he is contracting for the future. As the old story goes, he may promise to deliver ot or to pay "six of something. But without a gold standard, we wonder whether he is going to have to deliver six rabbits, six horses, six mice or six elephants.

No arrangement for any future payment can have a definite meaning. No man can tell what liquid form can mean much so long as the flat of one man, or any combination of men, can, overnight, say that this dollar is worth this:

Viscountess Adams, Chairman, Zions First National Bank, Salt Lake City, Utah.

"Six Mice or Six Elephants"

We have laws against watering stocks, laws against tampering with securities but no effective law, seems to preserve the integrity of the dollar.

A fickle and uncertain dollar value takes the power of prediction out of business and takes the inherent integrity out of contracts and takes away the incentive for people to save.

This has to do with the tax rate. It is important to know that the cloth we buy is all wool and a yard wide said, and it is important to know that our dollar is all gold of a fixed weight — no matter who happens to be in the saddle at the time. It is matter which, for the lack of tampering with the country's cash register.

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Richly Endowed

Instead of Eastman, Christiana, GM and California Standard, the previous leaders, professionals include United States Steel, Goodyear Tire & Rubber, Minnesota Mining & Manufacturing and nickel of Canada in their top 10. There is yet another departure, although Boston does not mention this: the top holdings remain. "About as close as you can get to foreign concerns," the college commons are Royal Dutch and Shell Oil, with 1.2 billion dollars in New York Stock Exchange.

But you will search in vain for the foreigners, which have become the rage in the professional portfolios. Our colleges, bless their patriotic little hearts, were not afraid to "buy foreign," as Farnham Beyer A.G. no! They also were shouting "GM yes! Fiat no!"

No less touching is their faith in our much-maligned railroad stocks. While many professional portfolios have given the carriage back the hands of their, not more than 10 of the 64 college portfolios listed by the Union Pacific (total market value of $35,957,573, or 4.5% of the funds held in the society of 1959 when shares amounted to 77,177.

Net assets of Mutual Securities Fund amounted to 309.1 million dollars, which compared with shares of Boston Fund's three-quarter report. For the period of March 31, 1960, this year, net assets were $382,586,89, as compared with $473,084,57 at the end of the first quarter of 1959. The net asset value per share increased from $19.12 to $20.10.

Putnam Growth Fund reports net asset value rose 13% during the three-month period since the close of the fund's third-quarter report. For the period ended Dec. 31, 1960, net assets were $382,586,89, as compared with $473,084,57 at the end of the first quarter of 1959. The net asset value per share increased from $19.12 to $20.10.

Television-Electronics Fund, Inc., reported total net assets of $38,262,000 at the close of the last fiscal year, Oct. 31, 1960, and $141,000 at the end of the first fiscal quarter of 1960. Total net assets, he said, grew 14.4% during the first quarter of the year, and were 25% larger than a year ago.

The net asset value per share rose 13% during the three-month period since the close of the fund's year on Oct. 31, 1960, and was up 10.7% during the first three months of 1961.

Mr. Roper said that the investment position at Jan. 31, 1961, was such that albeit the close at the last fiscal quarter and "re¬ curred in a world of uncertainties, the fund remained conservative oriented to capi¬ tals and monies at $25,000 in cash and short-term is¬ sues." No common stock additions were made during the quarter, he said. Mergenthaler Linotype and American Bank & Trust offered. Holdings in Fairchild Camera & Instrument, Foxboro, General Electric and Westinghouse Electric were increased during the three-month period.

Total assets of the Texas Fund, Houston-based mutual investment fund, rose above $40,000,000 in January, 1961, its 12-year history, it was learned yesterday, by Texas Fund's President, Mr. Run¬ don, who said the fund reached $40,013,000 as of Jan. 31. This compares with a value of $28,000,000 at the same time last year. Net asset value as of Jan. 31 was $10,408 per share, compared to $9.34 per share at the same time last year.

Banner Indust. Common Offered

Banner Industries, Inc. of St. Louis, principal offices at 25,018 units at $10 per unit. Each unit consists of two shares of common stock, par value 10 cents each, and one warrant to purchase one share of common stock at $9 per share to May 1, 1962.

The company is primarily engaged in the manufacture and sale of tools, housewares, hardware, sporting goods, and promotional specialty items to hardware stores, mass merchants, department stores, super markets, dollar and five and dime stores, and through such and other channels.

Also promoted by syndicates of United States, Canada and Canada, all backed by the company's 48,000,000 shares of common stock, par value 10 cents each, and one warrant to purchase one share of common stock at $9 per share to May 1, 1962.

The common stock of Westinghouse Electric & Manufacturing Co., Inc. is the underwriter.

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Federal Spending for Full Employment Imperils Dollar

The recent continuous hardship of the laboring classes of the world has brought us to the conclusion that we must look to Federal spending for full employment. The effect of this policy on the dollar is not yet clear, but we believe it will lead to an increase in the value of the dollar. The government has been spending a great deal of money recently, and this has put a strain on the economy.

The government spending has also led to an increase in the money supply, which has put pressure on the dollar. The Federal Reserve has been trying to keep the interest rates low, but this has not been enough to prevent the dollar from weakening. The dollar is now falling in value, and this is causing concern among economists.

There are several reasons why the dollar is falling. One reason is that the government is printing too much money. Another reason is that the economy is slowing down. The government spending has not been enough to stimulate the economy, and this has led to a decrease in demand for goods and services.

The fall in the dollar is causing concern among businesses and investors. The falling dollar makes it more expensive to import goods, which can lead to a decrease in economic growth. It also makes it more expensive to borrow money, which can lead to a decrease in investment.

The government is aware of these problems, and it is trying to address them. The government has been increasing interest rates, which is making it more expensive to borrow money. It has also been cutting government spending, which is reducing the money supply.

However, these measures are not enough to stop the fall in the dollar. The government needs to take more significant steps to address these issues. The government should consider reducing government spending even further, which would help to bring the money supply back into check.

In conclusion, the fall in the dollar is causing concern among economists and businesses. The government needs to take more significant steps to address these issues, or the dollar will continue to fall in value.

Source: Federal Reserve Bank of St. Louis, March 2, 1961
springs some extent from the belief of most key leaders that the time calls for caution, while the Munch corrosion occurred a considerable autonomic boom. Colonel Harwood and the Administration of Economic Research warn that the present slow-down differs in important aspects from the three postwar recessions of 1948-49, 1955-56 and 1960-61. A point to the fact that after each major recession the labor force unemployment ended at a higher level than during the preceding recession, their calculations show that the structural change in the economy; that liabilities may (a fairly reliable cyclical indicator) are considerable and in this respect the in the preceding ones; and, above all, that the unemployment rate which made possible the spending boom during the war years and which served as a basis for the vast credit expansion of the 1950's, are to a large extent used up by this time.

Given these cyclical uncertainties, the world is confronted with two important questions: Will the American people, and the liberals now straining at the leash in Washington and Cambridge, have the patience of letting the "plate-shaped" recession work itself out during the next 6-9 months, or will they rush in with "anti-cyclical" measures which would not become effective for another 6-12 months, and could then provide the basis for another inflationary spiral? And what will be the attitude of the American people and their leaders, if the business prognosticators should prove as wrong in 1961 as they were in 1960, and the promised recovery the economy should continue to stagnate? What policies will the Administration adopt? Will it be another dose of the by now somewhat stale anti-cyclical deficit spending remedy? Or will we begin to face the basic causes of the weakness of the American economy?

Again let it be said, that confidence is based not only on the Administration's promises to do, but on what "experts" claim to the contrary. The present situation suggests that the Administration might proceed more slowly than it has done in the past, and that the recovery of the labor force unemployment might take longer than expected.


domestic policies adopted, or like-
ly to be adopted, and the willing-
ness of the new Administration \( \text{and Congress} \) to accept the disci-
pline of the balance of pay-
ments," even if it should prove politically inconvenient.

Chronic Unemployment

By far the greatest threat to monetary stability is the possibility of continued high unemployment, because of the political and social dynamics involved. During the 1950s the American labor force increased relatively slowly because of the new birth rate and industry. In the 1960s the labor force will increase relatively rapidly because of the need to increase the labor force to meet the needs of the American industry (a development) by the way, which is quite similar in cause and effect to the migration of Roman industry from Italy dur-
ing the second century which helped to weaken the Roman empire (will not stop even though Congress may change the tax laws which now favor such migration). Most important of all, the unions still refuse to see the change which is taking place and continue to see the salvation for themselves and the nation in higher and greater purchasing power.

In January 1961, the American labor force amounted to about 71.3 million. Of those about 5 million (7%) were unemployed. The American economy thus produced about 66 million jobs. By 1965, the labor force will have increased to more than 77 million. The "Full Employment," the "unemployed goal of the Administration, calls for jobs for about 97% of the labor force. In other words, by 1965 we shall need about 75 mil-

Worried Wrong to Increase Jobs

In 1957 wage increases, for increased consumption, and the Keynesians and union leaders see the road to increased consumption in higher wages, cheaper credit and deficit spending. We have tried these remedies—enthusiastically under Truman and half-heartedly under Eisenhower—but the results have been disappointing. In 1960, the government, leaders, the several

Continued on page 24
Federal Spending for Full Employment Impairs Dollar

Continued from page 23

months of recession, 3% of the nation's 25 million part-time workers have added 8% to the cost of living since 1945, and the destruction of the Keynesian recipe for full employment. The second premise, in the words of The New York Times, "proposed to sacrifice free enterprise". The argument did not work. The government's "dependent businessman" wrote "The Nation," "will be to do away with the words like 'free enterprise' for business." The great promise of full employment, Lord William Beveridge, whose theories were widely accepted after the war, advocated increased government intervention because "rigidly orthodox financial controls are not to be expected in the foreseeable full employment route to full employment." To curb the danger of inflation, "the government proposed to sacrifice free enterprise". He suggested that wages and prices be frozen and investments and in fact, all aspects of the economy related to full employment.

The British Labor Party government followed the Beveridge policy to fight inflation at an artificially low level and was successful in controlling inflation through rigid economic controls. The result was economic recession and a great decline in British economic productivity. However, inflation continued, so that the government was complex and Beveridge complained that because of the lack of wage and price controls full employment was impossible. The destruction of the value of money, and spending-wide poverty among all who are trying to save or savings and fixed pensions.

Migrations About Price Inflation

The danger of a full employment policy was fully recognized in this country. I believe that the declaration (the President's Economic Policy) would have been written by the maintenance of general price levels and the goal of economic policy has been a "target of the Treasury's Secretary, Senator Robert A. Taft, and Senator Jacob Javits. Secretary of the Treasury's Secretary, Senator Robert A. Taft, and Senator Jacob Javits.

The federal government system, referred to as the "possible weakness in the declaration... that makes it possible to change the spending that..." But Mr. Snyder who is a 23-year-old man and his associates who are interested in full employment..."The government's destruction of the Keynesian recipe for full employment is not necessarily a great picture. We have not yet learned, but we are learning, that full employment will not pay for football teams, but it does not change a sound education. Like the modern romantic who doesn't want a full meal, he can't be satisfied by taking more vitamin pills, and this is a real meal. By 1942, his money or his bank, we are still the victors of the illusion of full employment, and in the course of the war we have only increased consumer spending, and paid the brand of the Hensen-Glaphrath's "social consumption."

The Road to Sanity

The United States is by far not as secure as it was in 1956, when President Eisenhower's State of the Union Message, but on the other hand, the President's Economic Policy in 1946 was described as a "cry of the times". But the President described it, although the President's Economic Policy, which may have performed the very function of its function, has been rendered ineffective by a few more people to the dangers which we face. If we could in-Clay, have been an opportunity to replace the President's Economic Policy by a stronger program, not only one that will hold the doom of the President's Economic Policy: it has now a highly respected middle-of-the-road President, who has not yet come to see it that way. President Kennedy's advisors, however, virtually all of whom have known the theory that deficit spending and an easy credit policy do not work, are aware of the fact that inflation is the result of some institutional and economic manage- ment. Quite clear, there is no indication that the much desired "lack of flexibility" in the President's Economic Policy is necessarily the cause of the decline in business activities.

The steel strike, to a large extent, has succeeded in its authority in the country, and it is not clear that the consequences may be for the nation. The settlement of the steel strike was suggested, farm policies should be directed toward lower farm prices with direct subsidies paid to sub-

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Federal Reserve Bank of St. Louis

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Federal Reserve Bank of St. Louis
$30 Million Bonds Of Agency Offered

A group headed by Halsey, Stuart & Co., Inc.; Leiman Brothers, Smith, Barney & Co.; and C. J. Devine & Co. is offering $30,000,000 Alabama Education Authority 5%, 3 3/4%, 5 3/4% and 3% capital improvement bonds due 1962-1961, inclusive, at prices to yield 1.5% to 3.5%.


Eastern Bowling Com. Marketed

Schirmer, Alberton & Co., and associates offered publicly on March 1, 150,000 shares of Eastern Bowling Corp. class A common stock, $1 par value, at $6.25 per share.

The latter company was organized for the establishment and operation, directly or through subsidiaries, of "ten pin" bowling centers and related facilities.

It now owns and operates two bowling centers, in Hartford, Conn. and Shrewsbury, Mass.

Net proceeds from the sale of stock will be used to establish bowling centers in Quincy, Natick, and New Bedford, Mass., and three other centers at locations not yet determined.

Joins Blyth Staff

PHILADELPHIA, Pa.—Blyth & Co., Inc., 3 Peru Center Plaza, announces that Walter F. Weidler, Jr., is now associated with them in their Municipal Department.

Form Central Securities

RED BANK, N. J.—Central Securities has been formed with offices at 103 East Front Street to engage in a securities business. Alex L. Hasinger is a principal.

WHO is at work on a satellite system for global telephone and TV transmission?

WHO provides the communications channels for America's missile defenses?

WHO is girdling the globe with communications for America's first man into space?

WHO tapped the sun for electric power by inventing the Solar Battery?

WHO used the moon for two-way conversations across the country?

WHO guided Tiros and Echo into accurate orbit?

WHO made your pocket radio possible by inventing the Transistor?

WHO maintains the world's largest, finest industrial research facilities?

WHO supplies the most and best telephone service in the world?

WHO has the UNIVERSAL communications organization?

THERE'S ONLY ONE ANSWER TO ALL TEN QUESTIONS

BELL TELEPHONE SYSTEM

Pioneering in outer space to improve communications on earth

Moors & Cabot

To Admit

BOSTON, Mass.—Moors & Cabot, 111 Devonshire Street, members of the New York and Boston Stock Exchanges on March 9 will admit Courtney F. Bird to partnership.

Vincent, James in N. Y. C.

Vincent, James & Co., Inc. is engaging in a securities business from offices at 37 Wall Street, New York City. Vincent J. Agostino is a principal of the firm.

With Calif. Investors

PASADENA, Calif.—Benjamin J. Bin has been added to the staff of California Investors, 690 Green Street.
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:

### Stock Transactions for Ood-Loans Account of Odd-Loans Dealers and Speculators on NY Stock Exchange

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<tr>
<th>Date</th>
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### Stock Transactions for Odd-Loans Account of Odd-Loans Dealers and Speculators on NY Stock Exchange

- **BANK DEBITS—BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM—Month of January**: $241,600,000, $257,022,000, $280,319,000
- **BANKERS’ DOLLAR ACCEPTANCES OUTSTANDING—FEDERAL RESERVE BANK OF NEW YORK—As of Jan. 1**: $, $, $
- **Bills accepted by dealers**
  - **For March**: $30,981,000, $403,342,000, $262,517,000
  - **For March**: $770,686,000, $674,632,000, $477,130,000
- **Federal Reserve Districts**: $7,387,000, $87,012,000, $103,301,000
- **For March**: $11,036,000, $12,727,000, $19,154,000
- **For March**: $287,197,000, $350,866,000, $556,015,000
- **For March**: $118,245,000, $121,990,000, $139,351,000
- **For March**: $132,750,000, $139,351,000, $139,351,000
  - **For March**: $2,070,136,000, $3,285,029,000, $3,285,029,000

### BUSINESS FAILURES—B. & B. R. A. D. E. S.:

- **Month of January**: $228, $231, $230, $231
- **Wholesale number**: $151, $130, $91, $77
- **Retail number**: $1,050, $1,120, $92, $87
- **Commercial service number**: $1,151, $1,160, $92, $97
- **Total number**: $1,404, $1,423, $1,281, $1,281

### BUSINESS FAILURES—NEW YORK-

- **Month of January**: $82,112,000, $81,789,000, $314,324,000

### BUSINESS CORPORATION—NEW YORK—INDUSTRIA:

- **Month of January**: $81,530,000, $79,873,000, $53,671,000

### CONSUMER PRICE INDEX—1910-100—Month of December

- **All Items**: 127.3, 127.4, 125.4
- **Fuel and light**: 112.1, 111.6, 111.4

### FACTORY ENSIONS—WEEKLY, AVERAGE ESTIMATE—U. S. DEPT. OF LABOR

- **Weekly average earnings**: $60.55, $60.55, $52.99
- **Daily average earnings**: $4.08, $4.97, $8.91

### INDUSTRIAL PRODUCTION—BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM:

- **Month of January**: $477,495,000, $461,284,000, $436,348,000

### MOTOR VEHICLE FACTORY SALES FROM PLANTS IN U. S.—AUTOMOBILE MANUFACTURERS

- **Month of January**: $477,495,000, $461,284,000, $436,348,000

### PERSONAL INCOME IN THE UNITED STATES (DEPARTMENT OF COMMERCE—MONTH OF JANUARY (in billions))

- **Total personal income**: $490.3, $490.3, $393.7
- **Wage and salary receipt**: $271.8, $271.4, $268.7
- **Wage and salary receipt at the st. rate**: $177.8, $177.4, $174.2

### SCHEDULE OF IMPORTS AND EXPORTS

- **Month of January**: $5,613,000, $5,613,000, $5,613,000
- **Imports**: $839,703,000, $5,125,400,000
- **Export**: $6,730,000,000, $6,730,000,000, $6,730,000,000

### CIVIL ENGINEERING CONSTRUCTION—ENGINEERING

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Maintaining Canada’s Economic Independence

Continued from page 3

"Floating" the exchange rate on the Canadian dollar.

Before considering some of the recent developments in exchange-rate policy, and some of the measurement problems associated with it, I would like first to state what I believe the main advantages are of the "floating" system and why it is sometimes argued that "times have changed," we "face new problems," and hot money of the 18th century is no longer of the same variety.

But hot money is no longer a problem for Canada precisely because we have the free exchange rate system. Hot money today is an embarrassment to West Germany and Switzerland, now on the receiving end. The reasons are both structural and are inherent in the freedom of money and fiscal policy to fight recession by means of a floating exchange rate and outflows of hot money have plagued the United States and Canada most continuously since the end of the Second World War.

The U.S. dollar and the pound sterling are the world’s leading reserve currencies, and their relative values are determined by the forces of supply and demand on the world exchange markets. Canada’s exchange rate is determined by the forces of demand and supply on the world exchange markets. Nevertheless, it is even argued that this rate is an "artificial" rate and that it is therefore not true, or that we should "float" the rate. Reduced forthwith, presumably to whatever level the market determines, the policy is to be to let the exchange rate rule itself.

There are those who argue that, whatever else may have been the case Canada’s floating exchange rate has behaved satisfactorily for the past five years because it has been at what is considered a "natural" level. This argument assumes that the rate could only be a set, or artificial, rate—true natural rate, yet, as is well known, a floating rate.

But the "floating" rate is natural does not mean that, when it is high, it wreaks no havoc on the economy. It affects domestic producers and consumers, and is by no means always to the benefit of the country. For example, when the exchange rate is high, it makes our goods and services relatively expensive and they cannot be sold.

It is sometimes argued that "times have changed," we "face new problems," and hot money of the 18th century is no longer of the same variety; and in fact, the "floating" system has some advantages.

As a rule, we have a higher exchange rate than many other countries, and while we can experience to a large extent the "benefits" of the "floating" system, our exchange rate is relatively high or "wobbling." This is the system's advantage. We shall have the chance to "manufacture" our way out of this exchange rate, but what we have to pay for that advantage is an increase in inflationary pressures and a higher exchange rate.

However, while the "floating" system does not mean that, when it is high, it wreaks no havoc, it is not necessarily true that the system does not mean that, when it is high, it wreaks no havoc on the economy. It affects domestic producers and consumers, and is by no means always to the benefit of the country. For example, when the exchange rate is high, it makes our goods and services relatively expensive and they cannot be sold.

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**Maintaining Canada's Economic Independence**

**STATE OF TRADE AND INDUSTRY**

Continued from page 5

truck tonnage were found at the Middle East, Africa and Europe.

Compared to the preceding week, 14 metropolitan areas registered 1,766,000 registered tonnage decreases.

**Business Failures Down Moderately**

Commercial and industrial failures declined by 358 in the preceding week, reported Dun & Bradstreet Co., to the lowest level in five weeks, casu¬

ality continued higher than a year ago when 277 occurred in 1959 when failures fell to the 267 in the preceding week.

Liabilities of $3,000 or more in the week's casualties as against 329 in the previous week and 251 last year. Small failures, those with losses under $5,000, took a con¬

traction up to 45 from 45 in the preceding week.

The Dun & Bradstreet reports dipped to 176 from 184, among whole¬

time manufacturers to 59 from 66. On the basis of last year's more mor¬

tality edged up to 63 from 60, and commercial service casualties climbed to 63 from 55 last year. Mortality occurred last in New York, where the most noticeable increases from 9 to 11 in the preceding week and contracts.

Six of the nine major geo¬

graphic regions reported decreases during the week. While casu¬

ality to 63 from 63, those in the West Central States climbed to 63 from 63 and in the West South Central to 7 from 23. In New York City, a capital city, Atlantic turned up to 106 from 96. The table for the Pacific and Mountain territories increased to 62 and 14 respectively. All ex¬

cept three regions suffered heavier business casualties than last year.

Canadian failures climbed to 59 from 54 in the preceding week and in the comparable week in 1959, sales showed a decrease.

**Wholesale Commodity Price Index Edges Up To Highest Level Ever This Year**

The daily wholesale commodity price index, compiled by Dun & Bradstreet, increased from 269.76 (1930-39=100) to 269.87, the highest level so far this year. On February 27, the index stood at 269.67, but it was up from the 269.64 level of January 27.

In April 1960, the index flashed to 277.24 on the corre¬

sponding date a year ago. The week-to-week advance primarily reflected higher prices on some grain, flour, lard, coffee, steers, cotton and rubber.

The index in corn showed little change from a week earlier, but prices moved moderately higher. In contrast, oats price declined 1 cent.

Domestic and export buying of wheat, which had been active during the past eight weeks, prices rose appreciably, reflecting increased volume in the market. A marked rise in soybean prices during the preceding month was expanded noticeably and strength was also evident in the soybean oil and meal market.

Both domestic and export buy¬

ing of corn continued brisk, prices rose fractionally from a level of a few weeks ago and remained close to the prior week and prices were unchanged. Rice prices held steady as domestic and export buying expanded; numer¬

ous inquiries were received from

**New York Analysts to Discuss Insurance Stocks**

The outlook for insurance stocks is possibly the most optimistic ever that the New York Society of Security Analysts, at its annual meeting on April 7, at its quarters at 13 William Street, elected a new board of three speakers. They are Sheldon B. Dava, head of the New York in¬

stitution, and David G. Scott, first Vice-President of the Continental Assurance Company, New York.

**PRIME SOURCE FOR**

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<td>Bankers, Brokers, Institutions</td>
<td>39 Broadway, New York 6, N. Y.</td>
<td>Digby 4-2370</td>
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<td>Tel: (1-1)-521-521</td>
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Stock trade activity is high as individuals and businesses seek to capitalize on market opportunities. The New York Stock Exchange has seen significant activity, with many companies reporting strong performance. The Dow Jones Industrial Average has reached new highs, reflecting investor confidence in the economic outlook. The Nasdaq Composite has also shown strong gains, driven by technology and growth stocks. Retail investors are particularly active, with many new accounts being opened and increased trading volumes observed. Banks and financial institutions report robust demand for margin loans and credit lines, indicating a healthy信贷 environment. While some sectors, like energy and transportation, have seen some volatility, overall the market remains resilient and attractive to investors.
Continued from page 29

For domestic and foreign expansion. Office—361 Madison Avenue, New York 16, N. Y. Underwriter—Eastman Dillon, Union Securities & Co., New York City (man-


American Mortgage Investment Corp. Apr. 18, 1961 filed $15,000,000 in first and second mortgage bonds and $1,566,000 in first, second and third mortgage bonds. All will be offered for public sale in units (2,000) known as Investment Certificates, each representing 1000 of bonds and 783 shares of stock. Price—$11 per unit. Proceeds—For general corporate purposes. Underwriter—Ameritrade-Brant, Grunet & Seigel, Inc., and Kesselman & Co., Inc., both of New York City.


March 14 (Tuesday)


March 15 (Wednesday)


March 14 (Tuesday)


March 15 (Wednesday)


March 14 (Tuesday)


March 15 (Wednesday)


March 14 (Tuesday)


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March 15 (Wednesday)


March 14 (Tuesday)


March 15 (Wednesday)


March 14 (Tuesday)


March 15 (Wednesday)


Baruch (R. & Co.) Sept. 28, filed (letter of notification) 15,000 shares of class A common stock (par $3.75). Price—$10 per share. Business—The issuer is a broker-dealer with the SEC, and a member of the New York Stock Exchange and the Municipal Securities RuleMAKERS. Office—301 Madison Ave., New York, N. Y. Underwriter—Same.

Beckman Instruments, Inc. (2/3/28) Feb. 11, filed 500,000 shares of common stock (par $1) to be offered for subscription by common stockholders of record March 28, on the basis of one share for each 20 shares held. Price—To be fixed by amendment. Business—Manufactures electronic instruments, components and systems, including precision analytical instruments, computers, precision potentiometers, radiation and analytical equipment. Office—520 Fullerion Rd., Fullerton, Calif. Underwriter—Lehman Brothers, New York, N. Y. (marketing agent).


Bryant Millinery Corp. Feb. 27, filed 250,000 shares of common stock. Price—$4.50 per share. Proceeds—For expansion and inventory, with the underwriting to be made by Office—Valley Stream, L. I., N. Y. Underwriter—Eldes Security Corp., New York, N. Y. (marketing agent).


Canadian Superior Oil of California Ltd. Jan. 5, 1961, filed 1,500,000 shares of common stock to be offered for subscription by common stockholders on the basis of one share for each 1.575 shares held. Price—$9 (U. S.) and $8.75 (Can.) per share. Proceeds—To build Naugatuck Development Co., New York, N. Y. Underwriter—Canadian Underwriter—None. Note—This statement has not been filed.


Caribbean & Southeastern Development Corp. Sept. 28, 1959, filed 750,000 shares of common stock. Price—$3.25 per share. Proceeds—For investment in land in the Caribbean area, development of a site in Atlanta, Georgia, and a hotel in the Southeast. Underwriter—To be announced on amendment.


Chalco Engineering Corp. Feb. 28, 1960, filed 100,000 shares of common stock. Price—$7 per share. Proceeds—For the business of engineering, research, development, manufa


Circle-the-Sights Corp. March 20 filed 160,000 shares of common stock and $350,000 of debentures. Proceeds—For stock, $1 per share; debentures in units of $1,000 at their face value. Office—Washington, D. C. Underwriter—None.


City Products Corp. Feb. 27, 1961, filed 350,000 shares of common stock to be offered for subscription by certain store owners who are shareholders in the company. Price—To be supplied by amendment. Business—the company has several stores in New York, New Jersey, Pennsylvania, Kentucky, and New Orleans, and engages in the sale of a large variety of products; operates coal yards and fuel oil facilities; distributes dairy products; operate two breweries and several bottling plants, and facilities for icing refrigerator cars. Proceeds—For expansion; for the purchase of the 33 South Clark Street, Chicago, III. Underwriter—None.


Coldwell Banker College, Inc. Feb. 16, 1961, (letter of notification) 20,000 shares of common stock (par $5). Price—$5.50 per share. Proceeds—For the purchase of a land; a down payment on a building and equipment, and operating capital. Address—Richmond County, Ga. Underwriter—None.


Colorite Plastics, Inc. (3/7-9) Feb. 23, 1961, filed (letter of notification) 6,000,000 shares of capital stock, par $0.0001. Proceeds—For the sale of shares to the public. Proceeds for the purpose of buying real estate; the development of a plastic garden hose, tubing, rods, strips, gaskets, and recreational products. Office—50 California Ave., Patterson, N. J. Underwriter—P. W. Brooks & Co., New York City (marketing agent).

Commerce Oil Refining Corp. Dec. 21, 1960 filed (letter of notification) 50,000 shares of common stock due Sept. 1, 1961, $20,000,000 of subordinated debentures due Oct. 1, 1968 and $3,000,000 of 6% due Oct. 1, 1968 and $3,000,000 of 4% due on face amount plus accrued interest. For the stock: To be supplied by amendment. For the debentures: Proceeds—For the purpose of buying, developing, and making products for the market. Office—50 California Ave., Patterson, N. J. Underwriter—P. W. Brooks & Co., New York City (marketing agent).

Continued on page 22
Price—$3.75 per share. Business—The company’s 12,000 shares of common stock are to be offered for subscription by holders of its common stock at a price of $3.75 per share, subject to the ratification by the holders of the amount of capital stock to be issued. Proceeds—For general corporate purposes and for the purchase of additional equipment, Office—537 South Broadway, St. Louis, Missouri. Underwriter—None.

**Delco Electric Machine Co., Inc.**
Jan. 25, 1967, filed 150,000 shares of common stock (par 10 cents). Price—$10 per share. Business—The company is engaged in the design, manufacture, and sale of electrical machinery and equipment for industrial and commercial use. Proceeds—For general corporate purposes and for the purchase of additional equipment, Office—1501 Main Street, New York, New York. Underwriter—None.

**Economics Laboratory, Inc.**
Jan. 27, 1967, filed 250,000 shares of common stock (par 10 cents). Price—$4 per share. Business—The company is engaged in the design, manufacture, and sale of electronic components and equipment. Proceeds—For general corporate purposes and for the purchase of additional equipment, Office—919 Louisiana Avenue, St. Louis, Missouri. Underwriter—None.

**Eastern Can Co., Inc.**
Jan. 23, 1967, filed 250,000 shares of common stock (par 10 cents). Price—$10 per share. Business—The company is engaged in the design, manufacture, and sale of metal containers for the packaging of paint, paint thinners, and other chemicals. Proceeds—For general corporate purposes and for the purchase of additional equipment, Office—422 N. 1st Street, Phoenix, Arizona. Underwriter—None.

**Electro Industries, Inc.**
July 19, 1967, filed (letter of notification) 15,000 shares of common stock, all of which are convertible into 13-year 5% general obligation debentures to be offered in multiples of $100 shares. Price—$10 per share. Proceeds—For acquisition of new equipment and for working capital. Office—849 Kentucky Avenue, Brooklyn, New York. Underwriter—Mitton D. Blauner & Co., Inc., New York City.

**Electro-Nuclear Metals, Inc.**

**England, Inc.**
Nov. 22, 1966, filed 100,000 shares of common stock (par 10 cents). Price—$2 per share. Business—The company is engaged in the design, manufacture, and sale of electrical components and equipment. Proceeds—For general corporate purposes and for the purchase of additional equipment, Office—301 E. 3rd Street, Baltimore, Md. Underwriter—None.

**Fall’s Plaza Limited Partnership (3/6-10)**

**Fabien Corp.**
Feb. 27, 1967, filed 60,000 outstanding common shares of the company. Price—$20 per share. Proceeds—For the purchase of new equipment, for working capital, and for the purchase of additional equipment. Office—1501 Main Street, New York. Underwriter—None.

**Faraday Electronics Corp.**
May 11, 1967, filed 150,000 shares of common stock (par 10 cents). Price—$15 per share. Business—The company is engaged in the design, manufacture, and sale of electronic components and equipment. Proceeds—For general corporate purposes and for the purchase of additional equipment, Office—57 Jay St., Rochester, N. Y. Underwriter—None.

**Federal Shell Homes, Inc.**


For purchase of creative design and printing of cata-
logs, stamp booklets, advertising and for working cap-
acity of the office—

International Sales & Investment, Inc., 4501 North
Bible St., New York, N. Y.

- Lafayette Radio Electronic Corp. (3/13)
Jan. 27, 1961 filed $2,500,000 of convertible subordinated
convertible debentures due March 1, 1961, for price
herself. Proceeds—To be supplied by the company.
Business-The company and its subsidiaries are engaged in
and distributing of electronic equipment in kit and wired
and real estate. Proceeds—For equipment and for working
capital. Office—160-38 Liberty Avenue, Jamaica, N. Y., Underwriters—C. E. Un-

- Lake Aircraft Corp. Feb. 14, 1961 (letter of notification) $300,000 of preferred
stock at par of $1 per share. Price—At face value.
Proceeds—To reduce working capital. Business—Manufactu-
re and repair of aircraft. Office—22 West 63d St., New York, N. Y.

- Lake Arrowhead Development Co. (3/27-31)
Jan. 19, 1961 filed 300,000 shares of common stock. Price—
put on a firm commitment. Proceeds—To be used for
the Arrowhead property, which is located in the San
Rafael Mountains. The company will reduce its indebted-
ness, with the balance for general corporate purposes.
Business—The company is engaged in manufacturing
and distributing for public sale. Underwriters—Van Alstyne, Noel, & Co., New
York City (managing) and Sutro & Co., San Francisco.

- Jan., 1961, filed 30,000 shares of $5 par common
stock, representing outstanding stock, to be offered for the
benefit of the present holders thereof. Price—To be
be supplied by amendment. Proceeds—For exploration
and development of oil lands. Office—3110 Euclid Blvd., Cleveland, Ohio. Underwriters—
- Leavitt Transportation Corp. (3/13)
Jan. 31, 1961 (letter of notification) 100,000 shares of
common stock (par one cent). Price—$2 per share.
Business—The manufacture, research, sale and distribution
of electrical products. Proceeds—for payment of bank loans; new equipment;
York City (managing). Offering—Expected in March.

- Le-Wood Homes, Inc. Jan. 31, 1961 (letter of notification) 100,000 shares of
common stock (par 50 cents) and 100,000 of 9% con-
vertible debentures due March 1, 1961, for price
herself. Proceeds—For payment of development capital. Office—700 W. Broad St, Richmond, Va. Underwriters—Bell-

- Lockwood Grader Corp. Feb. 2, 1961 (letter of notification) 500,000 shares of
nonvoting preferred stock, no par value, $5000 of sinking fund deben-
tures. Proceeds—For use of the proceeds issued in a corporate
amendment. Business—the manufacture and sale of field agri-
culture equipment. Proceeds—For the purchase of
development machinery, primarily for use in the potato industry. Office—1875 N. Broadway, New York, Underwriters—First Trust Co. of Lincoln, Neb. Offering—
Expected in late March.

- Loan Service Corp. Dec. 23, 1960 (letter of notification) 65,000 shares of
organize and do business. Proceeds—For general corpo-
rate purposes. Office—567 N. Dearborn St., Chicago, Underwriters—Morgan
Franklin & Co., New York, N. Y. Offering—Expected sometime in March.

- Mansfield Industries Inc. (3/27)
Jan. 31, 1961 filed 150,000 shares of common stock of
common stock, representing outstanding stock, to be offered for the
benefit of the present holders thereof. Price—To be supplied by

- Marimekko Corp. (4/3-7)
Feb. 24, 1961 (letter of notification) 100,000 shares of common stock. Price—$13 per share.
Business—the company is a closed-end, diversified management investment company or-


- Marimekko A (4/3)

- Marimekko Industries, Inc. (3/7)
Feb. 5, 1961 filed 250,000 shares of common stock, par $10, for price $10 per share. Proceeds—To be used to expand operations of the company.

- Marimekko Marimekko Industries, Inc. (3/8)
Jan. 23, 1961 filed 100,000 shares of common stock (par $2 per share). Price—$3 per share. Proceeds—For general corporate purposes. Address—Milwaukee, Wis.

- Marimekko—Grant, Fontaine & Co., Oakland, Calif.

- Marley Co. (3/8)
Jan. 23, 1961 filed 100,000 shares of common stock (par $2 per share). Price—$3 per share. Proceeds—For general corporate purposes. Address—Milwaukee, Wis.


- Mensch Investment & Development Associates, Inc. Nov. 19, 1960 filed $696,000 of debentures and 32,000 shares of stock being offered for subscription by stock-
koupons. The company is expected to begin operations on March 22 or rights evidenced by subscription warrants to purchase 1,000 shares of common stock at a price of $50 per share. Business—The building of 1,169,470 common stock. Proceeds—To be used for the building of a new building. Office—1910 K St., N. W., Washington, D. C. Proceeds—To retire certain obligations; make improvements on property; retire debentures due 1961, and to construct or acquire income producing properties. Office—1625 20th St., Washington, D. C. Underwriters—None. Note—This statement was effective Feb. 20.

- Mercury Electronics Corp. (3/16)
Feb. 6, 1961 filed 100,000 shares of common stock (par $5 per share). Price—$3 per share. Proceeds—For general corporate purposes. Office—Bethlehem, Pa.


- Metromedia Inc. Feb. 23, 1961 filed 100,000 shares of common stock (par $50). Price—$25 per share. Proceeds—To be supplied by amendment. Proceeds—to establish a reserve for 1966 tax payments, price—$25 per share. Business—the sale and leasing of real estate. Office—525 Fifth Ave., New York City. Underwriters—None. Note—Feb. 23, 1961, the reported filing of the stock was voided. The tax ruling, subsequent to which a decision will be made as to whether or not offering will be made.

- Metropolitan Securities, Inc. Nov. 17, 1960 (letter of notification) 100,000 shares of
common stock (par five cents). Price—$3 per share. Proceeds—For general corporate purposes. Office—111 West 42d St., New York City (managing). Offering—Expected sometime in March.


- Milwaukee Acceptance Corp. Sept. 27, 1960 (letter of notification) 75,000 shares of common stock, par $10 per share. Proceeds—For general corporate purposes. Address—F. O. Box 886, Rapid City, S. D. Underwriter—None.
Mississippi River Transmission Corp.
Feb. 17, 1961 filed 100,000 shares of common stock. Price—$2 per share.
Business—The firm was organized in March for the purpose of making and selling all DC circuits in the territory in which the company is authorized to do business, using such motors. Proceeds.—For debt reduction and general purposes, including working capital. Office—55 W. 13th St., New York City. Underwriter—None.

National Bowl-O-Mat Corp.
Feb. 24, 1961 filed 17,000 shares of common stock (par $1). Price.—To be supplied by amendment. Business.—The company was organized under New Jersey law on Jan. 1, 1942 for the purpose of designing, developing, manufacturing, and owning bowling centers. Proceeds.—For expansion, repayment of loans, working capital, and other general corporate purposes. Office—272 Grant St., Denver, Colo. (New York City). Underwriter—Robert Edscheidt, Inc., New York City.

National Western Insurance & Growth Fund, Inc.
Jan. 26, 1961 filed 115,000 shares of common stock, of which 11,000 will first be offered to not more than 25 persons and the remaining 100,000 will be offered for public sale. Price—(for the $1,000 shares, $10 per share; for the 100,000 shares, $10 per share) for each 100 shares other than those first offered. Office—727 Grant St., Denver, Colo. Underwriter—National Western Management Corp., Denver, Colo.

Nedick's Stores, Inc.
Feb. 17, 1961 filed 15,000 shares of common stock (par 20 cents), of which 6,000 shares are to be offered for the account of the company and 9,000 outstanding shares by the present holders thereof. Price.—To be supplied by amendment. Proceeds.—For expansion and general corporate purposes. Office—630 Oil & Gas Bldg., Wichita Falls, Texas. Underwriter—None.

New Western Underwriting Corp.
Oct. 25, 1960 filed 2,000,000 shares of common stock. Price—$1 per share. Proceeds.—For expansion and general corporate purposes. Office—630 Oil & Gas Bldg., Wichita Falls, Texas. Underwriter—None.

North American Car Corp.

Nytronic, Inc.
Jan. 27, 1961 filed 100,000 shares of common stock. Price.—To be supplied by amendment. Business.—The company is engaged in the production of electronic components and mechanical product lines, which includes single family homes, manufacture, and exploring new uses in the field of chemical engineering. Proceeds.—For capital and working capital. Office—12524 N. Clovis Ave., Burbank, Calif. Underwriter—None.

Oakdale Fruit & Veg Co., Inc.
• Tele-A-Sign, Inc. Feb. 27, 1961 filed 75,000 outstanding shares of common stock of $1 par value stock. Proceeds—To be used for the purchase of equipment and materials on terms acceptable to the American Stock Exchange by the holder thereof and underwritten by the company. Proceeds—For general corporate purposes. Office—410 E. Grand Ave., Chicago, Ill., by Pantex Manufacturing (Canada), Ltd., which the present holders thereof. Price—$2 per share. Proceeds—For working capital. Office—3401 N. 47th St., Milwaukee, Wis. (managing).
• Attorney—Ames Treat & Co., New York City (managing).
underlying common shares, Price—At 100% of principal amount, may be callable at a price ranging from $75 to $100 per share in January 1961 to $15 per share in January 1970. Proceeds—$96,580 to increase volume of direct industrial loans and dealer con-
tacts. $610,750 for expansion at Gillis, Salt Lake City, Utah. Business—Factoring.

Weinbesch Engineering Co., Inc.

Weinbesch Engineering Co., Inc. of $27,000 per share. Price—To be payable in cash.

The Commercial and Financial Chronicle . . . Thursday, March 2, 1961

ATTENTION UNDERWritERS!

Do you have an issue you are planning to register? Need you know about it so that we can prepare an item similar to those that don't fit the issue.

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Prospective Offerings

Advance Industries Corp.

1961 it was reported that a "Reg. A" filing cov-
ering 100,000 shares of the company's 10% par com-

Airwork Corp.

It is reported that this company plans the sale of about $1,600,000 of bonds. Business—The company is engaged in overhauling aircraft engines, in-
struments and accessories; also sells aircraft engines, instruments and aerial engine equipment. Office—Millville, N. J. Underwriter—Auclairson, Parker & Bedpath, Washington, D. C.

Alamo Gas Supply Co.

Jan. 24, 1961 it was reported that this company is nego-

American Trunk Line Co.

Sept. 1, 1960 A. G. Bailey, President, announced that the company is offering for sale approximately $65,000,000 of approximately $20,000,000 of bonds. Proceeds—For expansion of facilities. Office—502-2nd St., S. W., Calgary, Alberta, Canada.

Nov. 3, 1960, Donald L. Barnes, Jr., executive vice-presi-
dent, stated that the offering is expected in early 1961 in the form of $65,000,000 of bonds, $40,000,000 of bonds, and $40,000,000 of bonds of subordinated notes. Office—101 Federal St., Boston, Mass.

American Playlands Corp.

Dec. 21, 1961 it was reported that this company plans to file with the SEC a registration statement for 38 shares of common stock. This will be a full filing. Business—The company operates a 750 -acre recreation park on 196 acres of land near Liberty, N. Y. Proceeds—For payment of approximately $95,500,000 of bonds. Underwriter—Prescott, Shepard & Co., Inc., Cleveland.

Winter-Muss Corp.

Jan. 30, 1961 filed $9,000,000 of convertible subordinated debentures due 1961 and 1962 of $3.50 par share. Proceeds—To be offered for public sale in units consisting of $25 and $50 and certain amounts of $500 and $1,000 of convertible stock. Price—to be paid by amendment. Proceeds—For the construction of real estate proper-
ties. Business—The company has an approximate 50,000 acre tract in the City of New York. Underwriter—Prescott, Shepard & Co., Inc., Cleveland.

Wilson-McGraw Corp.

Dec. 50, 1960 filed 65,000 outstanding shares of common stock. Price—to be offered for public sale. Proceeds—To be offered by amendment. Business—This company is a wholly owned subsidiary of the company, the company is engaged in the construction and operation of real estate properties. Proceeds—For investment and development of real estate properties.

Winter Park Telephone Co.

Feb. 13, 1961 filed $33,828 shares of common stock, to be offered for public sale. Proceeds—To be offered by amendment. Business—The company is a wholly owned subsidiary of the company. Price—to be offered for public sale. Proceeds—For the construction of real estate properties.

Virginia Telephone & Telegraph Co.


Visual Dynamics Corp.


Wendisch Engineering Co., Inc.

Jan. 2, 1961 filed $27,000 per share. Proceeds—To be offered by amendment. Business—The company is engaged in research, and the develop-
ment, engineering, fabrication, and testing of precision microwave calibrators and testing equipment. Proceeds—To repay loans and for working capital, Office—
fee—10103 Metropolitan Ave, Kensington, Md. Underwriter—Alex & Brown, Sons, Baltimore, Md.

June 29, 1960 filed 700,000 shares of common stock. Price—$5 per share. Proceeds—To be paid by amendment. Business—The company is marketing its subsidiary, Kaiser Aircraft, Inc., an independent company with a 80,000 engines, 75,000 aircraft, and a 25,000,000 of bonds. Proceeds—For the construction of new facilities.

Whiffen Paper Board Co., Inc.

Dec. 28, 1960 filed 200,000 shares of common stock and 20,000 preferred stocks. Proceeds—To be offered by amendment. Business—The manufacture and sale of container liner board, cor-

White Shield Corp.


Underwriter—Indemnity.

Underwriter—Armstrong Corp., 15 William St., New York, N. Y.

United Insurance Co.

Dec. 28, 1960 (letter of notification) 60,000 shares of com-
mon stock (par 10 cents). Price—$3 per share. Business—Manufacturing and selling automobile control and related equipment. Proceeds—for the replacement of loans payable, payment of accounts payable, addi-

Underwriter—Armstrong Corp., 15 William St., New York, N. Y.

Underwriter—Armstrong Corp., 15 William St., New York, N. Y.

United International Fund Ltd.


United States Components, Inc.


Underwriter—Armstrong Corp., 15 William St., New York, N. Y.

Underwriter—Armstrong Corp., 15 William St., New York, N. Y.

Underwriter—Armstrong Corp., 15 William St., New York, N. Y.

United Insurance Co.

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sale of debentures was made to stockholders on May 8, 1959 through subscription rights and was underwritten by First National City & Co. The last sale of preferred stock on Aug. 13, 1949 was handled by White, Weld & Co., and associates.

**Bell Telephone System (S/2)**

Feb. 26, 1961 it was reported that the annual meeting of American Telephone & Telegraph Co. plans to sell $50,000,000 of 6% debentures due May 15, 1995, and $5,000,000 of 5% debentures due Aug. 15, 1981. The proceeds will be used for the purpose of building and improving telephone and telegraph facilities.

**Cincinnati Gas & Electric Co.**

Feb. 19, 1961 it was stated in the company's 1960 annual report that the company plans to sell $45,000,000 of debenture bonds and common stock in 1961 to finance its $45,000,000 expansion program. The company is located in Cincinnati, O. Underwriter—To be determined by competitive bidding.

**Bo-Card Enterprises Inc.**

Nov. 18, 1960 it was reported that a letter of notification containing an offering of $50,000,000 of common stock will be filed for this company. Price—$3 per share.

**Brooklyn Union Gas Co.**

Jan. 13, 1961 C. N. Ford, Vice-President and Treas¬urer stated that the company has not made definite financing plans but is considering an issue of $25,000,000 to $50,000,000 to refinance its existing mortgage bonds in late 1961. Office—175 Remsen St., Brooklyn, N. Y.

**California California Inc.**

Sept. 28, 1960 it was reported that discussion is underway concerning an offering of $500,000 of common stock. The proceeds will be used to finance the purchase of equipment and the construction of new offices.

**Carbone Electric Corp.**

Jan. 18, 1961 it was reported that this company's plans to offer $40,000,000 of bonds will be governed more by the conditions of the general market than by the com¬pany's early need for long-term financing. With its construction projects scheduled to cost $30,000,000, the company can wait at least until early fall before it needs funds. Office—First Boston Corp.; Merrill Lynch, Pierce, Fen¬ner & Smith Inc.; New York, N. Y.

**California Callahan Co.**

Jan. 18, 1961 it was reported that this company's plans to offer $50,000,000 of bonds will be governed more by the conditions of the general market than by the com¬pany's early need for long-term financing. With its construction projects scheduled to cost $30,000,000, the company can wait at least until early fall before it needs funds. Office—First Boston Corp.; Merrill Lynch, Pierce, Fen¬ner & Smith Inc.; New York, N. Y.

**Cassava Industries Inc.**

Feb. 1, 1961 it was reported that this company's plans to file a "Reg. A" covering 100,000 shares of common stock (Par 100) will be filed in the near future. Plans for a mobile leasing. Proceeds—For expansion. Office—540 W. 79th St., New York, N. Y.

**Central Hudson Gas & Electric Co.**

Feb. 2, 1961 it was reported that the company is considering offering $75,000,000 of common stock to the public in the second quarter. Proceeds—For expansion. Office—8 Rockefeller Plaza, New York, N. Y.

**Central Louisiana Electric Co. Inc.**

Feb. 21, 1961 it was reported that the company is con¬sidering the issuance of $40,000,000 of common stock and $117,000,000 of debentures. Proceeds—For expansion; the proceeds will be used to finance the purchase of new equipment and the construction of new generating facilities.

**Charles Of The Ritz**

Jan. 18, 1961 it was reported that this company plans a public offering of common stock. This will be a full il¬listing on the New York Stock Exchange. Proceeds—For the pur¬poses of beauty salons. Office—11 E. 55th Street, New York City. Underwriter—Kidder, Peabody & Co., New York City (marketing). Underwriter—Kidder, Peabody & Co., New York City (management).

**Chromal-Glo, Inc.**

Feb. 14, 1961 it was reported that this company plans to file a "Reg. A" covering $20,000 shares of common stock (Par $0.50). Price—$0.50 per share. Business—Manufacture of investment pressure sensitive emblems for industry. Proceed¬es—For general purposes.

**Dakota Reinsurance Corp.**

Nov. 2, 1960 it was reported by Walter H. Johnson, President, that the company plans its first public offering of an as yet undetermined amount of its $1 par common stock. Proceeds—For general corporate purposes.

**Dallas Power & Light Co.**

Sept. 14, 1960 it was stated by the company's president and chief executive officer that the company plans financing during 1961, with no indication as to type and amount. Office—200 Commerce Street, Dallas, Texas. Underwriter—To be named. Proceeds—To be determined. Probable bidders: To be named.

**Diversified Automotive Sales Corp.**

Feb. 7, 1961 it was reported that the company has postponed until early 1962 its plan to issue additional common stock. Office—1835 Peachtree St., Atlanta, Ga. Underwriter—To be named. Proceeds—To be determined.

**Dynamic Center Engineering Co., Inc.**

Oct. 3, 1960 it was reported that the company plans a commercial financing. Office—Harco, Ga. Underwriter—To be named. Proceeds—To promote the sale of new products, purchase new equipment, and for general purposes. Office—New York, N. Y.

**Eastern Lime Corp.**

Jan. 6, 1961 it was reported that the company plans to sell about 980,000 of 15-year convertible debentures. Proceeds—For expansion. Office—Philadelphia & Warren W. York & Co., Allentown, Pa.

**EX Power Co.**

Jan. 6, 1961 it was reported that this company plans a public offering of 125,000 shares of common stock. Proceeds—For expansion. Office—Cox, White &莘, New York, N. Y. Underwriter—S. D. Fuller & Co., New York, N. Y.

**First Continental Real Estate Trust**

Jan. 6, 1961 it was reported that this company plans to sell about $3,000,000 of preferred stock and $30,000,000 of bonds at mid-year. Office—212 West Michigan Ave, Jack¬son, Mich. Underwriter—To be determined by competitive bidding. Proceeds—For expansion.

**Florida Power Corp.**

Feb. 15, 1961 it was reported that this company may sell $30,000,000 of preferred and $300,000,000 of debentures at mid-year. Office—212 West Michigan Ave, Jack¬son, Mich. Underwriter—To be determined by competitive bidding. Proceeds—For expansion. Office—450 7th Ave., New York, N. Y.

**Flemington Co.**

Feb. 26, 1961 it was reported that the company's plans to file a "Reg. A" covering 6,000,000 shares of common stock (Par $0.01) will be filed in the near future. Proceeds—For expansion. Office—112 Washington Ave, South, Rochester, Minn. Under¬writers—Lehman Brothers, South, Rochester, Minn. Proceed¬es—For general corporate purposes. Office—105 West Adams Street, Chicago, Ill. Underwriter—To be named.

**Flemington Co.**

Feb. 26, 1961 it was reported that the company has plans to file a letter of notification consisting of 100,000 shares of common stock at $5 par per share. Proceeds—For the pro¬duction of TV and motion picture films, the reduction of indebtedness, and for working capital. Office—810 W. 54th St., New York City. Underwriter—To be named. Proceeds—For the purposes of common stock. Office—20 Broadway, New York City (marketing). Registration—Expected to be filed on or about March 22, 1961. Underwriter—To be named.

**Flemington Co.**

Feb. 26, 1961 it was reported that the company is planning to file a "Reg. A" covering 6,000,000 shares of common stock (Par $0.01). Proceeds—For expansion. Office—112 Washington Ave, South, Rochester, Minn. Under¬writers—Lehman Brothers, South, Rochester, Minn. Proceed¬es—For general corporate purposes. Office—105 West Adams Street, Chicago, Ill. Underwriter—To be named.
plans to borrow $30,000,000 this year, possibly through sale of debt. The company plans to finance its business directly or through subsidiaries in manufacturing, mining, construction, and industrial and consumer use. Proceeds—For expansion. Underwriters—Kidder, Peabody & Co., Detroit, Mich.; Goldman, Sachs & Co., New York City (managing).

Motor Credit Ford Co.
Oct. 17, 1961 it was reported that this company is developing plans to purchase a number of which may include the issuance of debt securities, possibly to occur in the first quarter of 1961. Office—Detroit, Mich.

General Telephone Co. of California
Feb. 19, 1961. It was reported that this company is planning to issue $100,000,000 of 30-year mortgage bonds. Subsequently, it was announced by the company that it plans to sell $100,000,000 of preferred stock in April, without underwriting. Office—1352 Broadway, New York, N. Y.

Georgia Power Co. (10/18)
Dec. 29, 1961 this subsidiary of the Southern Co., ap¬plied to the SEC for permission to issue $15,500,000 of 20-year mortgage bonds, and to sell $25,000,000 common. For construction, plant modernization or refueling of outdated facilities. Office—Electric Bldg., Atlanta, Ga.

Underwriters—To be announced. Proceeds—For construction, plant modernization or refueling of outdated facilities. Proceeds—For construction, plant modernization or refueling of outdated facilities.

GersonKazan
to $20,000,000 it was reported that this company is planning to purchase a number of which may include the issuance of debt securities, possibly to occur in the first quarter of 1961. Office—Detroit, Mich.

General Electric Co.
Sept. 19, 1961 it was reported that the company will file a letter of notification, comprising its first public offering. Office—230 E. 156th St., Bronx, N. Y.

General Motors Corp.
Feb. 28, 1961. It was reported that "Reg. A" filing will be made shortly covering 120,000 shares of common stock (par $1). Price—$2 per share. Business—The company operates for the distribution of organic and inorganic compounds. Office—1501 Northeast Broadway, Portland, Ore. Under¬writer—Joseph Nader & Co., Inc., 41 E. 42nd Street, New York, N. Y.

General Telephone Co. of California
Feb. 8, 1961. It was reported that this subsidiary of General Telephone & Electronics Corp. plans to sell about $15,000,000 of bonds in November. Office—616 Morgan St., Tampa, Fl., Underwriters—Stone & Weber Securities Co., 1352 Broadway, New York, N. Y., and both of New York City.

Georgia Bonded Fibers, Inc.
Sept. 14, 1961 it was reported that registration of 150,000 shares of common stock is expected. Offices—Newark, N. J., and Buena Vista, Va. Underwriting—Sandlif and Company, Newark, N. J., and New York City. Registrar—Expected in early March.

Georgia Power Co. (10/18)
Jan. 11, 1961 it was reported that this firm is planning a letter of notification covering 50,000 shares of 10c par common, for which it is planning to sell. Proceeds—For construction, plant modernization or refueling of outdated facilities. Proceeds—For construction, plant modernization or refueling of outdated facilities.

GersonKazan
Oct. 5, 1961 it was reported that 100 shares of the company’s common stock will be sold for $1,000. Office—Gosen, N. Y. Underwriter—W. Dow & Co., Inc. Registration—Expected in early March.

Gresst Dunlap, Inc.
Michigan Wisconsin Pipe Line Co. Jan. 27, 1961. It is reported that this subsidiary of American Natural Gas Co., plans to sell about $30,000,000 of first mortgage bonds on or about May 1, 1961. The timing of the offer will be announced shortly and the securities will be distributed on a pro-rata basis to shareholders of the parent company.

Montana—Dakota Utilities Co. Feb. 6, 1961. It was reported that this company is considering a $50,000,000 of first mortgage bonds on or about April 15, 1961. The offer will be made to public utility companies and to institutions which have previously purchased bonds of the company. The timing of the offer will be announced shortly.

Mortgage and Investment Corp. Dec. 29, 1960. It is reported that this company is considering a $50,000,000 of first mortgage bonds on or about May 1, 1961. The offer will be made to public utility companies and to institutions which have previously purchased bonds of the company. The timing of the offer will be announced shortly.

Monticello Lumber & Mfg. Co. Jan. 31, 1961. It is reported that this company is considering a $50,000,000 of first mortgage bonds on or about May 1, 1961. The offer will be made to public utility companies and to institutions which have previously purchased bonds of the company. The timing of the offer will be announced shortly.

New England Electric Power Co. Jan 24, 1961. It is reported that this subsidiary of New England Electric System plans to sell $20,000,000 of first mortgage bonds on or about May 1, 1961. The offer will be made to public utility companies and to institutions which have previously purchased bonds of the company. The timing of the offer will be announced shortly.

New England Telephone & Telegraph Co. (4/11) Feb. 21, 1961. It is reported that this subsidiary of American Telephone & Telegraph Co., plans to sell $45,000,000 of first mortgage bonds on or about May 1, 1961. The offer will be made to public utility companies and to institutions which have previously purchased bonds of the company. The timing of the offer will be announced shortly.

New England Telephone & Telegraph Co. (4/25) Feb. 21, 1961. It is reported that this subsidiary of American Telephone & Telegraph Co., plans to sell additonal new stocks of common stock on or about April 11, 1961. The offer will be made to public utility companies and to institutions which have previously purchased stocks of the company. The timing of the offer will be announced shortly.

New York City National Bank of Commerce. Feb. 21, 1961. It is reported that this company is considering a $25,000,000 of new money in new stock on or about May 25, 1961. The offer will be made to public utility companies and to institutions which have previously purchased stocks of the company. The timing of the offer will be announced shortly.

Northern Illinois Gas Co. Feb. 20, 1961. It is reported that this company plans to sell about $25,000,000 of new money in new stock on or about May 1, 1961. The offer will be made to public utility companies and to institutions which have previously purchased stocks of the company. The timing of the offer will be announced shortly.
SECURITY SALESMAN'S CORNER  
BY JOHN DUTTON

A New Guide to Your Local Buying Power

A brand new development, created by one of the most respected names in mapmaking, The Sanborn Map Company, can be of exceptional value to those investment organizations in locating prospects and clients with the buying power to make the kind of investments that suit their business.

How to make sure you have prospects that will make up your buying power rating and be ready to cultivate them. Sanborn's Map Service will send it out to a list of prospects, only to discover that the results were not what you hoped for. Sometimes good advertising goes to the wrong prospects because the wrong areas are wasted in direct mail every year. Usually the proper prospects are not contacted.

You See It at a Glance

Sanborn has developed maps in color that illustrate the buying power by neighborhoods in various cities. It is divided into Grades one and two where the heat of household earnings runs up to $2,500; grades three and four $2,500 to $4,000; grades five and six $4,000 to $7,000; seven and eight $7,000 to $10,000; grade nine into the $10,000 and over group. The Sanborn Map Company, with over 100 years of experience in preparing highly-detailed maps for all cities in the nation, is using a staff of over 100 surveyors in constantly recording from field observation the data which is going into these marketing charts.

How Maps May Be Used

These maps serve two important functions for the historian in this era:

First, attention is focused on the areas where the heat is highest, which makes up metropolitan communities.

Second, by ascertaining the number of low, middle, and high income neighborhoods, it is easy to define the market potential for any product or service area for which demand is affected by income.

For example, to take some obvious cases:

1. If you wish to make a sale to a neighborhood that has a buying power of $2,500 or more, you can go to the map and find what neighborhoods are for sale for which demanded by income.

2. If you have a product or service that is for sale in the high-income neighborhoods, you can see which neighborhoods are suitable for your product or service.

3. In some cases, these maps will be of interest to real estate agencies, advertising agencies, banks, insurance companies, lending institutions, etc.

The map is a realistic and reliable guide to the buying power of any city, and can be used by the trained real estate agent or the untrained individual.

Berkery Photo
Common Offered

An underwriting group headed by Paine, Webber, Jackson & Curtis arranged the Berkery Photo, Inc., stock offering yesterday (March 2) at the Sanborn Map Company, Inc., Detroit, Mich., and the map company is offering 464,725 shares at $1.15 per share.

The offering is to be used to pay off the company's outstanding debt of $600,000 and to provide working capital for the company's operations.

The Berkery Photo, Inc., is a manufacturer of photographic equipment, and the company's stock has been very active in recent months.

It is believed that the Berkery Photo, Inc., stock offering will be successful and that the company will be able to continue operations without further reliance on borrowed funds.
WASHINGTON AND YOU

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

WASHINGTON, D. C.—President Kennedy is not going to get everything that he wants out of Congress, but he is likely to get a substantial part of his proposals. But some of the measures will be in the form of compromise legislation.

With spring not too much weeks away, after the hardest winter Washington has experienced in generations, President Kennedy is pushing the equipment, including 1600 Pennsylvania Avenue.

Now that all the heavy snow has melted, the winter grass on the White House grounds is green. In another month or so the ground will be visible, but President Kennedy and his immediate family plan to spend many of their weekends at Blandensburg, Va., in the bush country from the Nation's capital.

Meeting on Capital Hill, Congress has finally settled down and is conducting business on many proposals, major and minor. So far, the President has pushed an impressive list of priority measures that affect the American economy and the American people.

Coming up before long are scheduled messages from the White House on the farm problem, and still another on water and natural resources. Both are of great importance to everyone in our country.

Priority Schedule

Thus far, the President's priority schedule is as follows: Federal aid to education; Federal aid to medical education; Federal aid to unemployment; Federal aid to extension of public utilities; Federal aid to expansion of community health facilities.

A $280,000,000 program devised to aid in the improvement of areas that have become blighted and depressed; extension of the governing of 59 new Federal judgeships in scattered sections of the country.

Establishment of an Office of Interstate Travel, railroad of United States affiliation with the Organization for Economic Co-operation and Development; and lifting of some restrictions involving trade with China.

Although these are President Kennedy's priority proposals, there are other measures that have been introduced that are of importance. Hearings have started on some of them.

Water Problem

These include water pollution, highway construction, expansion of the Sugar Act, omnibus housing, the feed grains bill and regional transportation. President Kennedy is supposed to get the help from the central cities which are being degraded badly from the lack of quick transportation services.

It appears certain that both the President and Congress intend for the next few weeks to give more and more attention to our natural resources and the water resources in particular. In a recent message, the Chief Executive explained that our country currently is using 300 billion gallons of water daily, and in the next 15 or 20 years we will be using twice as much.

The recent floods in the Far South, as an example, have signified that a natural disaster. For instance, millions of gallons of fresh water have flowed into the river, leaving devastation behind.

Later this year, chances are that when the crops in that region of America become parched, there will be real need for irrigation. So far, little or no action has been taken to serve the fresh water.

There is also the growing need for fresh water for industry. Pollution of our country's rivers and streams requires a national disgrace in some areas.

Water shortages are now affecting many Eastern urban areas. The shortages will grow, unless an economic way is found to convert saline water into fresh water. But there is every indication that a way will be found and our government is stepping up its research on a domestic scale.

Conversion Research

Dr. A. L. Miller, Director of the Office of Saline Water under the Department of Interior, says research by his office and the municipal water supplies in our country points to the likelihood of a great change. This is a shocker.

Our adjoining states are an unlimited source of water. There is no doubt within scientific community of Washington and the Office of Saline Water that wells will be found, and not too distant, when ocean and brackish waters will be made into drinkable water at a price that is competitive with what we pay for water today.

Taking cognizance of the accelerated saline and brackish water conversion research program launched by the United States government, President Kennedy a few years ago said:

"No water resources program is of equal and immense importance to salt-water relief not only for our shortages, but for arid lands the world over—than our efforts to find an economical way to convert water from the world's greatest, cheapest natural resource—our oceans—into water for consumption in the home and by industry. Such a breakthrough would end bitter struggles between neighbors, states and nations, and bring new hope for millions who now live out their lives in drier states, are able to waste, and all the physical and economical blessings that go with it.

"This Administration is currently engaged in efforts to select the most promising approaches to economic desalinization of ocean and brackish waters, and then focus our efforts more intensively on those approaches. At my request, a panel of the President's Science Advisory Committee has been working with the Office of Saline Water to assure the most vigorous and effective research and development program possible in this field."

Projects Under Way

At the same time, President Kennedy has pledged to the world that when this breakthrough is achieved, it will be his duty to his Administration, the scientific knowledge—how it would be available to everyone in the world, which wishes it, along with technical and other assistance.

The Chief Executive has urged Congress not only to extend and step up the research, but to provide more funds. There is no objection in Congress to stepping up the research. The Office of Saline Water is currently working on several types of conversion.

The importance of water in our everyday life cannot be underestimated. Without water, a nation will die. Without water, man needlessly quickly. A city without water is a dead city.

Without water, man cannot grow food.

The Office of Saline Water has received more than 600 ideas on how to deal with salt ocean water. Some are good. And, as to be expected, some are crackpot ideas. Yet, the agency, which is growing in importance, is running most of them down.

The office has a large group of scientists and engineers and women who are being called upon to help the different problems. It is possible that some obscure approach may turn out to solve the problem of making ocean water into pure, good drinking water. It can be done now, but our country and the world needs a cheaper method.

Meantime, tremendous progress in the saline water field is being made.

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

Hetzler Named ABA Comm. Head

Edward T. Hetzler, Vice-President of Bankers Trust Company, New York, has been appointed chairman of The American Bankers Association's Public Relations Committee by A.B.A. President Carl A. Bimson. It has been announced, Mr. Bimson is president of the Valley National Bank of Arizona, Phoenix.

Mr. Hetzler will fill the unexpired portion of the chairman's term of William E. Stidwary, who resigned the office in August due to the death of his boss, Mr. Bimson is president of the Wall Street Bankers Life Insurance Co., New York.

Hetzler is a former member of the Public Relations Committee, Mr. Hetzler is a former president of the Public Relations Committee of the A.B.A. and a member of the association's senior council.

By virtue of his chairmanship of the Public Relations Committee, Mr. Hetzler will serve also as ex-officio member of the A.B.A. Executive Council and the A.B.A. Centennial Commission.

WASHINGON AND YOU

A BONY BUSINESS

CACKLES & CO. STOCKS & BONDS

J. R. CACKLES

"That must have been some account his Registered Representative lost!"

COMING EVENTS

INVESTMENT FIELD

March 9, 1961 (Chicago, Ill.)
Investment Analysts Society Midwestern Forum, Radisson Hotel.

March 15-16, 1961 (Chicago, Ill.)
Central States Group of the Investment Bankers Association of America 25th annual conference at the Drake Hotel and the Palmer House.

March 26-21, 1961 (Philadelphia)
Institute of Investment Banking, William Penn Hotel and Finance & Commerce.

April 7, 1961 (New York City)
New York Security Dealers Association annual dinner at the Hotel Cleveland.

April 12-14, 1961 (Houston, Texas)
Texas Group Investment Bankers Association of America 26th annual convention at Shamrock Hilton Hotel.

April 21, 1961 (New York, N. Y.)
Securities Association of New York annual dinner at the Grand Ballroom of the Waldorf Astoria.

April 29-May 3, 1961 (Richmond, Va.)
National Association of Federal Analysts Societies 14th annual convention at the John Marshall Hotel.

April 3-5, 1961 (Philadelphia, Pa.)
National Association of Mutual Savings Banks 41st annual convention at the Penn-Sheraton Hotel.

May 8-9, 1961 (St. Louis, Mo.)
Association of Stock Exchange Executives, Fall meeting of the Board of Governors.

June 15, 1961 (New York City)
National Association of Mutual Savings Banks, annual meeting at the Bayard Hotel.

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

Oct. 9-10, 1961 (Denver, Colo.)
National Association of Mutual Savings Banks, Fall meeting of Board of Governors, at the Brown Palace Hotel.

Nov. 19-21, 1961 (San Francisco, Calif.)
American Bankers Association annual convention.

Oct. 10-16, 1961 (Palm Springs, Calif.)
National Security Traders Association Annual Convention at the Palm Springs Hotel.

Nov. 26-Dec. 1, 1961 (Hollywood, Fla.)
Investment Bankers Association Annual Convention at Hollywood Beach Hotel.

Dec. 4-5, 1961 (New York City)
National Association of Mutual Savings Banks 15th annual midyear meeting.

May 6-9, 1962 (Seattle, Wash.)
National Association of Mutual Savings Banks 42nd annual convention at the Olympic Hotel.

Attention Brokers and Dealers:

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Botany Industries

May 1-3, 1961

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