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## Editorial AS WE SEE IT

President Kennedy, like so many of his predecessors in office, now finds himself unable to avoid or even long defer facing the age-old political trouble maker, the issue of American protectionism. Many world factors call urgently for lower tariff rates on imports into this country at the same time that a number of other factors have seemingly strengthened the position of domestic interests which demand greater "protection" for their products. Japan is back in the world markets and has the advantage of production costs in many instances lower than ours. The countries of Western Europe have been able to rebuild their industries (often with help from us) and to offer certain articles in neutral markets at lower prices than we can meet, and even outbid us in some instances in our own markets at home.

The really troublesome factor in our own case is higher labor costs, and despite enormous effort and expenditure of huge funds we have not been able to stem the rise of these costs—so protected and so successful on the whole have the unions been when they sit at the bargaining table. Our reduced ability to compete in foreign markets—thanks, of course, in some part to restrictions on imports in some instances—and the entry of foreign goods into our own markets in extraordinarily large quantities of late, plus the extensive efforts of employers to keep their costs down by the introduction of labor saving machinery, all combined have resulted in a lesser growth in employment than otherwise would be expected and greater unemployment. One result is a strong tendency among labor unions to become protectionist in their thinking.

Unfortunately for the President, politically speaking, it is not possible to permit the issue to drag along as is so often the fate of loaded political problems. He can not forget that the present so-called flexible tariff law expires next year. The Chief Executive is said to realize fully that he must face this issue—as dangerous as it is politically and as divisive as it may be for his party—and in this he is quite right. The (Continued on page 24)

## Why We Must Cross the Threshold Toward Freer International Trade

By Hon. George W. Ball,\* Under Secretary of State for Economic Affairs, Department of State, Washington, D. C.

Cordell Hull's momentous change in our trade policy during the depression's depths of the '30s is analogously cited by Mr. Ball in an urgent demand that we explore bold, new proposals "tailored to the unprecedented requirements of a radically altered trading world." Warning we have no time to lose, and that a retreat into protectionism would be disastrous, the Administration official enunciates a new policy to cope with E.C.M.'s startling impact that includes across-the-board trade negotiations, Federal aid for domestic readjustment purposes, and extension of mutual tariff concessions from E.C.M. to the free world.

Few question the proposition that pervasive change will be the dominant characteristic of the years that lie ahead. To understand the forces of change at work in the world, it may be profitable to look backward a little—to examine the terrain over which we have marched to gain a better view of the direction in which we are headed.

From the Civil War to the Great Depression, industrial America concentrated its energies on transforming the United States into a great Continental power. The big challenges and the glittering opportunities lay within our own boundaries, between the Atlantic and the Pacific. We had vast national resources to develop, new ground to be broken, virgin forests to fell. Immigration provided us with a swiftly growing population to supply the labor force for this gargantuan task. It supplied us as well with customers for the products that came pouring from our fields and factories.



George W. Ball

As our self-confident forefathers moved Westward, forging their own early version of a Common Market, men and money followed in the wake of their wagons. Capital from England and the Atlantic Seaboard flowed to the Midwest, then later to the Pacific Coast. Railroads were built, settlements established. Old trading patterns were destroyed, and new ones—richer ones—created.

Mobility was the order of the day—mobility not merely of manpower and finance, but also mobility of thought. The challenge of the times produced a rugged group of free spirits: inventors, robber barons, empire builders; men who were not afraid of new ideas and who moved in an environment uncluttered by obsolete institutions.

It was only natural that the pioneer American industrialist was protectionist in his commercial policy, as he was isolationist in his international politics. He had a continent in which to spend his energies, a burgeoning population as his customers. He had little need for foreign markets; that need was confined largely to the farmers and the miners. The industrialist had his hands full with opportunities nearer home.

The First World War marked the first great change in all of this. It irrevocably altered America's world position. Yet we continued during the 1920's to pursue the course we had set. We adopted, in fact, an increasingly protectionist posture until, in the Great Depression came a great awakening. We learned through painful experience that we could not insulate ourselves from economic forces elsewhere in the world.

By that time the United States had begun to gather its foodstuffs and minerals from distant places. We had begun to sell our manufactured products throughout the world. We were finding that we could compete effectively in foreign markets. We had discovered, to the surprise of the pessimists, that our rising wages were not a handicap to our international trading position, but the contrary—the consequence of the great productive strength that formed the (Continued on page 22)

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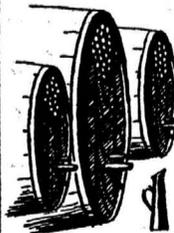
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BEN GAYNES, JR.

Senior Analyst, Shields & Co.,  
New York City

### Bohn Business Machines

The survival rate of technical companies is directly proportional to their marketing skills. In today's competitive economy design and engineering capability by itself is no guarantee of success. Bred by merger, the newly organized Bohn Business Machines, Inc. is in the enviable position of having modernized product lines backed up by a seasoned and widespread marketing organization. With its activities directed toward the ever growing office equipment market, this well balanced organization seems fully capable of acquiring and maintaining a sizable position in this area.

Once a dealer organization is functioning efficiently, a major test of management is its ability to capitalize on this force by broadening the product base. At present Bohn is a distributor of various forms of office equipment. The lines offered include calculators and stencil duplicators. The company is believed to be the third largest seller of stencil duplicators in the United States. In the calculator field, Bohn is going the proven route of concentrating on compact easily operated machines. Priced from \$125 to \$235, the Bohn Contex Calculators offer the identical service of many machines selling at levels three or four times higher. In addition to performing all the rudimentary mathematical duties, these lightweight calculators give a running total, include an automatic decimal indicator and hold a constant. Operative techniques are so simplified that instruction time is held to a minimum.

The inherent speculative appeal of this company lies in the future of its electrostatic photocopy machine which will be marketed starting January, 1962. This is a dry process utilizing the Electrofax method of printing. It differs from Xerography in that copy is printed on electrically charged paper which has been coated with a thin line of photoconductive material. Electrostatics offer business concerns a clean, fast, and simple method of photocopy. The market potential for these dry machines is estimated at close to 75,000 units annually. Competing in this area in addition to Bohn will be such nationally known firms as Smith-Corona, American Photocopy, and Burroughs. This writer feels fairly confident that the quality of the Bohn machine and the strength of the Bohn dealer organization are such as to assure the company of at least an 8-10% participation in this market. Therefore, a potential volume of \$6 million by 1965 does not seem unlikely. It is important to understand that each machine sold will represent potential annual paper equal to at least 50% of the original \$800 cost per unit.

When Bohn and BBM Photocopy Manufacturing were combined last summer, the decision was made to write-off almost all non-recurring charges at once. This

would allow the new company to start-off with a clean slate. Therefore, for the year ended Oct. 31, 1961 the company will report a net loss. Bohn Business Machines enters its 1962 fiscal year with a broadened sales base and a vigorous dealer organization. It has both the products and the potential market needed to become a factor in the office equipment field. Capitalization consists solely of 322,694 common shares. It seems quite evident that earnings power can have a dramatic effect upon the market price of this small, closely held issue. The stock is traded in the Over-the-Counter Market.



Ben Gaynes, Jr.

AUGUSTUS SLATER

Analyst, Lester, Ryons & Co.,  
Los Angeles, Calif.

### Genisco, Inc.

In a Sept. 30, 1961, Saturday Evening Post feature article titled—"RFI: INVISIBLE KILLER?—Does Radio Frequency Interference—today's electronic clutter of the air-waves—cause those mysterious plane crashes, missile failures and communications blackouts?"—the critical importance of this ubiquitous electronic bugbear was discussed in terms a layman can comprehend. Genisco's wholly-owned subsidiary, Genistron Inc., is one of the two leading U. S. specialists in the field of interference, more broadly described as "radio frequency management." Besides designing and manufacturing electronic filters for use on nearly all ICBM missiles, space vehicles, atomic submarines, and jet planes, Genistron provides on-the-spot engineering services on a consulting basis for its important customers in the detection and correction of electronic interference problems. Started from scratch less than four years ago, Genistron has already opened a branch plant in Chicago, increasing its capacity 60% and improving sales access to its rapidly growing national market.



Augustus Slater

The parent, Genisco, founded in Los Angeles shortly after World War II, is the largest manufacturer of potentiometer-type accelerometers used in missile and supersonic plane guidance and control. These detect instantaneously any change in speed or direction and transmit the information to other units in the control system. In another department it produces ultra-precise centrifuges for the ground testing of supersonic flight instruments, subjecting these to the tremendous gravitational and centrifugal forces (up to 250 Gs) encountered in actual use. These have price tags up to \$200,000 plus. In recent competition with some of the largest old-line equipment manufacturers, Genisco has been awarded a several-hundred thousand dollar AIR FORCE contract for the design alone of the largest—32 feet in diameter—and most accurate G-accelerator yet conceived.

Another Genisco test instrument used throughout the plane-missile-space industry is its "Rate of Turn" Table, which calibrates the cumulative effect of rotation—from one

### This Week's Forum Participants and Their Selections

Bohn Business Machines — Ben Gaynes, Jr., Senior Analyst, Shields & Co., New York City. (Page 2)

Genisco, Inc. — Augustus Slater, Analyst, Lester, Ryons & Co., Los Angeles, Calif. (Page 2)

revolution in 42 days to 200 r.p.m.—on such critical guidance and navigation components as the rate-of-turn gyroscope. The smallest of its rate tables, a \$2,500 item, is made portable for use on the flight line or missile launch site and is being produced in quantity. Genisco's second subsidiary, Eldema is a leading producer of miniaturized indicator lights, including transistorized circuits, used in quantity on computers and other electronic equipment. One of these performs a vital function in the Polaris Missile guidance system. A line of low cost pilot lights used on machine tools, appliances, etc., is also manufactured.

In pursuit of further diversification the company recently introduced a transistorized electronic APD (Analog-to-Pulse Duration) data acquisition system. The first of its kind to be offered commercially, initial sales have been made to a petroleum major for use in its electronic control system. The company's newest unit, called a "Thermal reference junction" will provide accuracy not previously available for sophisticated thermoelectric temperature measuring systems used in both ground and airborne applications.

Obviously this is not a one product, single program operation. Genisco is widely diversified, with a sound record of growth. Record sales in excess of \$5 million for the year ended Sept. 30, 1961, were double those of three years ago. A profit has been earned in every year, reaching a new high for the recent fiscal year, equivalent to 73 cents per share. Quarterly dividends of 7½ cents have been paid since early 1957. There are 388,000 shares outstanding. The stock, traded in the Over-the-Counter Market, is attractive both inherently, and comparatively—selling on a comfortable 20 P/E basis versus 25 to 60 times, plus, for others of similar stature.

### CORRECTION

(Interstate Engineering Corp.)  
The issue of Nov. 9 contained an article by George V. Honeycutt, of Harris, Upham & Co., Los Angeles, Calif., on Interstate Engineering Corp. Therein it was stated that "In the current fiscal year, all divisions except those producing the vacuum cleaner and accessories, are producing a profit and are ahead of last year on net profit." We are advised that this sentence should have appeared as follows: "In this current fiscal year, all divisions are producing a profit and all are ahead of last year on net profit except those producing the vacuum cleaner and accessories."

### Stans Named Director

Maurice H. Stans, President and Director of Western Bancorporation and Vice-Chairman of the Board of United California Bank, was elected a Director of Southern California Edison Company, according to an announcement by Harold Quinton, Chairman.

Mr. Stans, who served as Director of the Bureau of the Budget under President Eisenhower from March, 1958; to January, 1961, is an administrator and accounting expert with distinguished achievements both in government and private endeavor.

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# The Service Industries: Clarification for Investors

By David C. Cates, Vice-President, M. A. Schapiro & Co., Inc.,  
New York City

The author discusses the service area of the economy, terming irrelevant for investment purposes many of the broad generalities usefully employed by economists. Pointing out the pitfalls in attempting any clear-cut definition of "services," he proceeds to divide his concept into the following three categories: public, consumer, and business. Mr. Cates concludes that each of the service areas offers worthwhile investment opportunities; although these must be examined through an extremely flexible definition of terms.

I  
Within the past few years, a new and rather small group of extremely interesting investments has begun to attract institutional attention. Among these are such now-familiar names as Dun & Bradstreet, A. C. Nielson, CEIR, Manpower, E. F. MacDonald, and United States Testing.



David C. Cates

At the same time—actually over a much longer period—the entire service area, however it be measured, has been growing at both a faster and a steadier rate than the rest of the U. S. economy. It has thus been popular for many observers to link the appearance of these very successful service investments with the overall expansion of the service sector. In addition, many are beginning to conclude that this so-called sector not only possesses some unitary characteristic but is developing an above-average investment appeal as well, by virtue of its growth and stability. Adding to this appeal is the further thought that the service area is less subject than manufacturing to problems of over-capacity, international competition, and deteriorating price structures in the face of expanding sales.

### Limited Investment Availability

Some of this generalized thinking may very well be true, but certainly not, as I shall argue, in any simple or even useful sense. The truth is that service is an extraordinarily wide, diverse, and ambiguous concept, and the growth of services, furthermore, is largely in areas of little or no investment availability. Also, a sizable fraction of services (in the economists' sense) is already quite well known to financial people under headings of insurance, transportation, banking, and several other large industries, each one of which is so separate in outlook and internally so diversified that generalization is impossible. Finally, it will be my argument that any rigid concept of service, however useful in particular economic contexts, will present a number of important paradoxes when a portfolio manager tries to apply it.

To illustrate, consider the very rapid growth of government serv-

ices, in particular hospital and education support. It is impossible to invest in these directly, at least voluntarily! But a number of manufacturing companies have their revenue prospects directly geared to such markets, for instance American Seating, Cenco Instruments, and Lock Joint Pipe. To my mind, these manufacturers are service companies, at least in terms of their economic end-function: At the opposite extreme, railroading is conventionally a service business, yet revenues are so closely tied to basic goods production that I tend to link railroads functionally with the agriculture, mining and industry which they serve.

My argument will proceed by pointing out the very real problems in defining what we mean by service, and will finish by outlining an investment concept of service, one which economists may find eccentric but which I hope is useful in clarifying a few of the rather special ideas which I think financial people have actually had in the backs of their minds all along.

### II

A limited, but easy and attractive definition is to call the service area whatever the successful service companies happen to do. This is a pleasant fallacy and I mention it at the outset only because a better perspective is surprisingly difficult to come by.

To be equally narrow but less interesting, we might block out the personal service area such as laundries, repair, motor clubs and travel, beauty shops, and throw in business services like accounting, advertising, and law.

Stepping further away for a much wider perspective, we would be in good academic company defining services not positively but by default, calling them simply the non-goods-producing sector, including everything except mining, agriculture and manufacturing. Please note in passing that this "service sector" has expanded from 36% of total U. S. employment in 1920 to roughly 70% at present. This may be a vitally significant fact in thinking our way through the economy, but I'm not sure it tells an investor anything very useful. The trouble is that the concept is entirely too large, and the only meaningful characteristic that appears to connect service industries so defined is freedom from import competition!

Otherwise, look at the range of features we are faced with: some

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## OBSERVATIONS...

BY A. WILFRED MAY

## CAPITAL GAINS TAX DOINGS

Winds are blowing at full blast at the controversial capital gains tax on both sides of the Atlantic—albeit they (the pressures) are acting with contrast in direction and kind. The agitation here is for reduction, or elimination, of the tax; whereas in England initiation of the hitherto nonexistent impost is now a boiling public question.

Here the "anti" argument is strategically based on materialistic grounds, as the effect on the Treasury's tax take—an approach sanctified by Assistant Secretary of the Treasury Surrey's recent blast for repeal of the existing 4% exemption of dividend income on the ground that the Treasury needs the revenue.

In the United Kingdom, and other countries, the policy, past and present, has centered on the justice of the levy; and also its administrative problems.

Here the question is now re-highlighted by the distribution by the New York Stock Exchange of an independent study made for it by Lou Harris and Associates.

In interviews with a cross-section of 1,100 investors in 46 states, they were asked as to their profit-acceptance decisions under a hypothetical reduction in the tax from the current 25% maximum to 20%, and to 12½%.

The results the Exchange interprets as showing that reduction of the tax would result in twin benefits: of stimulating the nation's economy; and increasing Treasury revenue through investors' greater liquidation.

"This could unlock billions of dollars for capital reinvestment and substantially increase Federal revenues at the same time," says Exchange President Funston in issuing the report. Our government economists, particularly the growth contingent, and Secretary Dillon's Treasury crew are specifically lured as follows:

"With a reduction in the maximum capital gains tax rate to 12½%, investors could be expected to free up some \$78 bil-

lion in 'locked-in' capital—five times as much as under the current 25% maximum rate. This money would be available not only for reinvestment but would serve to double immediately—to nearly \$3 billion—capital gains tax revenues flowing to the Treasury. Prospects for continued high returns to the Treasury resulting from the huge sums released for reinvestment would be highly favorable. "With a reduction in the maximum capital gains rate to 20%, the capital unlocked would jump to an estimated \$45 billion—nearly three times the present rate."

"This question can hardly be postponed further or shrugged off, in the light of the nation's needs for capital expenditures for capital to spur economic growth, modernize its equipment and create new employment opportunities."

## Reverse Agitation Abroad

In England, which has never had a capital gains tax applied to nonprofessionals, the government is now wrestling with its general adoption, as a sop to the trade unionists to go along with Wage Pause-ing and its other austerity measures. The Chancellor of the Exchequer, Mr. Selwyn Lloyd, now wants to cut the Gordian Knot of classifying transactions as *in-trade* or *non-trade* by using the holding period's length as the determinant. As in the U. S., gains realized within six months would be legally termed "speculative" and taxable; and those cashed in after six months and one day as "investment" and left untaxed. But such possibly adopted British technique of drawing the line absolutely between taxability and complete nontaxability is at least more logical than the American compromise hodge-podge of "favoring" the six-month-and-one-day boys with a 25% tax ceiling.

**Wrong Reasons on the Right Side**  
Some dubious pleading occurs

on both sides of the Atlantic. Unfortunately, the New York Stock Exchange's instant Report is on doubtful ground in claiming that a reduction in the maximum rate to 12½% would free the now-locked billions for "capital reinvestment," and help fill the nation's need for capital to spur economic growth. Actually, the proceeds of the "unlocking" via stock market liquidation would go either into other existing market issues, or into new offerings much of which (29% of all offerings in 1959 and 1960) merely go to buy out existing shareholders, or goes into the seething "hot issue" market, neither of which serves our nation's great economic needs.

In Britain, the opponents of general capital gains taxation have no doubt over-stressed the complexity element in their traditional argument that the procedural complications in taxing them would not be justified by the Treasury's net return.

## REMBRANDT GAINS-TAX

The U. S. statute entirely exempts from the capital gains tax, appreciation occurring up to the time of the holder's death. But after death the tax is operative, with the cost basis fixed by the valuation at the time the asset has been taken into the estate. The impact of this capital gains tax on risen estate assets' value is currently instanced in last week's sensational \$4.7 million auction sale of the Erickson estate's paintings. The cost in 1936 to Mr. and Mrs. Erickson of the Rembrandt picture which last week fetched the record-breaking \$2.3 million under the auctioneer's hammer was approximately \$590,000 (including interest charged by Lord Duveen). But, we have learned from an unimpeachable source its valuation set in the same year, for inheritance tax and establishing a cost basis for post-death capital gain (or loss) tax, was only \$250,000. While calculation of the pending exact tax bill on the estate is rendered difficult by the variety of legatee interests, the impact of our capital gains tax on the present-day estate sellers of popular art is clearly indicated.

Eleven of the 24 pictures in the Erickson sale were bought by private noninstitutional individuals. The impacts of estate taxation at death, and on capital gains after death, presumably ensure their donation to museums.

## A Two-Way Street

The Ericksons' experience with the Rembrandt also happens to demonstrate the fortuitousness of capital appreciation in even the Old Masters' art world. For preceding their 1936 purchase of the Rembrandt, they had bought it from Duveen in 1928 for \$750,000, and sold it back to him for \$500,000 in 1931.

Also evidencing that not all artists are on a one-way price escalator, at last week's "Big Show" *Dorothea, Lady Eden* sale, by the ambivalently regarded Gainsborough fetched a measly \$35,000—contrasted with its cost of \$300,000 to Mrs. Erickson in 1928, and the gallery's pre-sale valuation of \$75,000 - \$90,000. This authenticates the decline in Gainsborough's popularity since 1928, the time of Mrs. Erickson's death. (As late as 1936 his *Portrait of Mrs. Sheridan* was sold to Andrew Mellon for the National Gallery by Lord Rothschild for a juicy £50,000 [240,000 pre-deflated dollars].)

Tax-wise, both before and after the private holder's death, ownership of an Old Master is analogous to holding a common stock in the ploughed-back earnings in lieu of taxable current income category—with the tax postponed and shifted to capital gain. A leader in this category, life insurance stocks, show an appreciation of 3,450%

since the record was initiated in 1941.††

††Source: A.M. Best Life Stocks Index.

## THE TAX AND OPTIONS

On stock options too, in the U.K. and here, the respective tax laws have been having interesting relationships. Here, the maintenance of taxation on capital gains, at 25%, has surely been politically indispensable to their legitimization as a provider of free stock market rides.

In England, a House of Lords decision in June, 1960 ruled that the value of the option when granted and not when exercised, is taxable. Tax prospects now seem to indicate future assessment at granting time of income tax and surtax on 10% of the existing shares' market value. Some lengthy minimum pre-exercise periods for optioned stock are now voluntarily prescribed. Thorn Electric prohibits its sale for three years after allotment; Tonivell Manufacturing for 15 years.

In England the Stock Option practice is quite small. Despite their recent increase, only about 30 London Stock Exchange-listed companies are thus involved\*\* (vs. over 2,000 companies here). Remarkably, however, their number in England has been increasing since the reduction in surtax, which includes, of course, levying on salaries, which logically would imply reduced attraction for the option form of compensation.

\*\*As estimated by Harold Wincott, "The Pros and Cons of Stock Options," *London Financial Times*, Nov. 14, 1961.

## Shuman, Agnew To Admit Partners

SAN FRANCISCO, Calif. — On Dec. 1 Shuman, Agnew & Co., 155 Sansome St., members of the New York and Pacific Coast Stock Exchange, will admit Philip D. Chapman, Hugh W. Ditzler, Jr., Douglas C. Horner, John R. Shuman and Gerard J. Ehler to partnership in the firm.

## Kennedy, Frank Branch

WESTWOOD, N. J. — Kennedy, Frank & Miller, Inc. has opened a branch office at 423 Broadway under the direction of Rosa Cameron.

## To Serve In Fund Campaign

Emil J. Pattberg, Jr., Chairman of the Executive Committee of the First Boston Corp., will serve as Chairman of the Downtown Business and Professional Committee for the 1961 Family Fund campaign of the Community Service Society of New York, it has been announced by the Fund's General Chairman, Robert W. Cutler. Other prominent



Emil J. Pattberg, Jr.

investment bankers serving in the appeal include Avery Rockefeller, Jr., a partner in Dominick and Dominick, Chairman of Young Men's Solicitation; and Vice-Chairman John Brick, a partner in Paine, Webber, Jackson & Curtis; Francis J. Cunningham, a partner in Kidder, Peabody & Co.; William B. Chappell, Vice-President and Director at First Boston; Leonard D. Newborg of Hallgarten & Co.; F. Dewey Everett, a partner with Hornblower & Weeks; William Ewing, Jr., a partner in Morgan Stanley & Co. Robert L. Thayer of Lehman Bros.; Walter N. Frank, a partner in Marcus & Co.; and William H. Morton, President of W. H. Morton & Co.

The appeal, which runs until Jan. 31, 1962, is seeking \$2,000,000 to help support the work of the Society, the nation's largest voluntary nonsectarian family agency. CSS has been serving New York and New Yorkers since 1848 through case-work, welfare research and community action programs.

## Henry Swift Adds

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif. — Fred G. Michaelis has been added to the staff of Henry F. Swift & Co., 453 Montgomery St., members of the Pacific Coast Stock Exchange. He was formerly with Hannaford & Talbot.

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stock of

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*Air Products and Chemicals*  
INC.

ALLENTOWN, PENNSYLVANIA

# The State of TRADE and INDUSTRY

Steel Production  
Electric Output  
Carloadings  
Retail Trade  
Food Price Index  
Auto Production  
Business Failures  
Commodity Price Index

The November bulletin of the Federal Reserve in its national summary of business conditions says:

Industrial production and retail sales rose in October. The value of construction activity remained close to the record September rate. Although employment increased, the labor force also increased and the unemployment rate was unchanged. The money supply rose further.

### Industrial Production

Industrial production recovered in October to the August level of 113% of the 1957 average from 112 in September. Auto assemblies increased about one-fourth in October; during the first two weeks of the month there continued to be work stoppages at some major auto assembly plants and supply industries, but the effect of work stoppages was smaller than in September. Output of both business and defense equipment rose further in October to a level about 5% above the previous record high reached in mid-1960. Output of business equipment was up about one-tenth from the moderately curtailed level of last spring. Iron and steel output has shown little further rise since midyear as operations have been limited partly by the developments in auto production. Output of most other materials rose in October from the temporarily reduced levels in September.

### Construction

The value of new construction activity in October, at a seasonally adjusted annual rate of \$58.5 billion, was little changed from the record high reached in September and 5% above a year ago. While private construction edged off in October, public construction increased somewhat.

### Distribution

Retail sales, which had changed little through the summer months, rose 2½% in October. A sharp increase in sales of new autos was primarily responsible for the improvement although sales at apparel and department stores also

advanced. Dealer sales of new domestic autos rose to an annual rate of 6¼ million units from the curtailed September rate of about 4½ million.

### Commodity Prices

The wholesale commodity price index showed little change in late October and early November. Prices of steel scrap, lead, and some other sensitive materials declined but prices of most other industrial materials and products were stable. Prices of livestock and meats declined somewhat, reflecting a mainly seasonal expansion in supplies.

### Bank Credit and Reserves

Total commercial bank credit increased slightly further in October following a sharp rise in September. The recent increases have been associated in large part with Treasury financing operations. Bank holdings of securities other than U. S. Government issues and loans were about unchanged in October. The average money supply, seasonally adjusted, increased further following a substantial rise in September. Time deposits also continued to expand.

Total reserves and required reserves of member banks increased substantially in October. Reserves were supplied largely through Federal Reserve purchases of U. S. Government securities. They were absorbed in the main by currency and gold outflows and some reduction in float. Member bank excess reserves declined somewhat and borrowings from the Federal Reserve Banks were up a little.

### Security Markets

Yields on corporate and State and local government bonds declined somewhat between mid-October and mid-November. Yields on all maturities of Treasury issues edged lower in the second half of October but rose in the first half of November. Common stock prices advanced to new record levels.

The Treasury's November re-funding was accomplished by

offering holders of the maturing 2½% bonds the right to convert into three different issues, including a new 15-month note and outstanding 4½-year and 13-year bonds. Attrition of about \$500 million was more than covered by the auction of \$800 million of short-term bills.

### Bank Clearings for Week Ended Nov. 18 Were 0.7% Below Corresponding Week Last Year

Bank clearings last week showed a decrease compared with a year ago. Preliminary figures compiled by *The Chronicle*, based on telegraphic advices from the chief cities of the country, indicate that for the week ended Saturday, Nov. 18, clearings from all cities of the United States from which it is possible to obtain weekly clearings was 0.7% below those for the corresponding week last year. Our preliminary totals stand at \$31,821,341,135 against \$32,031,743,263 for the same week in 1960. Our comparative summary for the leading money centers for the week follows:

| Week End     | (000s omitted) | 1961         | 1960         | %    |
|--------------|----------------|--------------|--------------|------|
| Nov 18       |                | \$16,687,827 | \$17,186,875 | -2.9 |
| New York     |                | 1,504,322    | 1,641,472    | -8.4 |
| Philadelphia |                | 1,310,000    | 1,405,000    | -6.8 |
| Boston       |                | 926,990      | 941,297      | -1.5 |

### Estimates of Steelmaking Operations (as a Percent of Capacity) Go as High as 90% For the First Half of 1962, According to "Iron Age"

The rush of steel orders is on, *The Iron Age* reports. The big push is centered in big consumer goods industries, but sales offices across the country are feeling the pressure.

It all stems from inventory building after the first of the year; orders for December delivery are picking up, but only moderately. But after some days of hesitation, most steel users are committed to a big buildup of steel in advance of the June 30 steel labor deadline.

*The Iron Age* says it now looks like a first half buildup of 10 to 12 million tons of steel in inventories. Estimates of steelmaking operations (as a percent of capacity) go as high as 90% for the first half of 1962.

The extent of the surge of new orders varies only by a matter of degree. A Detroit steel sales office in the center of the automotive industry recorded its biggest day last week in two and a half years. The bulk of the orders

was for after the first of the year.

As it stands now, January will be the best month since early 1960 when the post-strike steel boom was on, the magazine says. However, new business is not confined to early in the year. Some consumers are trying to firm up orders through May and June.

Focal point of the buildup is the auto industry. Here are some indications of automakers' inventory plans:

One of the major auto companies will have a 65-day inventory level by the end of May with a normal June buy coming. This company has a 30-day inventory now.

Another of the big three has a 20-day inventory level now, but will have a 60-day inventory at the end of June. This company is adding five to eight days of inventory a month between now and June. This is the general pattern for this far-flung company with each plant making its own plans.

One major automaker has taken the inventory buildup a step further—to its suppliers. This big producer has "advised" its suppliers to have a 60-day bank on hand by the end of June. This can be interpreted as either steel for 60 days, or parts and steel on hand for a 60-day supply of parts to the automaker.

It is a simple conclusion, then, that the auto industry is setting its sights on enough steel to run out its 1962 models and even get a start on 1963's—even if there is a long steel strike.

### Mills Note Pickup in Orders, But Output to Improve Only Moderately

Steelmakers may put more new tonnage on their order books in November than in any previous month this year, *Steel* magazine said.

Automakers and smaller users in almost all steel consuming industries are stepping up their buying. Sales are running about 5% ahead of October's despite seasonal downtrends in demand for construction steel, pipe, and tin plate.

Even though mills are experi-

encing a pickup in orders, only moderate improvement in weekly output of steel is expected before year-end. Ingot production this week will be about the same as the 2,044,000 tons that *Steel* estimates were poured last week.

One reason some steelmakers are booking so much tonnage is that they have encouraged their divisions to place first quarter orders now. By March 1, one company's subsidiaries will be making no demands on its mills—freeing them to accept big orders from outside customers.

A pickup in defense requirements of sheets and strip is noted at some points. Defense work is also providing growing demand for bar stock—buying is heavier for small arms production.

Look for automakers to buy 10 to 15% more steel next month than they will take in November. The near record rate of new model sales is forcing them to work overtime in 22 of their 47 assembly plants.

The auto companies have told some steelmakers that first quarter purchases will be 15 to 20% higher than those in the fourth quarter. Much of the increased tonnage will have to go into storage because first quarter auto production isn't likely to be much higher than the 1.8 million cars forecast for the October-December period.

With the Great Lakes shipping season winding up, there will be no winter storage in stocks of iron ore, a steelmaking raw material. *Steel* says stocks are expected to be around 81.5 million tons on Dec. 1, equal to eight months' supply at the current rate of consumption.

It is estimated that ore stocks at the start of lake navigation next year will exceed 54 million tons, down from the 64.7 million in stock on April 1, 1961, but up from 1960's 41.8 million. But hedge buying of steel against a possible midyear strike may spur ingot production and ore consumption in early 1962.

As for scrap, another raw material for steelmaking, the price decline has halted. *Steel's* composite price on No. 1 heavy melt-

Continued on page 28

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# TAX-EXEMPT BOND MARKET

BY DONALD D. MACKEY

The market for state and municipal bonds has been less active during the past week than has been the case since the middle of September. A variety of factors has lent some influence to the diminished interest shown by investors during the last two or three weeks.

Important among these has been the steady improvement in the market since early summer. Although the upward market trend lagged a little during late August and early September, as is normal, the tendency has been almost uniformly upward week by week from an Index of 3.423% on July 5 to 3.269% as of Nov. 14. This represents close to a 2 1/4 point average market rise during a period when the normal underwriting volume has been heavy. Some investor resistance to rising prices has been recently noticeable, although net yields continue to be attractive to investors, both institutional and individual.

### More Buoyant Economy in Prospect

Moreover, some of the important factors that have held back the economic recovery expected since springtime, have belatedly begun to bud and to show some sporadic indication of flowering in the frosty atmosphere that suggests that holiday consumer spending may begin to be a potent booster to the general economy.

Some students of the money market have been heralding tighter money since last winter. The recent advent of the \$7 billion Treasury refinancing gave the money managers a likely respite to observe the real status of the bond market through little if any intervention in the money market. Temporarily at least, free reserves have been allowed to decrease below established levels and the Treasury bill rates have risen for the last three weeks although they still remain at the level of about four weeks back. Treasury bonds, after losing their recent gains, have resumed a semblance of firmness.

### Monetary Policy in Tune With Conditions

It would continue to appear to us that the money managers are exercising an intelligent coordination over the national and international complex, involving the fiscal, monetary, industrial and political problems which devolve to them. Although the thoughtful critics are apprehensive concerning the overall reliance placed on monetary policy as against the field of less coordinated economic-political factors—and the latent inflationary danger inherent in the easy money policy that is more or less basic in the reigning political economy—it would appear to us that institutional and even individual bond investment policy may consider the current yield pattern, particularly as it relates to tax-exempts, as satisfactorily realistic.

The relative change in the yield pattern, if measurable, re-

lates more specifically to the earlier maturities, where yields continue, apparently, to make considerable sense to the banks if not to the average investor.

### Municipal Index Down Slightly

Since last reporting, the *Commercial and Financial Chronicle's* state and municipal bond Index has shown the market to be off slightly. The average yield derived from our selected high grade 20 year bond offerings has increased from 3.269% on Nov. 15 to 3.280% as of Nov. 22. In terms of dollars, this would mean the offered side of the market is off about a quarter of a point. Although new issue bidding has continued to be strong, if not aggressive, the bid side of the secondary market generally speaking has been off more than offerings would indicate.

The markets for medium grade secondary bonds have widened somewhat, although offerings have ostensibly held fairly close to recent levels. However, substantial blocks of bonds have traded on bids down .05 and .10 from the actual offerings.

### New Awards in Prospect Not Excessive

The new issue calendar has been further reduced in the course of the week. The schedule through the year-end presently totals less than \$335,000,000 of competitive bid issues. The situation is certainly favorable to a market that has recently become surfeited with a variety of secondary market volume. Dealers generally are well stocked with inventory and a respite from new issue bidding should help in distribution.

In the course of the last week the *Blue List* total of state and municipal bonds totaled more than \$500,000,000. Although this figure does not necessarily represent a strain on the capacity of underwriters and dealers, it does encourage large investors to defer their active interest in offerings. The *Blue List* total of state and municipal offerings was \$495,284,000 on Nov. 22.

### Recent Financing

This week has been a light one as far as new issue bidding is concerned, with only a half dozen issues of note selling competitively. On Thursday, Nov. 16, the Georgia State Highway Authority awarded \$35,000,000 Revenue bonds maturing 1962-1990 to the group managed by The First Boston Corp. and White, Weld & Co. at an interest cost of 3.7463%. Reoffered to yield from 1.70% to 3.85% for various coupons, this issue was in good demand with group sales amounting to \$15,000,000. Subsequent sales have reduced the balance to yesterday afternoon's total of \$7,175,000.

The Omaha Public Power District, Nebraska, a very infrequent borrower, sold \$17,000,000 Electric Revenue (1963-1991) bonds also on Thursday last to the Halsey, Stuart & Co., Inc. group. Other major members of this group in-

clude John Nuveen & Co., Blair & Co., Shields & Co., Salomon Brothers & Hutzler, R. W. Pressprich & Co. and A. C. Allyn & Co. Scaled to yield from 1.70% to 3.625% this issue met with good success. Balance as we go to press is \$2,511,000.

On Monday, Nov. 20, \$4,700,000 Northern Illinois University Student Residence Halls revenue bonds due 1964-2001 were awarded to the John Nuveen & Co. account. Other major members of this syndicate are B. J. Van Ingen & Co., Equitable Securities Corp., J. C. Bradford & Co., First of Michigan Corp. and Blair & Co. The bonds were reoffered to yield from 2.50% to 4.10% in 1999. The last two maturities were not reoffered. Current balance is \$2,990,000.

Also on Monday an award of \$2,165,000 Kalamazoo, Michigan various sewer (1962-1976) bonds was made to The Chase Manhattan Bank and associates. This issue, carrying the highest credit rating, was offered to yield from 1.50% to 3.05%. Yesterday afternoon about \$860,000 remained in account.

Tuesday, Nov. 21, saw the sale of \$11,635,000 City of Buffalo, New York various purpose (1962-1975) bonds to The First National City Bank of New York group. Other major members of this group include Marine Trust Company of Western New York, Harris Trust & Savings Bank, Drexel & Co., Continental Illinois National Bank and Trust Company, Manufacturers & Traders Trust Co., Adams, McEntee & Co. and Dominick and Dominick. Scaled to yield from 1.45% to 3.10%, with a 2.90% coupon, about \$7,300,000 bonds remains in account.

### Week's Big One

This week's final sale of note involved \$30,000,000 State of Ohio, Major Thoroughfare Construction (1962-1972) bonds which were won by the Blyth & Co., Inc., B. J. Van Ingen & Co., Inc., and the Ohio Company syndicate. Other major members of this group are Braun, Bosworth & Co., The First Boston Corp., Goldman, Sachs & Co., Kidder, Peabody & Co., Kuhn, Loeb & Co. and Phelps, Fenn & Co. The issue was reoffered to yield from 1.35% to 3.00%, with the present balance about \$11,155,000.

### Toll Bonds Easier

The toll road and other revenue type term issues have been a little easier since last reporting. The *Smith, Barney & Company* Turnpike bond Index averaged out at a 3.88% yield when struck on Nov. 16. The previous week's Index was 3.86%. In dollars the offered side of the market was down a quarter of a point. These markets are for the most part quite narrow.

### Florida Turnpikes on Target

The first week in December continues to be the target for the flotation of \$155,000,000 Florida Turnpike Authority 40 year revenue bonds. The underwriting syndicate is managed by Dillon, Read & Co., Inc., Glore, Forgan & Co., White, Weld & Co., Wertheim & Co., Tripp & Co., Leedy, Wheeler and Alleman, Inc., Childress & Co. and Pierce, Carrison & Wulbern, Inc. The issue has been validated by the Florida Supreme Court and proceedings seem as scheduled, although some die hard local opposition is reported.

The market for the outstanding Florida Turnpike 3 1/4s due April 1, 1965, as we go to press, is 99 1/2-101. By terms of the refinancing plan, the impending issue would be called at 103 1/2, with interest payable to the first call date (as a whole) April 1, 1962.

# Larger Issues Scheduled For Sale

In the following tabulations we list the bond issues of \$1,000,000 or more for which specific sale dates have been set.

| Location   | Amount      | Term      | Date                | Time       |
|--|-------------|-----------|---------------------|------------|
| Wilmington, Delaware   | 1,500,000   | 1962-1986 | Nov. 24 (Friday)    | 11:00 a.m. |
| Seattle, Washington  | 4,000,000   | 1964-1982 | Nov. 27 (Monday)    | 10:00 a.m. |
| Camillus, Van Buren, etc., CSD 1, New York                       | 1,074,000   | 1962-1991 | Nov. 28 (Tuesday)   | 2:00 p.m.  |
| Cook County, Ill.  | 2,000,000   | 1964-1973 |                     | 10:30 a.m. |
| Gary Public Library, Ind.  | 2,000,000   | 1963-1981 |                     | 11:00 a.m. |
| Groton, Dryden, etc., CSD 1, N. Y.                               | 1,300,000   | 1962-1991 |                     | 3:00 p.m.  |
| Hampton, New Hampshire   | 1,169,000   | 1962-1981 |                     | 11:00 a.m. |
| Kent Co., Dover Spec. Sch. Dist., Delaware                       | 1,276,000   | 1962-1981 |                     | Noon       |
| Wallingford, Conn.   | 1,645,000   | 1963-1981 |                     | 11:00 a.m. |
| Cheshire, Conn.  | 1,218,000   | 1962-1981 | Nov. 29 (Wednesday) | 2:00 p.m.  |
| Kansas City, Missouri  | 3,300,000   | 1962-1981 |                     | 10:00 a.m. |
| Mississippi (State of)   | 11,855,000  | 1962-1986 |                     | 10:00 a.m. |
| Mountain View, California  | 2,212,000   | 1963-1982 |                     | 5:00 p.m.  |
| Tazewell County, CHSD 303, Ill.                                  | 2,475,000   | 1963-1980 |                     | 8:00 p.m.  |
| Moorestown Twp. Sch. Dist., N. J.                                | 2,425,000   | 1963-1987 | Nov. 30 (Thursday)  | 8:00 p.m.  |
| North St. Paul-Maplewood Ind. Sch. Dist. No. 622, Minnesota      | 1,000,000   | 1964-1990 |                     | 8:00 p.m.  |
| Villa Maria College, Pa.   | 1,023,000   | 1963-2000 |                     | 10:00 a.m. |
| Dallas County, Texas   | 5,000,000   | 1963-1992 | Dec. 4 (Monday)     | 10:00 a.m. |
| Parma, Ohio  | 1,965,000   | 1963-1972 |                     | Noon       |
| Pima County, Ariz.   | 1,420,000   | 1969-1982 |                     | 11:00 a.m. |
| Arapahoe Co. S. D. No. 6, Colo.                                  | 2,570,000   | 1963-1982 | Dec. 5 (Tuesday)    | 7:30 p.m.  |
| Baltimore, Maryland  | 28,500,000  | 1962-1987 |                     | 11:00 a.m. |
| Clifton, New Jersey  | 1,871,000   | 1963-1986 |                     | 8:00 p.m.  |
| Connecticut (State of)   | 25,000,000  | 1963-1981 |                     | 11:00 a.m. |
| Florida Turnpike Authority, Fla.                                 | 155,000,000 | 2001      |                     |            |
| [Negotiated sale to be handled by Dillon, Read & Co. syndicate.] |             |           |                     |            |
| Georgia Ports Authority, Georgia                                 | 9,500,000   | 1962-1987 |                     | Noon       |
| Indiana Area Jt. Sch. Auth., Pa.                                 | 3,250,000   | 1962-1991 |                     | 7:30 p.m.  |
| Jersey City, New Jersey  | 9,693,000   | 1962-1981 |                     | 10:30 a.m. |
| Orange Unified Sch. Dist., Calif.                                | 1,490,000   | 1963-1982 |                     | 11:00 a.m. |
| Riverside, Calif.  | 2,944,000   | 1963-1982 |                     | 10:00 a.m. |
| Terre Haute, Ind.  | 6,300,000   | 1963-2001 |                     | 2:00 p.m.  |
| Oakland County, Mich.  | 33,675,000  | 1963-1992 | Dec. 6 (Wednesday)  | 11:00 a.m. |
| St. Louis County, Kirkwood School District, R-7, Mo.             | 1,700,000   | 1963-1981 |                     | 8:00 p.m.  |
| Salt Lake Co., Utah  | 5,500,000   | 1963-1972 |                     | 11:00 a.m. |
| Sauk County, Wis.  | 1,150,000   | 1963-1980 |                     | 10:00 a.m. |
| South Bend, Ind.   | 1,100,000   | 1963-1968 | Dec. 7 (Thursday)   | 2:00 p.m.  |
| Liberty County, Texas  | 1,000,000   | 1965-1984 | Dec. 11 (Monday)    | 11:30 a.m. |
| Cordova Park Dist., Calif.                                       | 1,200,000   |           | Dec. 12 (Tuesday)   | 8:00 p.m.  |
| East Baton Rouge Parish, La.                                     | 7,000,000   | 1963-1992 |                     | 5:00 p.m.  |
| Florida State Board of Education                                 | 1,765,000   |           |                     |            |
| Los Angeles Co. Hosp. Dist., Calif.                              | 3,781,000   |           |                     |            |
| New York City, New York  | 53,100,000  |           |                     | 11:00 a.m. |
| Oklahoma City, Okla.   | 15,940,000  | 1964-1987 |                     |            |
| Pennsylvania State Public School Bldg. Authority, Pa.            | 23,044,000  | 1962-2000 |                     | Noon       |
| Phoenix, Ariz.   | 7,500,000   |           |                     |            |
| Texas State Teachers Colleges, Tex.                              | 3,631,000   | 1964-2001 |                     | 10:00 a.m. |
| Atlantic County New Jersey                                       | 2,000,000   | 1963-1992 | Dec. 13 (Wednesday) | 1:00 p.m.  |
| North Olmsted City Sch. Dist., O.                                | 2,031,000   | 1963-1984 |                     | Noon       |
| Rutgers University, N. J.  | 4,160,000   | 1962-2000 | Dec. 14 (Thursday)  | 3:00 p.m.  |
| South Carolina (State of)  | 6,000,000   | 1962-1981 |                     | Noon       |
| University of the Pacific, Calif.                                | 2,115,000   | 1964-2001 |                     | 10:00 a.m. |
| Louisiana State College, La.                                     | 1,585,000   | 1964-2001 | Dec. 15 (Friday)    | 11:00 a.m. |
| Richmond, Va.  | 7,800,000   | 1963-1982 | Dec. 20 (Wednesday) |            |
| Cypress-Fairbanks CISD, Texas                                    | 2,325,000   |           | Jan. 1 (Monday)     |            |
| Taylor Township Sch. Dist., Mich.                                | 3,500,000   |           |                     |            |
| Georgia Rural Roads Auth., Ga.                                   | 13,000,000  |           | Jan. 4 (Thursday)   |            |
| Georgia State Office Bldg. Auth., Georgia                        | 6,000,000   |           |                     |            |
| Ascension-St. James Bridge & Ferry Authority, La.                | 30,750,000  | 2001      | Jan. 9 (Tuesday)    | 11:00 a.m. |
| East Bay Mun. Util. Dist., Calif.                                | 30,000,000  |           |                     |            |
| Terrebonne Par. Cons. SD, #1, La.                                | 2,000,000   |           |                     | 10:00 a.m. |
| Los Angeles, Calif.  | 9,000,000   |           | Jan. 10 (Wednesday) |            |
| San Jose, Calif.   | 20,000,000  | 1963-1982 |                     | 11:00 a.m. |
| Alpine School District, Utah                                     | 2,500,000   | 1964-1973 | Jan. 17 (Wednesday) |            |
| Ector County, Texas  | 1,500,000   |           | Jan. 22 (Monday)    |            |
| Minneapolis Special S. D. 1, Minn.                               | 2,000,000   |           | Jan. 24 (Wednesday) |            |
| Los Angeles Sch. Dist., Calif.                                   | 35,000,000  |           | Feb. 6 (Tuesday)    |            |

### MARKET ON REPRESENTATIVE SERIAL ISSUES

| State                            | Rate   | Maturity  | Bid   | Asked |
|----------------------------------|--------|-----------|-------|-------|
| California (State)               | 3 1/2% | 1978-1980 | 3.65% | 3.50% |
| Connecticut (State)              | 3 3/4% | 1980-1982 | 3.35% | 3.25% |
| New Jersey Highway Auth., Gtd.   | 3%     | 1978-1980 | 3.35% | 3.25% |
| New York (State)                 | 3%     | 1978-1979 | 3.25% | 3.10% |
| Pennsylvania (State)             | 3 3/8% | 1974-1975 | 3.10% | 3.00% |
| Vermont (State)                  | 3 1/8% | 1978-1979 | 3.25% | 3.10% |
| New Housing Auth. (N. Y., N. Y.) | 3 1/2% | 1977-1980 | 3.25% | 3.10% |
| Los Angeles, Calif.              | 3 3/4% | 1978-1980 | 3.70% | 3.55% |
| Baltimore, Md.                   | 3 1/4% | 1980      | 3.35% | 3.20% |
| Cincinnati, Ohio                 | 3 1/2% | 1980      | 3.35% | 3.20% |
| New Orleans, La.                 | 3 1/4% | 1979      | 3.60% | 3.45% |
| Chicago, Ill.                    | 3 1/4% | 1977      | 3.55% | 3.40% |
| New York City, N. Y.             | 3%     | 1980      | 3.60% | 3.55% |

November 22, 1961 Index=3.280%

# Extending the Commingled Funds Concept in Banking

By Robert R. Duncan,\* President, Trust Division, American Bankers Association, and Chairman of the Board, Harvard Trust Company, Cambridge, Mass.

**Preclusion of banking competition against mutual funds will be explored in an attempt to determine whether corporate fiduciaries can be permitted to fill the gap between savings accounts and investment services provided by banks. Mr. Duncan pictures small agency accounts as being at the same point small trusts were in 1934 when they were allowed to be commingled in order to take advantage of a large diversified investment program. No change is sought with regard to bona fide trust concept of Regulation F although opposition is voiced against the Federal Reserve's attempt to tighten up restrictions against certain revocable trusts. The question to be answered is whether the use of mingled funds for non-trust accounts violates existing banking legislation.**

The subject of this paper has been chosen for two reasons: first, I want to bring up to date the discussions we have had with the Federal Reserve Board about common trust funds; secondly, I want to discuss the possibility of extending the use of commingled funds beyond the scope of the common trust fund as we know and use it today. As to the first



Robert R. Duncan

point, prior to the middle thirties the common trust fund, as we know it today, did not exist. There were some minor exceptions to that rule; but, generally speaking, both the local trust law of the states and the tax laws of the central government made the commingling of separate trust funds impossible. The effort to overcome these obstacles was long and arduous, and great credit is due those members of the American Bankers Association's Trust Division who worked so tirelessly to that end. At that time, many of our most foresighted trust people were concerned over discovering some way in which the benefits of corporate investment management might be taken to trusts in the so-called mass market area. It was becoming apparent that with the rising costs of operation it was no longer possible to handle the small trust on a break-even basis if it had to be dealt with as a separate entity for investment purposes. Nor could the recognized advantages of sound diversification be attained if the trust assets were too small in total. It was such considerations which motivated those then carrying the burden of Trust Division activities to seek the right to pool the assets of small trusts.

### Proud of Growth of Common Trust Funds

One of the key pieces in the successful resolution of those difficulties which barred the operation of pooled funds was the promulgation of Section 17 of Regulation F by the Board of Governors of the Federal Reserve System. It was important not only because of the rules it established for the operation of common trust funds, but also because it became the measure of income tax exemption for the commingled fund under the Federal code. One of the main requirements of Section 17 was and is that only bona fide trusts may be included in a common fund — that is, trusts established for a real "trust" reason and not just to provide a vehicle for the accumulation and investment of funds. Thus the advertisement of a common fund and particularly of its success by way of capital improvement or rate of return is definitely frowned upon.

It is to be regarded simply as an operating tool of the corporate fiduciary. Under the supervision of the regulatory authorities, common trust funds have steadily grown for more than 20 years until today they are an integral part of the trust operations of many of the members of our division.

Last fall we were surprised to receive a communication from the Board of Governors proposing an amendment to Section 17 of Regulation F which would bar from inclusion in a common fund any

revocable trust with income payable to the grantor and remainder to his estate. The proposal stems from the desire of the board to enforce strictly the bona fide trust concept of Regulation F and its fear that a tendency was developing to include trusts which had really been established for investment management only.

This was the situation when the Executive Committee of the Trust Division met in New York last February. We were of the opinion that the amendment was not necessary, as we believed the banks operating common trust funds had, in general, been meticulous in adhering to the rules of Regulation F, particularly so far as the bona fide trust concept was concerned, and that any departure from those rules in an isolated case could be easily handled by the supervisory authorities in the course of examinations. At the same time, we felt that the adoption of the amendment would seriously affect many entirely bona fide situations which happened to transgress the language of the amendment. I reported on this whole situation directly to all members of the Trust Division operating common trust funds, and I believe a great majority of them have written to the board expressing their hope that the proposed amendment would not be adopted.

### Desire to Enlarge Common Funds' Benefits

At the time it considered the proposed amendment, the Executive Committee was aware of the restlessness of many members of our division over the restrictions placed upon the commingling of funds; and it had been suggested more than once that the division should seek some relaxation in the provisions of Regulation F so that the usefulness of the common fund might be enlarged. These suggestions have been made because of the belief that this common fund device is the only practical way to bring to the mass market for investment services the benefits of corporate fiduciary advice. Many of our members have seen the tremendous growth made by the mutual funds. They have had knocking at their door and asking for help and advice individuals with relatively small amounts of capital, and they have been aware of their inability to offer effective help without the right to commingle.

On the other hand, the use of the common fund device, even as now limited by Section 17 of Regulation F, has proved its value many times over since that Section was adopted in 1937. Even if for the moment we should agree that the concept of a bona fide trust had kept the benefits of common fund investment from a substantial number of people

who otherwise might benefit from the commingling of assets, nevertheless, the benefits to the beneficiaries of these trusts whose assets could be commingled have been tremendous.

Because the entire history of common trust funds has been based upon this concept, it seemed to the Executive Committee that it was unwise to attempt to make any effort to get the terms of the Regulation enlarged to include funds seeking investment supervision which are outside the scope of the bona fide trust concept. The Board of Governors of the Federal Reserve System appears firmly committed to the maintenance of that concept, so far as trust funds are concerned. This is amply evident from the recent proposal of the Board to amend the Regulation so as to exclude certain revocable trusts as has already been discussed. It seemed to us that the interests of our members operating common trust funds and of the beneficiaries whom they represent would be best served by maintaining the integrity of this bona fide trust concept and running no risk of further restrictive efforts on the part of the supervisory authorities. I include also among those risks the possibility of losing the present income-tax exemption of common funds which depends upon compliance with the terms

Continued on page 14

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

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November 17, 1961

## DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

IT IS UNDERSTOOD THAT THE FIRMS MENTIONED WILL BE PLEASED TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

**Airlines**—Discussion of outlook—John H. Lewis & Co., 63 Wall St., New York 5, N. Y. Also available is a review of Northwest Airlines Inc. and data on Continental Insurance Co.

**Building Stocks**—Review with particular reference to Masonite Corp., Bird & Son, Southern Materials and Kawneer Co.—Auchincloss, Parker & Redpath, 2 Broadway, New York 4, N. Y. Also available is a chart analysis of Microwave Associates.

**Common Stocks** yielding 4% or more—brochure—Carl M. Loeb, Rhoades & Co., 42 Wall Street, New York 5, N. Y.

**Florida Securities**—Bulletin on Florida Power & Light Co., Florida Power Corp., Tampa Electric and Florida Telephone—Ralph E. Samuel & Co., 2 Broadway, New York 4, N. Y. Also available is a bulletin on Orange & Rockland Utilities Inc.

**Estero Municipal Improvement Bonds**—Information on tax-free bonds yielding 5.60%. Grande & Co., Inc., Hoge Bldg., Seattle 4, Wash.

**Japanese Electronics Industry**—Analysis—Nomura Securities Co., Ltd., 61 Broadway, New York 6, N. Y.

**Japanese Market**—Survey—Daiwa Securities Co., Ltd., 149 Broadway, New York 6, N. Y.

**Japanese Market**—Review—Yamaichi Securities Co. of New York, Inc., 111 Broadway, New York 6, N. Y. Also available is an analysis of Nippon Reizo Kabushiki Kaisha.

**Japanese Stocks**—Handbook for investment, containing 20 essential points for stock traders and investors—The Nikko Securities Co., Ltd., Tokyo, Japan—New York office 25 Broad Street, New York 4, N. Y.

**Market Trend**—Discussion of outlook—Richard Ney and Associates, 242 North Canon Drive, Beverly Hills, Calif.

**New York City Bank Stocks**—Third Quarter Statistics on Ten New York City Banks—Laird,

Bissell & Meeds, 120 Broadway, New York 5, N. Y.

**Oil Company Earnings**—Comparative figures—W. E. Hutton & Co., 14 Wall Street, New York 5, N. Y.

**Oil Industry**—Bulletin—Bache & Co., 36 Wall Street, New York 5, N. Y. Also available are data on Atlantic Refining Company.

**Over-the-Counter Index**—Folder showing an up-to-date comparison between the listed industrial stocks used in the Dow-Jones Averages and the 35 over-the-counter industrial stocks used in the National Quotation Bureau Averages, both as to yield and market performance over a 23-year period—National Quotation Bureau, Inc., 46 Front Street, New York 4, N. Y.

**Over The Counter Stocks**—Bulletin—Sirota, Taylor & Co., Inc., 26 Broadway, New York 4, N. Y.

**Publishing Stocks**—Report—With particular reference to Crowell Collier, McGraw Hill and Random House—Goodbody & Co., 2 Broadway, New York 4, N. Y. Also available are memoranda on Mesabi Trust, U. S. Tobacco and Zenith.

**Retail Stocks**—Survey with particular reference to Marshall Field—Shields & Company, 44 Wall Street, New York 5, N. Y.

**Retail Trade Industry**—Review—Calvin Bullock Limited, 1 Wall Street, New York 5, N. Y.

**Revenue Bond Projects**—Progress report—Smith, Barney & Co., 20 Broad Street, New York 5, N. Y.

**Savings & Loan Holding Companies**—Memorandum—Kidder, Peabody & Co., 20 Exchange Place, New York 5, N. Y.

**Small Business Investment Companies**—Report—Troster, Singer & Co., 74 Trinity Place, New York 6, N. Y.

**Tax Pointers**—Bulletin with a list of switch suggestions—Paine, Webber, Jackson & Curtis, 25 Broad Street, New York 4, N. Y. Also available are data on Pan American World Airways, Commercial Solvents Corp., Wisconsin Electric Power, and Liggett & Myers.

**Tax Program**—Discussion with brief analysis of Babcock & Wilcox, Burlington Industries, Carter Products, Cities Service, Friden Inc., Whittin Machine Works and F. W. Woolworth—Purcell & Co., 50 Broadway, New York 4, N. Y. Also available is a bulletin on Cerro Corp. and a list of stocks with recovery possibilities.

**Top Twenty**—A list of stocks compiled from the holdings of five of the leading open end Canadian Mutual Funds—Wills, Bickle & Company Limited, 44 King Street, West, Toronto 1, Ont., Canada.

**Treasury Market**—Report—Aubrey G. Lanston & Co., Inc., 20 Broad Street, New York 5, N. Y.

**World Petroleum Industry**—Analysis of future growth—Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York 15, N. Y.

**ACF Industries**—Report—Dreyfus & Co., 2 Broadway, New York 4, N. Y.

**Admiral Corp.**—Analysis—Colby & Company, Inc., 85 State Street, Boston, Mass.

**Alberto-Culver Company**—Report—Madison Management Corporation, Box 867, Madison 1, Wis.

**Allied Stores Corporation**—Report—Hardy & Co., 30 Broad Street, New York 4, N. Y. Also available is a report on General Bank Shares.

**American Broadcasting - Paramount Theatres**—Memorandum—E. F. Hutton & Company, 1 Chase Manhattan Place, New York 5, N. Y. Also available are memoranda on Girard Trust Corn Exchange Bank and E. J. Korvette Inc.

**American Motors**—Memorandum—Sincere and Company, 208 So. La Salle Street Chicago, 4, Ill. Also available is a memorandum on Brunswick.

**American Telephone & Telegraph**—Analysis—Butler, Herrick & Marshall, 76-11 Thirty-seventh Avenue, Jackson Heights 72, N. Y. Also available is a discussion of Helena Rubinstein.

**American Viscose**—Analysis—Robinson & Co., Inc., 15th and Chestnut Streets, Philadelphia 2, Pa.

**Arvin Industries**—Report—Parish & Co., 40 Wall Street, New York 5, N. Y.

**Associated Transport**—Review—Frank Ginberg & Co., Inc., 25 Broad Street New York 4, N. Y. Also available are reviews of Straus Duparquet Inc., Trade Winds Company, Phillips Foscoe Corp. and Lasco Industries.

**Atchison Topeka**—Memorandum—F. P. Ristine & Co., 15 Broad Street, New York 5, N. Y. Also available are memoranda on Illinois Central and Rock Island.

**Borg-Warner Corp.**—Review—Fahnestock & Co., 65 Broadway, New York 6, N. Y. Also available is a review of Ferro Corp.

**E. L. Bruce**—Memorandum—McDonnell & Co., Incorporated, 120 Broadway, New York 5, N. Y.

**Bzura Chemical**—Memorandum—H. B. Crandall Co., 79 Wall Street, New York 5, N. Y. Also available are memoranda on Electromagnetic Industries, Meadow Brook National Bank and Com-pudyne.

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**Champion Papers Inc.**—Memorandum—R. W. Pressprich & Co., 80 Pine Street, New York 5, N. Y. Also available is a memorandum on Monroe Auto Equipment Co.

**Chicago Aerial Industries, Inc.**—Analysis—A. C. Allyn & Co., 122 South La Salle Street, Chicago 3, Ill. Also available is an analysis of Warner Electric Brake & Clutch Co.

**Coastal States Gas Producing**—Memorandum—Spencer Trask & Co., 25 Broad Street, New York 4, N. Y.

**Columbia Pictures**—Report—Walston & Co., Inc., 74 Wall St., New York 5, N. Y.

**Consolidated Water Power & Paper Co.**—Memorandum—Loewi & Co., Incorporated, 225 East Mason Street, Milwaukee 2, Wis. Also available is a memorandum on W. A. Brown Manufacturing.

**General Motors**—Memorandum—Herzfeld & Stern, 30 Broad Street, New York 4, N. Y.

**General Steel Industries**—Bulletin—Winslow, Cohe & Stetson, Inc., 2 Broadway, New York 4, N. Y.

**Girard Industries Corp.**—Analysis—Edwards & Hanly, 100 North Franklin Street, Hempstead, N. Y.  
**Great American Life Underwriters**—Memorandum—Wm. H. Tegtmeyer & Co., 105 South La Salle Street, Chicago 3, Ill.

**Harvey House, Inc.**—Review in the current issue of the Richard Bruce Survey—Richard Bruce Co., Inc., 30 Pine Street, New York 5, N. Y.

**Hercules Powder**—Memorandum—Hess, Grant & Remington, Inc., 123 South Broad Street, Philadelphia 9, Pa.

**International Salt**—Memorandum—Draper, Sears & Co., 50 Congress Street, Boston 2, Mass.

**Interstate Motor Lines**—Memorandum—Edward L. Burton & Co., 174 South Main Street, Salt Lake City 1, Utah.

**King's Department Stores**—Memorandum, Hemphill, Noyes & Co., 8 Hanover Street, New York 5, N. Y. Also available is a memorandum on National Research.

**King's Department Stores Inc.**—Data—A. M. Kidder & Co., Inc., 1 Wall Street, New York 5, N. Y. Also available are data on Bargaintown U. S. A. and Monsanto Chemical.

**Laboratory for Electronics**—Memorandum—May & Gannon, Inc., 140 Federal Street, Boston 10, Mass.

**Max Factor**—Memorandum—Thomson & McKinnon, 2 Broadway, New York 4, N. Y. Also available is a memorandum on Norwich Pharmacal.

**McDonnell Aircraft**—Memorandum—Hayden, Stone & Co., 25 Broad Street, New York 4, N. Y.  
**McGraw Edison Company**—Study—Halle & Stieglitz, 52 Wall St., New York 5, N. Y.

**McGraw Edison Co.**—Memorandum—Bacon, Whipple & Co., 135 South La Salle Street, Chicago 3, Ill.

**McKesson & Robbins**—Analysis—Blair & Co., Incorporated, 20 Broad Street New York 5, N. Y.

**Meadow Brook National Bank**—Analysis—Holton, Henderson & Co., 621 South Spring Street, Los Angeles 14, Calif. Also available is a memorandum on Union Bank.  
**Mon-Art**—Memorandum—Davis, Rowady & Nichols, Inc., Buhl Building, Detroit 26, Mich.

**Moore Corporation**—Analysis—Greenshields & Co. Inc., 64 Wall Street, New York 5, N. Y.

**National Periodical Publications Inc.**—Analysis—Shearson, Ham-mill & Co., 14 Wall Street, New York 5, N. Y. Also available is an analysis of Railroads.

**Nalco Chemical Co.**—Memorandum—Moore, Leonard & Lynch, Union Trust Building, Pittsburgh 19, Pa.

**New York Central Railroad**—Analysis—Hill, Darlington & Grimm, 2 Broadway, New York 4, N. Y.

**R. C. Can**—Memorandum—Reinholdt & Gardner, 400 Locust St., St. Louis 2, Mo.

**Raytheon**—Review—Reynolds & Co., 120 Broadway, New York 5, N. Y. Also available are data on National Distillers, American Steel Foundries and Monsanto Chemical and a memorandum on Interstate Natural Gas Pipe Lines.

**G. D. Searle**—Analysis—Schwabacher & Co., 100 Montgomery Street, San Francisco 4, Calif.

**Standard Kollsman**—Memorandum—J. W. Sparks & Co., 120 Broadway, New York 5, N. Y.

**Stauffer Chemical**—Discussion—Stearns & Co., 80 Pine Street, New York 5, N. Y.

**Sterling Oil of Oklahoma**—Report—First Investment Savings Corp., 404 North 21st Street, Birmingham, Ala.

**Technicolor Inc.**—Analysis—Dean Witter & Co., 45 Montgomery St., San Francisco 6, Calif.

**Van Waters & Rogers Inc.**—Memorandum—First California Company Incorporated, 300 Montgomery Street, San Francisco 4, Calif.

**Ziegler Coal & Coke**—Memorandum—Lee Higginson Corporation, 20 Broad Street, New York 5, N. Y.

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### NEEDCO APPOINTMENT



C. M. Drury, CBE, DSO, QC, has been appointed president of Needco Cooling Semiconductors Ltd. of Canada, the first publicly-owned corporation wholly devoted to the development and manufacture of thermoelectric materials and devices.

Mr. Drury succeeds Roman Post, who will devote his time to Nucleonic Electric Equipment & Development Co., but will remain on the board of directors of Needco and as a consultant.

Deputy Minister of National Defence from 1949 to 1955, Mr. Drury is president of Avis Transport of Canada Ltd. and vice-president of the Foundation Co. of Canada. Keenly interested in national and community affairs, he is also president of the Canadian Centenary Council and the Montreal Board of Trade, and is chairman of the Montreal branch of the Canadian Institute of National Affairs.

A pioneer in the field of thermoelectricity, Needco has an arrangement for general business management with the New York management consultant firm of Wallace Clark & Co. Inc.

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# The Annual Report

By Dr. Ira U. Cobleigh, *Enterprise Economist*

**A timely discussion of annual reports: what they should contain, how they should be prepared, who should receive them, and their vital importance in the enhancement of corporate values.**

Sixty years ago, the same high handed business leaders who said "the public be damned" felt much the same way about their own stockholders. They told 'em nothing, and even that with the greatest of reluctance! In 1901 a public corporation in its annual report stated: "The settled plan of directors has been to withhold all information from stockholders and others, that is, not called for by the stockholders in a body." Coal companies at the turn of the century were notoriously secretive and for years many issued no annual reports at all. For some years until 1906, Westinghouse Electric and U. S. Express Co. didn't even hold annual meetings.

United States Steel Corp. in 1902 set the modern trend in its very first report when President Gary noted: "Corporations cannot work on a principle of closed doors and shut lips." Since then we've made great progress in the business of annual reporting. A lot of the improvement was voluntary, but much of it was impelled by regulations of the S.E.C. promulgated in the 1930s, and by revised Stock Exchange requirements, over the years, for "listed" companies. In general, good financial practice, and the aforementioned regulations, call for an annual report to be published within 90 days of the end of the business year (fiscal or calendar); and distributed to stockholders 15 days prior to the annual meeting. Many companies, particularly smaller and newer ones, are notably remiss in this matter and come straggling out with their reports five or six months after the year end.

With 16 million stockholders in America, it is now becoming recognized that stockholders are a corporation's best friend. Properly informed, the satisfied shareholder is an enthusiastic salesman of a corporation's securities, products and services; and contented investors represent a "pre-sold" and substantial reservoir of capital for future corporate expansion. So it is that modern annual reports are designed with stockholders primarily in mind. The old-fashioned dull document written in Sahara-arid legal or accounting prose, and containing a bare balance sheet and earnings statement, has given way to the new streamlined version, illustrated, and embellished with charts and pictures and written in an animate, narrative style. There is no reason why an annual report should be boring; it can be interesting and even make exciting reading.

## Objectives of the Report

The report is primarily a summary giving essential information about how a company is doing and where it is going—its recent earnings, its financial position, its personnel and plants, and its plans for future progress, profits and dividends.

Its objectives are multiple. First, the report should enlighten stockholders so that they will happily hold onto their stock and possibly buy more. Second, it should broaden the acceptance, and improve the quality rating, of company securities by analysts, investment advisors, brokers, bankers, individual and institutional investors. Distribution of the report among these groups tends to attract new stockholders and may result in a higher price/earning ratio for company shares.

Then, too, editors of business, financial and daily papers are likely to give important publicity

to a report they can swiftly read and summarize. The report can further highlight company products in such a way that stockholders and employees will be eager to buy them and to recommend them to friends.

## What the Report Should Contain

The three basic ingredients of an effective report are:

(1) The President's letter; (2) The financial statements, and (3) The graphs, charts, pictures, highlights. Further, the report should be professionally written in a clear, fluid and easily readable style.

The President's letter sets the pace and tone. It should be a confident account of the results of the preceding year, highlighting areas of greatest growth and earnings; and pointing to bright, new future horizons of profitability. The President's message should avoid egotism, stress corporate team work and not hedge with weasel words. If the next year should be a better one, say so! If competition or high start-up costs on new projects will dampen any immediate upturn in net, that should be told, too.

The most effective reports seem to stress a special theme for the year. This results in more readable story, portrays the imagination and initiative of management and spotlights significant areas. Either a new plant, a new product line, major property improvement, entry into new markets, or substantial advances in research, effectively described and attractively accented, can animate and enliven the report and give special direction to it.

The financial statements need not be dreary. The exhibits prepared by certified accountants should be as simplified as possible, but should also reveal with clarity the current working capital position, the number of shares outstanding, book value, earnings and dividends paid per share, taxes paid; and they should clearly explain all special entries, reserves and changes in the surplus account. Further, the statements should be set up to show comparisons of results with those of the preceding year.

To the panoramic corporate picture painted by the President, and the properly presented audited financial data should be added (on a single page) a summary, or highlight of the most significant results (level of sales, per share net profit margins, etc.); and there should be charts depicting growth of gross and net earnings, increases in dividends and the number of shareholders, etc. over the years. Pictures, preferably in color, can be included to show a new plant, new products, and corporate officers. These should be attractively captioned. All of these photographic displays should be animated by people. A picture of a bare factory, even if it's an architect's drawing, is not as effective as one with a full parking lot and eager faced employees about to start the day's work.

## Format

The size of the annual report has, for major companies, become pretty standardized. It is 8½ ins. x 11 ins. and may run from 20 to 60 pages depending on the budget and the extent of graphic material. It may be done in from one to four colors. The cheapest and barest reports may be turned out for eight cents or 10 cents a copy or run to over \$3.00 for the most elaborate ones. Too flashy reports

are frowned on, as stockholders may think corporate money is being wasted. Then, too, a company such as American Telephone and Telegraph has to be mindful of the costs of mailing annual reports to two million shareholders. (Small and early phase companies, anxious to conserve cash, get an adequate job done with an eight-page report 6 ins. x 9 ins. or, better, 7 ins. x 10 ins.)

## Distribution

The report should be sent not only to shareholders, but to analysts, brokers, institutional investors, investment services, daily and weekly financial journals, and to the daily press in the corporation's service area.

At this season of the year when thousands of companies are beaverishly at work lining up financial data, and managements are huddling about whether to deduct or capitalize discretionary expenses; or to set up certain reserves;—at this time, these ideas about annual reports may be most helpful. In any event, the annual report is a corporation's most

vital communication. Well written, it can do a marvelous job of financial public relations.

In the words of Mr. Harold W. Comfort, President of the Borden Co., "It's a means of friendly communication with stockholders, an informative booklet for employees, a catalog of company products, a fact sheet for the business press, a community relations tool, a text book for business classes, a good-will builder among suppliers and important customers and a manual for salesmen."

## Now Corporation

Paul Eisenberg Co., 61 Broadway, New York City, is now doing business as a corporation. Paul Eisenberg is President and Treas.

## Named Director

Edward A. Schrader, a partner in Goldman, Sachs & Co., has been elected to the board of directors of Lehn & Fink Products Corporation, Walter N. Plaut, Lehn & Fink president, secretary and Treasurer.

## Koughan Joins AF-GL Agency

LOS ANGELES, Calif.—The appointment of Patrick F. Koughan as an Account Executive in the Los Angeles office of Albert Frank-Guenther Law, Inc., had been announced Nov. 22 by George Hersh II, Vice-President and Manager of the agency's office at 5723 Melrose Avenue.

Before joining AF-GL, Mr. Koughan operated his own firm for five years, providing public relations and advertising services to financial and industrial accounts in the greater Los Angeles area.

## Greg-Mar Fund Sales

WHITESTONE, N. Y.—Greg-Mar Fund Sales Corp. is engaging in a securities business from offices at 13-41 145th Place. Officers are John E. Abagnale, President; George Essert, Vice-President; and Olympia Abagnale, Secretary and Treasurer.

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

Not a New Issue

November 22, 1961

61,500 Shares

## General Development Corporation

COMMON STOCK  
(\$1.00 Par Value)

Price \$13.75 per Share

*Copies of the Prospectus may be obtained from the undersigned.*

**ALLEN & COMPANY**

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

November 20, 1961

359,000 Shares\*

## ASSOCIATED PRODUCTS, INC.

COMMON STOCK  
(Par Value \$1.00 per Share)

Price \$17 per Share

\*175,000 Shares are being offered by the Company and 184,000 Shares are being offered by certain selling stockholders

*Copies of the Prospectus may be obtained from the undersigned only in states where the undersigned may legally offer these securities in compliance with the securities laws thereof.*

Allen & Company

A. C. Allyn and Company  
Incorporated

# Electronics and Man— A New Partnership

By Charles E. Salik,\* President, Electronics Investment Management Corp., San Diego, Calif.

**Essay on the brilliant, almost all-encompassing, future of electronics in partnership with man depicts both the potential and already practical application of this revolutionary technological development. Ticked off are such contributions electronics can give to man as storage and transmission of information for lawyers, doctors, bankers, transportation safety, cost-profit control and, most importantly, education. The growth of transistors alone to a \$500 million industry is expected to be exceeded ten-fold by "molecular electronics" which may make it possible to build computers performing millions of functions and yet be no larger than a small radio. The writer envisions "R" and "D," which was \$4 billion in 1950, \$13 billion in 1960, soaring to \$24 billion in 1970—equal to today's chemical or steel industry—creating new and basic methods and not merely improving old areas.**

In a 20 second period of time that it would take to send a brief Morse Code message, one could transmit all of the information contained in a magnetic tape to any part of the world, delivered at the speed of light. Such a tape would be a single reel of digital recording tape which has stored in it the equivalent of 190 volumes, each containing 300 pages of information, in a code similar to the Morse Code—called a Binary Code. The same principle of making and breaking of a circuit is applied to both the Morse Code message and a high density digital tape recording except for one thing—time is compressed by electronics. Sending the same amount of information by Morse Code would take approximately two years of continuous sending 24 hours per day. This is electronics.

Having made this contrast, I shall try to explain why electronics has come to play such an important role in man's present and future. I will try to describe the enormous potential existing in the technological revolution lying just ahead. In this brief paper, I can only cover the highlights of tomorrow's electronics, but I think it important to begin such a discussion by trying to understand the impact of technology upon the society of man.

It is quite evident that technology now clearly is one of the dominant factors in determining the nature of the world. Technological progress at this moment leads sociological progress by too great a margin. The creation of the awesome H-bomb shows the enormous disparity between scientific achievement and society's ability to cope with such development, yet the development and control of thermo-nuclear energy without doubt promises a great and abundant life for all if these tremendous amounts of energy can be controlled for society's benefit. Theoretically, it is proven that one cubic mile of ocean water can provide sufficient thermo-nuclear energy to supply all of the power needs for this entire planet for 10,000 years. The big problem facing man is his need for solutions to problems created by both man and nature. Through technology and human creativity, scientific advances now make it possible for him to solve these problems for his own benefit.

Outer space is the newest symbol of scientific influence on world affairs. The leaders of nations recognize that the country or countries which dominate space can come to dominate the

planet on which we live. We are rapidly becoming a three dimensional space civilization. At the present time, our military and peacetime activities in space are limited to an extension of our surface civilization, but as we orbit more and more satellites around the earth to assist us in carrying on our present civilization, we will become aware that we are beginning a new chapter in the history of man as we begin to think of our existence in terms of other planets and as we look to the latter as our newest frontiers.

These broad fronts which challenge man's creativity, inventiveness and skills clearly indicate the need for man to extend his human intellect through applications of advanced technologies such as electronics. Already, in an embryonic way, we have begun to extend the senses of man in the professions, in teaching, in production, in military command, in fact, in any situation where we analyze what we do with our mental capabilities. We have started to realize that we can delegate to electronic machines certain intellectual activities dealing with, for example, information. We can now electronically sort, store, and process large volumes of information in quantities too great for the human mind to grasp, at speeds far in excess of the combined mental and physical capabilities of human beings. In the days of the Pharaohs, thousands of human beings took years to move the huge stones to create the pyramids of Egypt. Today, with machines, this same activity can be accomplished in a matter of weeks without subjecting human beings to the degradation and physical exertions, required in that time.

## A Revolutionary Partnership

Just as a huge electric motor or an H-bomb can surpass by millions or billions the energy producing capability of a human being, so can electronic devices out-perform the human being by billions of times in the repetitive intellectual processes required in our new technological society. The human brain is without doubt still the finest electronic device yet produced on this earth. It consists of the equivalent of perhaps 10 or 20 billion electronic tubes or transistors magnificently interconnected to perform the intellectual processes of decision, creativity, imagination, and at the same time deliver these results to serve mankind. If the versatility and intellectual capacity of the human brain can be extended and amplified, then the future of our civilization seems bright indeed. The partnership that man and the electronics machine have embarked upon can bring about many new achievements for all of us. I would like to give some examples of this partnership. I hasten to state that many of these new applications represent ideas and logical thought processes in only rudimentary form that emanate from people who deal with

this new technology on a day-to-day basis. Here are some interesting areas to consider which could represent tomorrow's electronics.

Since I began my discussion by dealing with the transmission of information, I would like to describe a simple process of communication which has meaning even at the present time. Visualize a local telephone company delivering an electronic device slightly smaller than a package of cigarettes which will allow one to communicate with anyone in a city, in this country, or, for that matter, in the world, by merely speaking into the microphone certain numbers which represent the phone number of the person one desires to contact. Inside the little box would be not only the transmitter and receiver required but a small electronic computer no larger or thicker than a quarter which would interpret the numbers that one speaks into the phone and create a simple code which would be sent by a short burst on a radio frequency to a central telephone receiving station which would then perform high speed electronic dialing. When the circuit had been completed, one would then be talking with the party called, and at no time would either party be connected to any cable or wire, regardless of whether they were in their home, in their office, driving in their car, or even on the beach. The telephone company has already begun the process of changing telephone numbers from a word prefix and number group to an all digital group so that eventually all calls will be dialed numerically. They envision using electronic computers to perform the dialing function rather than the elaborate relay system now in use.

## Other Practical Examples

A further progression along this line indicates the very real possibility that a lawyer will be able to prepare a brief for his presentation in court by supplying the details of a case to a central computer information center possibly hundreds of miles away that would have indexed in a logical order all of the information relating to the adjudicative proceedings and basic law applying to your particular case. Here is a clear case where the lawyer's intellect can be literally extended so that he has, at his fingertips, all of the legal proceedings which relate to the problem and can bring these forces to bear in the defense of his client's case.

The same type of central information center could provide "consultative wisdom" for the medical field, where a practicing physician could supply all of the symptoms of a case together with any hereditary factors that may be involved. The physician would receive from the central computer facility the equivalent of many hundreds of consultations with other physicians as to the best way in which to treat a particular illness. The information center could also supply warnings about corollary possibilities and complications which might occur during treatment. Again, this electronic process would be vastly extending the physician's intelligence.

Consider for a moment the chaos that would exist in our banking system were we not to have the benefit of electronic machines which keep track of literally millions of savings and checking accounts, sort and collate checks and, for that matter, deal with millions of deliberations which are not only unsuitable but are now impossible for the human being to deal with.

Even more important today is safety, both in the air and on the ground. One may be an expert driver, but it is the oncoming car that presents the greatest danger.

If one's car and the oncoming car could be controlled electronically, the chances for traveling from one point to the other at high speeds would increase enormously and make ground transportation truly safe for the first time.

In the air, split-second decisions are required to move traffic around New York's Idlewild airport or Chicago's O'Hare field. A heavy burden has been placed upon electronics technology to solve this basic problem of dealing with objects hurtling through the atmosphere at ever increasing speeds and to control them in an orderly fashion to avoid delay and, worst of all, collision. Such control of air and land vehicles is certainly within the realm of electronics technology, and great strides are already being made toward working solutions.

The average business hovers between profit and loss almost directly in proportion to the decision making functions of management. Where management is informed precisely and in sufficient time, profit is usually the natural result. By extending management's ability to receive and communicate with the production processes of industry, increased profit margins can once again become the order of the day. It is quite possible that electronic process control systems will be able to provide low level management decisions by constantly comparing production progress with a pre-determined plan. Deviations from the plan would automatically produce directives for bringing operations back into line with management's objectives.

The world's language barriers have always been a serious bar towards progressive growth of the economic and social relationships necessary for peaceful co-existence between societies. One of the greatest challenges before electronics today is the instant and automatic translation of languages to provide an efficient interconnection between nations, now laboriously supplied only through interpreters and mechanical machines.

Probably the most important contribution electronics can give to man is in the process of education. I believe that in the future the balance of power between nations and planets will depend largely on the storage of human intellectual talent. Even with devices currently being developed, the education of our children can be made not only more interesting and enlightening, but simpler and faster. The effectiveness of education therefore could be increased tenfold, but more important, programmed electronic machines will stimulate the thinking of students and achieve the maximum capability to learn by providing detailed explanations and rewarding and punishing on an intellectual plane.

I have so far discussed only the broad concepts of producing synthetic intelligence through using electronics technology. The results of this technological innovation, I believe, will increase the usefulness of natural human intelligence and make it serve us all more effectively. Now I would like to show some of the practical advances that have begun to develop from some of the processes mentioned.

In order to accomplish many of the functions required of tomorrow's electronic devices, ways and means must be developed to simplify, increase the reliability and make more compact all of these devices so that they are available in larger quantities for everyone's use.

## Practical Advances Already Accomplished

Many are all aware of the impact of the transistor upon the electronics industry. It has taken barely five years for this industry

to grow from sales of a few million dollars to in excess of \$500,000,000, and yet the full application of transistors to electronics has yet to be developed. As important as transistors were to electronics, I believe molecular electronics will be ten-fold more important. What is molecular electronics? It is the building of complete active and passive electronic circuits, molecule by molecule, into units no larger than a dime but capable of performing the entire function of a radio or a computer infinitely more reliable and completely lacking in interconnecting wires. The promise of this achievement is difficult to foretell. We do know that the growth of the computer and the radio industry was in direct proportion to the development of transistors. Prior to this time, for example, there were 6,000,000 radio sets sold annually, and the business was beginning to decline rapidly. With transistors, radio set manufacturers produced over 14,000,000 units this year, most of them completely transistorized and entirely free from any direct connection with city power. Computers are able to perform more functions faster in smaller areas because of the transistor. With molecular circuits, I believe it will be possible to design and build a computer to perform millions of functions and yet be no larger than a small pocket radio.

There are many other areas similar to the development of molecular electronics that offer equal promise of explosive growth. The latest development in the application of communication technique to light frequencies—devices known as lasers—are able to oscillate light frequencies in such a way as to provide intelligent communication in space. There is an enormous commercial potential in space communications and other space electronics devices—all of these new developments are coming from the dollars being spent by industry and our government on research and development. In 1950, \$4 billion was spent in the United States for R and D. Just ten years later, in 1960, the expenditures for R and D exceeded \$13 billion, and by 1970 the annual budget for R and D could well soar to over \$24 billion, or equal to the size of today's chemical or steel industry. The money and talent being devoted to the development of electronics products will bring forth ideas for the betterment of mankind that will literally stagger the imagination.

In their beginnings, steam engines, railroads, automobiles, and even airplanes were considered science-fiction novelties. People of the time could not envision a steam engine capable of producing 5,000 HP or railroads spanning the nation. The thought that automobiles would some day travel at speeds in excess of 100 miles an hour or that airplanes would cross the continent in 2½ hours was beyond the imagination of most investors. Yet, immense fortunes were made by many people who had the courage and the belief in the long-term profit potential of these new-born industries.

Today, electronics seems to many to be little more than science-fiction, and many financial writers are quick to record the demise of this industry each time it experiences a new direction. Similarly, there were many who were saying around 1910, "Now that they've sold all the rich people those fancy automobiles, that's the end of the automobile market. We recommend you put your money in the tried and true buggy manufacturers—their markets are established and their future is secure."

Today, electronics has gone far beyond improvisation and innovation on old, proven techniques.



Charles E. Salik

Now the industry creates *new and basic methods* of doing things that can't be accomplished in any other way. Because it hasn't merely improved old areas but is continually discovering completely new territories, the future of electronics is as unlimited as space itself. Those who are prepared to understand its potentials will recognize that the surface has barely been scratched in the growth of this dynamic industry.

\*An address by Mr. Salik before George D. B. Bonbright's Fall Investment Forum, Rochester, N. Y.

## Kaehler Joins Chase Distributors

BURLINGTON, Calif.—Ronald E. Kaehler, former President of the San Francisco Division, Pacific Coast Stock Exchange, has been appointed the representative in Northern California, Oregon and Washington of Chase Distributors Corp. of Boston. The firm is principal underwriter and distributor of the Chase Fund of Boston and Shareholders' Trust of Boston. Mr. Kaehler has established an office at 1290 Bayshore Blvd. in Burlingame, Calif.



Ronald E. Kaehler

Mr. Kaehler entered the securities business in 1927 as a partner in the firm of Wardell, Doyle & Co. He subsequently was chosen assistant to the president of the San Francisco Curb Exchange. In 1938 he joined the San Francisco Stock Exchange in the same capacity.

In 1943, he was appointed President of the San Francisco Stock Exchange by the Board of Governors. He held the position until the Exchange was merged with the Los Angeles Stock Exchange to form the Pacific Coast Stock Exchange in 1957. He served as President of the San Francisco Division of the Exchange until his retirement on March 15, 1961.

## Lee Higginson Elects V.-Ps.

Lee Higginson Corporation, 20 Broad Street, New York City, members of the New York Stock Exchange, has announced that Arne Fuglestad and Robert E. Niebling have been elected Vice-Presidents.

Mr. Fuglestad is manager of the syndicate department for the investment firm. Mr. Niebling is manager of the research department.

Mr. Fuglestad joined Lee Higginson in May, 1961, after previous association with White, Weld & Co. and Burns Bros. & Denton, Inc.

Mr. Niebling joined Lee Higginson in February, 1961. He has been with Model, Roland & Stone; Prudential Insurance Company of America and the Mellon National Bank.

## Chas. E. Quincey to Admit E. Smith

On Dec. 1 Everett Smith will become a partner in Chas. E. Quincey & Co., 25 Broad Street, New York City, members of the New York Stock Exchange.

# Undetected Growing Role Of Euro-Dollar Deposits

By Paul Einzig

The financial press and others who should know better are chided by Dr. Einzig for overlooking the new but significantly growing preference for Euro-dollars and Euro-sterling deposits in place of Treasury Bills. German deposits leaving U. S. banks' 2½% 3-month time accounts for 3½% on Euro-dollars quoted in London is cited as one example and another refers to the growing unimportance of arbitrage between U. S. and British Treasury Bill rates. This new market for borrowing and lending foreign currencies on favorable terms, while still exceptional, is seen becoming an everyday occurrence before long.

LONDON, England—In my last week's article I tried to draw attention to some aspects of the Euro-dollar market. In view of the obviously inadequate realization of the full importance of this new device my return to the same subject this week calls for no apology. Hardly anybody, apart from the Foreign Exchange dealers directly concerned and their immediate chiefs and colleagues in the Foreign departments of banks, realize the full extent to which Euro-dollars have come to dominate the whole Foreign Exchange system. Not only are the broader implications of Euro-dollars completely ignored but even the factual details of the market are almost completely disregarded in the British financial press.

Since London is the principal market for Euro-dollars one should have thought that one or the other of the Foreign Exchange specialists of the financial Press who pay daily visits to Foreign Exchange dealers, would have discovered long ago that arbitrage has long ceased to be done on the basis of the differential between British and American Treasury Bill rates. For months practically the only differentials in which arbitrageurs have been interested are the ones between Euro-dollar and Euro-sterling deposit rates. The forward sterling-dollar rate follows closely this differential and whenever there is a discrepancy of ¼ and even 1/16%, it gives rise to arbitrage transfers which make the differentials disappear, or at any rate prevent them from widening. On the other hand, the differentials between U. K. and U. S. Treasury bills was on many occasions in recent months much wider without leading to immediate readjustment through arbitrage transactions.

Even though Foreign Exchange dealers have long lost interest in Treasury bill differentials, this important change in Foreign Exchange technique with all its far-reaching implications appears to have been overlooked by *The Economist*, which newspaper, in its Foreign Exchange comment published on Nov. 11, talks about the decline on covered arbitrage in favor of London over New York from about ¾ to ¼% "on the Treasury Bill comparison." Any junior dealer could have enlightened them that the Treasury Bill comparison is no longer of any interest to the market.

### Preference for Euro-Dollar or Euro-Sterling Deposits

It did not occur to anybody to inquire into the apparent anomaly between the well-known increase of "hot money" in London during 1960 and the decline in the amount of Treasury bills tendered for week after week on foreign account. The explanation is that banks overseas came to prefer to hold their short-term dollar and sterling assets in Euro-dollar or Euro-sterling deposits rather than in the conventional form of American or British Treasury bills and bank acceptances. In an article appearing in the Oct. 28 issue of *Der*

*Volkszeitung* of Frankfurt—quoted by the survey of the financial Press published by the Deutsche Bundesbank—it is stated that at the end of July 1961 the amount of time deposits held by German banks abroad was something like ten times larger than their holdings of foreign bills. Although it is not specifically stated in the article that the whole of the time deposits is held in the former Euro-dollars, Euro-sterling and similar currency deposits, it stands to reason that no German bank would prefer to accept the official maximum deposit rate of 2½% paid for three months in the United States to the London market rate of 3½% on Euro-dollars quoted in London.

The fact that arbitrageurs in London, Frankfurt and other financial centers now think mainly in terms of the differential between Euro-dollar and Euro-sterling deposit rates, and the fact that short-term banking investment abroad now consists very largely of such deposits, should go some way towards indicating the important position this new device has come to occupy in the international monetary and financial system. And we are only at the beginning of the movement which, unless reversed by some international political or financial upheaval is likely to bring about a fundamental change in international economic relationship. Un-

til quite recently the facilities offered by the new device were unknown outside Foreign Exchange departments as I pointed out last week, they are now becoming increasingly familiar to large business firms both in Western Europe and in the United States. It is the sign of the times that in more than one instance the treasurer of big business firms in London and on the continent is a man with experience as foreign exchange dealer, who is able to take advantage of the opportunities offered by the Euro-dollar market for borrowing or lending on favorable terms. Tomorrow "Euro-dollar" may become a household word among the rank and file of business firms concerned with international trade and finance, and even among the larger individual investors.

### New Financial Mentality

Nor is this all. The development of facilities with the aid of which it is becoming very easy to borrow or lend in terms of a foreign currency for short periods, may be followed up by the development of similar facilities to borrow or lend for longer periods. The use of Euro-dollars is creating an international mentality in finance. Already we saw recently several medium-term international loan transactions pointing in that direction. Before the War it would have been surely beneath the dignity of a leading British industrial concern such as EMI to go to Zurich for a loan, even if in doing so it could save hundreds of thousands of dollars per annum in interest charges. Today such transactions are still exceptional but, given the required degree of international stability, they will become an everyday occurrence before very long. Not only the largest firms but even medium-size firms of good standing will be able to borrow in the cheapest market as a matter of course. And owners of liquid funds will be able to employ their resources in a form in which they get the highest return,

regardless of any official restrictions on deposit rates in their own country.

## Lomasney Wire to Sellgren, Miller

Myron A. Lomasney & Co., 67 Broad Street, New York City, have announced the installation of a direct private wire to Sellgren, Miller & Co., 639 South Spring Street, Los Angeles, members of the Pacific Coast Stock Exchange.

## Geo. Huberty With Westheimer Co.

CLEVELAND, Ohio—George Huberty, Jr., has become associated with Westheimer & Co., East Ohio Building. Mr. Huberty who has been in the investment business for many years was formerly with J. N. Russell & Co., Inc. and prior thereto was trading manager for the Cleveland office of Goodbody & Co.

## Packard With John C. Legg

David Carter Packard is now associated with John C. Legg & Company, members of the New York and Philadelphia-Baltimore Stock Exchanges, as manager of the bond department in the New York office, 76 Beaver Street. Mr. Packard was formerly with John Nuveen & Co.

### Lowell Hoit Branch

SIKESTON, Mo. — Lowell Hoit Securities Co. has opened a branch office at 118 North Kingshighway under the management of Harris N. Draughon.

### Now Elias-Kauffman Co.

The firm name of Elias, Kauffman & Co., 25 Broadway Street, New York City has been changed to Elias-Kauffman Co.

*This announcement is not an offer of securities for sale or a solicitation of an offer to buy securities.*

New Issue

November 22, 1961

**\$35,000,000**

## Texas Eastern Transmission Corporation

First Mortgage Pipe Line Bonds, 4⅞% Series due 1981

Price 99½%

plus accrued interest from December 1, 1961

*Copies of the prospectus may be obtained from such of the undersigned (who are among the underwriters named in the prospectus) as may legally offer these securities under applicable securities laws.*

Dillon, Read & Co. Inc.

The First Boston Corporation

Kuhn, Loeb & Co.  
Incorporated

Blyth & Co., Inc.

Eastman Dillon, Union Securities & Co.

Glore, Forgan & Co.

Goldman, Sachs & Co.

Harriman Ripley & Co. Kidder, Peabody & Co.

Lazard Frères & Co.

Lehman Brothers

Merrill Lynch, Pierce, Fenner & Smith

Smith, Barney & Co.  
Incorporated

Stone & Webster Securities Corporation

White, Weld & Co.

Dean Witter & Co.

# Certificates of Deposit— Their Market and Future

By Brother Robert B. Brown, Chairman of the Finance Department, Iona College, New Rochelle, N. Y.

**Descriptive account of the relatively recent development of Certificates of Deposit includes the warning that the market will collapse if competitive interest rates rise above present Regulation Q ceilings—unless the latter is appropriately changed. Analysis includes the secondary market and the factors affecting the pricing of C/D's which now amounts to \$1.2 billion outstanding out of \$30 billion the banks are competing for in the money market. Though competitive with Treasury bills and other comparable short-term securities of similar maturity since their inception, dealers are said to be feeling their way in what is still a "thin" market. The liquidity offered, the fact that the C/D rate is the yield to the buyer, and that the buyer can select the date of the maturity are some of the advantages of this type of paper.**

In the Spring of this year (1961) the large New York City banks announced that they would issue interest-bearing negotiable Certificates of Deposit for time deposits of domestic business corporations. In effect, the banks were serving notice to all other issuers of short-term investments that they were henceforth competing for the roughly \$30 billion which business had invested in the money market. And their notice did not go unheeded, for in a matter of months banks across the country had drawn in almost \$2 billion of time deposits, and an active secondary market had been developed.



Br. Robert B. Brown

## Background

A "time deposit" is a deposit placed in a commercial bank for a set period of time. Unlike the "savings deposit," which may be held only by individuals and non-profit institutions and which is intended to attract funds of a long-term nature, the time deposit may legally be held by a large variety of organizations and is primarily a device for attracting short-term funds. By its very nature, therefore, it is meant to be competitive with the money market.

Until recently, however, there was little competition, for the time deposits suffered from two basic handicaps: (1) the deposits lacked the liquidity which could be obtained from Treasury Bills and other types of short-term investments, and (2) time deposits of domestic businesses just were not accepted by many of the major banks. As a result, there was little interest in this outlet for funds.

If the time deposit was to be competitive with the established instruments in the money market, four things were necessary: (1) that negotiable Certificates be issued as evidence of the deposits; (2) that the Certificates of Deposit represent deposits that would earn interest; (3) that time deposits of domestic as well as foreign origin be accepted, and (4) that the large New York City banks participate in issuing the Certificates.

(1) Liquidity is an important quality of a money market instrument. Since the time deposit has an established maturity which may be months away, in itself, it cannot be considered very liquid. However, if a negotiable Certificate of Deposit (C/D) is issued for the deposit, the liquidity characteristic is imparted to it because the Certificate may be sold when cash is needed.

(2) The C/D must also be interest-bearing if it is to have

appeal to the vast pool of short-term investment money. Non-interest bearing negotiable C/Ds are traded in the open market but they do not represent deposits of short-term funds, and their quantity is not great enough to be significant.

(3) American business enterprises constitute the largest source of the type of money that would be attracted to C/Ds. Only if their funds were accepted for time deposits could a substantial C/D market develop.

(4) A fourth prerequisite for development of a market of worthwhile size is participation of the large New York City banks. These banks tend to be the largest holders of the balances of the major business firms in the country, and a large market would be inconceivable without them. Moreover, most big investors are quality-conscious and only the issues of the leading banks could provide the degree of safety which they require.

Early this year, two occurrences, one complementing the other, made the C/D market a reality. The first of these was a shift in policy of many of the major New York City banks wherein they decided (a) to pay competitive interest rates on time deposits, (b) to accept them from domestic firms, and (c) to issue negotiable C/Ds for them. Thus, all the conditions mentioned above were fulfilled. The other development was the recognition by several of the principal money market dealers that the volume of C/Ds would be sufficient to sustain trading activity. They quickly announced that they would make a secondary market for them.

## The Primary Market

The C/D being considered here may be defined as a negotiable, interest-bearing receipt for a bank time deposit. The wording on the face of it would be along these lines: "This certifies that there has been deposited with \_\_\_\_\_ Bank the sum of \$\_\_\_\_\_ payable to bearer (or to the order of \_\_\_\_\_) (days) after the date hereof together with interest thereon from the date hereof only to maturity at the rate \_\_\_\_\_ per cent per annum, upon the presentation and surrender of this Certificate."

The "primary market" for these certificates is the original market

1 The non-interest-bearing time deposit represented by a negotiable C/D is usually used as a substitute for a demand deposit which is maintained as a compensating balance. It benefits the bank because the reserve requirement against a time deposit is much lower than against a demand deposit; and it benefits the borrower because it effects a saving on interest. For example, if a firm needed average loans of \$8,000,000 over a year it would borrow \$10,000,000 and leave \$2,000,000 on balance in a demand deposit. At say, 5% interest this would cost \$500,000. But by using a non-interest-paying time deposit, only \$8,000,000 would be borrowed, and \$1,600,000 (i.e. 20%, as before) of negotiable C/Ds obtained which could then be sold to a dealer at a discount. Although total proceeds of this borrowing technique would be less than \$1,000,000 by the amount of the discount on the \$1,600,000, net savings on interest would exceed \$20,000.

made by the banks issuing them for deposits. The rates offered are limited by the ceilings set by the Federal Reserve System under Regulation Q: 3% on deposits of 6 months or more, 2½% on deposits of 90 days to 6 months, and 1% on deposits of less than 90 days. Since the banks do not issue C/Ds for less than 90 days, the 1% maximum is of no consequence just now. However, in the longer-term categories the primary market rates are competitive with the rest of the money market within the prescribed limits. They are higher than the Treasury Bill rates of corresponding maturities, tending to approximate the levels of finance paper. The rates are fairly sensitive and may change from day to day, or even within one day. Not all banks offer the same rates at the same time, the differences being largely accounted for by (a) the size and prestige of the issuer (smaller banks pay higher rates), (b) differences of opinion of bankers on what the rates should be.

The most common unit for the Certificate is \$1,000,000 and some of the larger banks refuse to issue anything smaller than this. However, smaller banks have issued Certificates of \$100,000 and even less, but such paper is relatively rare. C/Ds for more than \$1,000,000 are not uncommon, and if they must subsequently be split for resale in the secondary market, the issuing bank obliges.

As far as maturity is concerned, the range has almost invariably extended from 90 days to one year. Longer maturities are possible and feasible, but on the short end, nothing is issued for less than 90 days. The fact that the depositor can select the exact maturity date desired gives the Certificates a distinct advantage over most of the other money market instruments.

Before accepting a time deposit most of the banks try to make sure the account is not merely switching funds from a demand deposit. An interest-bearing deposit cannot fulfill the function of a compensating balance, and it is sometimes necessary for a bank to clarify this point. For the most part, however, C/Ds have competed with short-term securities rather than with demand deposits.

## The Secondary Market

A secondary market for Certificates of Deposit has been created by several of the non-bank dealers in United States Government securities, among whom the leaders are Discount Corporation, Salomon Bros. & Hutzler, and New York Hanseatic Corporation. These dealers stand ready to buy and sell the Certificates at rates which they will quote upon request.

Unlike the rates on such other money market paper as Treasury Bills and Bankers' Acceptances, which are actually discounts, the C/D rate is a yield which the buyer obtains on his total investment. To take an example: If a dealer had in his portfolio a C/D with face value of \$1,000,000 at 3% interest and original maturity of 8 months, its maturity value would be \$1,020,000. Now, if with 72 days to maturity he sold it on a 2.50% basis, the investor would pay \$1,014,925.37.<sup>2</sup> If the dealer had bought that certificate the same day on a 2.60% basis, his spread of 10 basis points would have amounted to \$201.93.

Establishment of quotations in this market has been rather difficult and the dealers are still "feeling their way." The two factors which they consider above all others are: (1) the quality of the Certificate, and (2) competitive money market rates. The

2 Calculations: Let C = investor's total cost. Then C plus the interest on C for 72 days @ 2.5% equals \$1,020,000.  
C + (C x 2.5% x 72/360) = 1,020,000  
C = 1,014,925.37

quality of a C/D depends upon the bank of issue, with yields on paper of large New York City banks being quoted as much as 25 basis points less than those on Certificates of small banks. Since in the secondary market Certificates of over 90 days compete with primary paper of the issuing bank, and since the buyer of an original C/D has the advantage of selecting the date of maturity, the paper in the secondary market must trade above the current primary rates. Above this minimum, however, quotations are largely determined by the movement of short-term money rates as a whole.

Two factors of lesser importance, but which affect the price on a particular Certificate, are: (a) its denomination, and (b) the day of maturity. Since most of the trading is done in units of \$1,000,000, a Certificate of small amount is considered an "odd lot" and is priced downward. There is also a slight price adjustment for paper not maturing on business days (depositors sometimes accept paper maturing in, say, 6 months, without checking the day of maturity).

The secondary market for C/Ds is, as yet, somewhat "thin," i.e. trading volume is light and at times it is difficult to match the supply and demand sides of the market at the quoted rates. Dealers may change their "bid" and "asked" quotations to suit their present or desired inventory positions, but such changes are not likely to be substantial because they could precipitate arbitraging with the other markets. Also, a measure of stability is imparted to the rates by the dealers' practice of checking rates with each other and by interdealer trading (though this is still on a very small scale).

When a trade is made it is usual to make delivery of the C/Ds the next day. Payment in Federal Funds is expected by the dealers, but since the Certificates mature in clearing house funds, buyers are reluctant to pay Federal Funds on Certificates near maturity. Clearing C/Ds is generally handled by the dealers in the same manner as Treasury Bills—most of them use the facilities of a large money market bank, usually Manufacturers Hanover Trust Co., although one house does its own clearing.

The dealer market not only provides liquidity to the C/D, but it often makes it possible to obtain higher yields than in the primary market. In the first place, since lower rates prevail on shorter maturities, a buyer of a longer-term C/D may subsequently be able to sell it at a lower rate than that at which he bought it and thus increase his return. For example, if a \$1,000,000, 6-month C/D is bought on a 3% basis and then sold after 3 months at 2.80%, the actual yield earned in the elapsed interval is 3.18%. And, in the second place, if a buyer then purchases the same C/D from the dealer at, say, 2.70%, he obtains a yield greater than that which a bank is permitted to offer under Regulation Q. Therefore both buyers benefit by the existence of the dealer.

## The Future of the Market

Statistics released by the Federal Reserve Bank of New York indicate that almost \$1.2 billion of C/Ds of New York City banks were outstanding on Nov. 1, 1961. This gives some idea of the amount of investor interest that has been generated in this new market. But, on the other hand, not all of the issuing banks have been so enthusiastic about the new Certificates. Although their fears of a shift of funds from demand to time deposits have largely proved groundless; they are still concerned about the ultimate effects of the rate restrictions imposed by Regulation Q.

If the present limits are retained under the Regulation, the

C/D market will not be able to function in a prolonged period of higher interest rates. Time deposits will lose their appeal, and the stream of short-term investment money will be diverted to more rewarding channels. As a result, the secondary market will dwindle as the outstanding Certificates run to maturity. A residual of time deposits will remain with the banks for various reasons, but the amount will not sustain an active market.

A major reason why the New York City banks decided to bid for time deposits was to gain additional funds to meet loan demands. Their ratio of loans adjusted to total deposits dropped from a peak of 72% in early 1960 to 64% in mid-1961 (compared with a low of 60% in the 1958 business decline). Although their liquidity was thus improved, the banks were desirous of expanding their loan potential even further by the increase of deposits.

As it turned out, the City's banks succeeded in attracting over a billion dollars within 8 months from the time they began to issue the C/Ds. From available statistics only very rough estimates can be made, but it seems that about half of this went into short-term Government securities, around 6% to reserves, and the remainder to loans. Therefore, if only 60% of their newly-gained time deposits leave them when the rates rise, this will absorb more liquidity than was obtained from the deposits in the first place. Thus, the capacity of the banks for loan expansion will be reduced at a time when they most need it.

If the Federal Reserve System maintains the Regulation Q ceilings at present levels, the outlook for the C/D market is dim indeed. Three solutions have been proposed: (a) the statute which requires the Federal Reserve System to fix maximum rates of interest which member banks can pay on time and savings deposits can be repealed; (b) the Board of Governors can raise the rates to a level where they will not cause the afore-mentioned difficulties; (c) the Board of Governors can adopt a policy of flexibility in setting the rates in accordance with prevailing conditions. There is much room for speculation as to how each of these solutions would affect the banking system, for there is more at stake than the survival of the C/D market. However, if none of them are adopted, the market will surely collapse when interest rates rise above the restrictive levels.

Just how much resilience the market has remains to be seen. It is possible that it will revive each time that interest rates drop below Regulation Q levels, but, if the banks experience heavy withdrawals at times when it is most necessary and profitable to expand loans, they may very well cease issuing the Certificates altogether.

## Interstate Bowling Corp. Common Offered

Public offering of 150,000 common shares of Interstate Bowling Corp., at \$3.50 per share is being made by Currier & Carlsen, Inc., San Diego and Thomas Jay Winston & Co., Inc., Beverly Hills, Calif. Proceeds will be used by the company to repay debt and to open or construct new bowling centers.

The company of 10391 Magnolia Ave., Riverside, Calif., operates two bowling centers in Colorado with a total of 96 lanes. Authorized stock consists of 1,000,000 \$1 par common shares, of which 275,000 will be outstanding upon completion of this financing.

# PUBLIC UTILITY SECURITIES

BY OWEN ELY

## General Public Utilities Corporation

General Public Utilities, a holding company, represents the "surviving" utility companies from the old Associated Gas & Electric System. Despite the fact that a large number of operating subsidiaries were disposed of, the assets of the present system (which have grown rapidly in the postwar period) are again approaching the billion-dollar size (as reflected in total assets and other debits in the balance sheet) which characterized the old Associated System.

GPU owns all the common stock of five domestic electric utilities—Pennsylvania Electric, Metropolitan Edison, New Jersey Power & Light, Jersey Central Power & Light and Home Electric. (It also owns Manila Electric, which is being sold—see below). Domestic subsidiaries had operating revenues of \$205 million in 1960 of which 43% was obtained from residential business while 23% was commercial, 28% industrial and 6% miscellaneous. Revenues from steam heat and water service amounted to about 0.5% of revenues.

Domestic subsidiaries serve nearly 4 million customers of which about one-quarter are located in New Jersey and nearly three-quarters in Pennsylvania. These areas include a substantial amount of industry. Industrial revenues are well diversified, with no single industrial classification representing more than 10% of the total. Primary metal industries provide 9.6% of total industrial revenue; paper and allied products 9.4%; stone, clay and glass products 9.2%; fabricated metal products 7.2%; food 7.1%; and other industries the balance. Coal mining, which in 1951 accounted for 8% of our industrial revenues represented only 4.2% in 1960.

System electric generating capacity aggregates about 2,500,000 kw and all generating and transmission facilities are operated as part of a power pool known as the "Pennsylvania-New Jersey-Maryland Interconnection," which has a total capacity of some 14,720,000 kw. System construction outlays for 1961 are estimated at \$84 million compared with an expenditure of \$70 million in 1960.

Manila Electric Company was acquired by GPU some years ago, the investment being carried on the books at \$14,880,000. The company now has arranged to sell its investment in Manila to Meralco Securities Corporation, a Philippine company organized by a group of Philippine capitalists for this purpose. The sale price under the agreement (consummation of which is delayed by certain technicalities) is \$52,500,000 plus undistributed earnings. One-tenth of this amount will be payable when the deal is finally closed. The balance (with interest) will be due in nine annual installments, to be made by letter of credit through a group of Philippine and American banks. It is estimated that the proceeds of this sale (when consummated) if fully invested in domestic subsidiaries should eventually increase their earnings by over \$4 million, which amount would be equivalent to about 17¢ a share on GPU's stock.

Earnings per share from domestic subsidiaries alone (based on average shares) have virtually doubled in the last ten years—from 78¢ in 1951 to an estimated \$1.58 in 1961—indicating an average annual rate of gain (compounded) of over 7%. However, since 1954 the earnings have included the tax savings which have

accrued as a result of the policy of using accelerated depreciation on new additions to plant in Federal tax returns; in the year 1960 these amounted to 22¢ a share.

In recent years the rate of gain in share earnings has slowed somewhat, presumably as the result of a decline in the rate of return earned on invested capital from 7.1% in 1956 to 6.1% as of June 30, 1961. Effective Nov. 1, 1960, Pennsylvania Electric reduced its rates by \$2,200,000 because an investigation by the Utilities Commission indicated that it was earning about 6.5% compared with a 6% maximum set by the courts.

The future outlook for the System seems quite promising: new industrial loads are expected to develop in the areas served in Pennsylvania, and the districts served in New Jersey are benefiting from the rapid movement of population to the suburbs. Moreover, the System is now actively promoting residential househeating with excellent results. 1960 was the first full year in which each of the GPU domestic subsidiaries had an all-electric service rate. Electric heating installations totalled 1,230 at the beginning of 1960 and 2,292 at the end of the year. It is estimated that by the end of 1963 the System will have some 10,000 electric househeating customers, exclusive of residents of "Electric City."

In 1960 location of a new "All-Electric" community in the territory of Jersey Central Power & Light Company was announced. It will cover 2,500 acres and will house an estimated 30,000 people upon completion in about 5 years. It is scheduled to have 6,000 Gold Medallion ("all-electric") Homes, 5,000 apartment units, a 100 acre industrial park, shopping centers, schools and related construction necessary for a complete community development. Construction of model homes and the display building have been completed.

The amount of dividends paid on the stock of General Public Utilities (after adjusting for a 2-for-1 split in 1959) has increased in each year since 1948; the rate was raised recently to \$1.20. At the recent price around 37 (range this year has approximated 38-27) the stock yields 3.2% and sells at 23.4 times estimated 1961 earnings. The latter ratio is about the same as a recent average for the industry.

## Reynolds & Co. Appoints Two

CHICAGO, Ill.—Reynolds & Co. has announced the appointment of Thomas G. Meers as syndicate manager and John B. Nutt as sales manager.

Both men are located in the new Reynolds offices at 111 West Jackson Blvd.

## With Sellgren, Miller

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—James J. Duffy has been added to the staff of Sellgren, Miller Co., Inc., 130 Montgomery St., members of the Pacific Coast Stock Exchange. He was formerly with Harris, Upham & Co.

## Opens Branch Office

NEWARK, N. J.—Continental Income Planning, Inc. has opened a branch office at 744 Broad St. under the direction of William Hay.

# Fire and Life Insurance Stocks Are Fine Investments

By Roger W. Babson

Survey of the merits of insurance stocks concludes they are worthwhile holding during "this time of trouble and danger and 100-megaton bombs." Mr. Babson notes that a substantial part of fire insurance companies' holdings is in common stocks and, thus, offer advantages of professional management found in investment trust stocks without added cost of salesman's commissions and continuing management fee.

The possibility of devastation from nuclear explosion is now a matter of concern to the whole world. It could be argued that this dismal prospect will have a depressing effect on the value of fire and life insurance stocks. However, the insurance industry assumed no war risk liability during World War II, but acted merely in the capacity of a government agent when war risk insurance was instituted. Today, most of the insurance policies which are in force exclude payment for damages from enemy action. These facts should at least be reassuring to those investors who own insurance stocks.

## What About Price Controls?

A study of fire insurance common stock prices, from the post-depression stock market peak of 1937 to the wartime low in 1942, indicates that they held up better than twice as well in value as did the mighty Dow-Jones Industrial Average during that same interval. Hence, despite the pressures of wartime uncertainties during World War II and the rigid price controls in effect then, investors, owning stocks of companies insuring property and life, had much less worry than those who pinned their faith on the issues which made up the Dow-Jones Average during that time.

Today investors are disturbed about the possibilities of controls and anxious about what their institution might do in the way of depressing common stock values. This is not so serious a matter for stockholders of fire and life insurance companies because price controls would at least

dampen down the chronically rising costs encountered in settling claims and would thus tend to improve underwriting results for the insurance companies. In short, insurance stocks are not so vulnerable to price controls as industrial stocks are.

## Fire Insurance Stocks vs. Investment Trusts

Fire insurance companies traditionally hold a substantial part of their reserves in common stocks. These insurance stock portfolios are managed with professional skill, providing the stockholders with advantages similar to those enjoyed by owners of good investment trust stocks—without the added cost of the salesman's commission and the continuing management fee.

This leads us to the conclusion that many insurance stocks now represent good value for holding during this time of trouble and danger and 100-megaton bombs. I therefore recommend that all investors have at least one well-chosen fire and life insurance stock in their list of securities to help them maintain peace of mind in this dangerous atomic age.

## Life Insurance Stocks

Both fire insurance stocks and life insurance stocks have the public working with them. The cost to the city in which you live—for its fire department, Game-well fire boxes, etc.—directly benefits all fire insurance stocks. This is especially important with fire insurance losses constantly increasing year by year. Furthermore, fire insurance policies are issued, as a rule, for only three

years, and seldom for longer than five years. This gives the companies opportunity to readjust their rates according to changing conditions. These rates are set by the state authorities, and they are known to be fair in making adjustments.

The public goes even further in "helping" the life insurance companies. Every doctor, hospital, and individual is working to protect life and lengthen the lifespan. Polio epidemics have been virtually eliminated, while, because of proper municipal sanitation, very few cases of diphtheria or typhoid now occur. Tuberculosis is still being fought by private associations and other means. I repeat that all individuals, physicians, and municipalities work to eliminate disease, and this benefits every life insurance company. The biggest danger now is the automobile, which has not yet been controlled.

## Hogle to Admit Minor & Mee

ALBUQUERQUE, N. Mex.—Effective Dec. 1, Clifford E. Minor and William R. Mee will become limited partners in J. A. Hogle & Co., members of the New York Stock Exchange. Mr. Minor and Mr. Mee are officers of the Pacific Coast Stock Exchange firm of Minor, Mee & Co.

## Karasik Co. in New Location

Frank Karasik & Co. Incorporated, underwriters and distributors of investment securities, have announced the removal of their offices to new and larger quarters in The Pfizer Building, 235 East 42nd St., New York City. The firm was previously located at 285 Madison Avenue.

## Dean Witter Adds

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Fred A. Zerman has been added to the staff of Dean Witter & Co., 632 South Spring St. He was formerly with First California Co.

This advertisement is neither an offer to sell or a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

NEW ISSUE

November 17, 1961

400,000 Shares

## Kentucky Central Life and Accident Insurance Company

A Corporation Organized and Existing  
Under the Laws of the Commonwealth of Kentucky

Class A Non-Voting  
Common Stock  
(\$1.00 Par Value)

Price: \$14.75 Per Share

Copies of the Prospectus may be obtained in any state from such of the several underwriters, including the undersigned, as may lawfully offer these securities in such state.

Stifel, Nicolaus &amp; Company

Incorporated

A. C. Allyn and Company

Incorporated

Bacon, Whipple &amp; Co.

Johnston, Lemon &amp; Co.

Dempsey-Tegeler &amp; Co., Inc.

Delago Securities Co., Inc. Newhard, Cook &amp; Co. Reinholdt &amp; Gardner

## Extending the Commingled Funds Concept in Banking

Continued from page 7

of Regulation F. The adoption of this attitude also puts us in a much better position to oppose the adoption of the proposed amendment.

Having these considerations in mind, the Executive Committee unanimously went on record to continue to support wholeheartedly the bona fide trust concept of Regulation F, and we so advised the Board of Governors. As I mentioned earlier, we also expressed our opposition to the proposed amendment to bar certain revocable trusts from common funds. We understand that there will at some time be a public hearing on this amendment, and we shall repeat our opposition to it at that time.

### Would Enlarge Pooled Funds Concept

What then of the desire of many of our members to explore another avenue of approach to the common investment of other funds, which under the terms of Section 17 may not presently be included in a common trust fund? What of the unsolved problem of reaching the so-called "mass market" for the services of corporate fiduciaries? If we admit that the common trust fund, as presently regulated, is available only to bona fide trusts, we should at least at the same time recognize that there is a separate and distinct problem which cannot be solved under those regulations. This has to do with the gap that prevails between the service banks offer individuals through savings accounts and the investment service we provide in our trust departments for the individual who has accumulated wealth in an amount sufficient to meet the minimum requirements most banks maintain. There is nothing we can do about these minimum requirements. Our costs are such that we cannot possibly give personalized supervision to individual accounts unless a certain minimum fee is received; and that means, for all practical purposes, that the amount involved must be sufficient to justify the fee. Even apart from this fee question, we must accept the fact that adequate diversification cannot be obtained for the small account unless a pooled fund is used.

Thus we stand today with respect to small agency accounts where we stood with respect to small trusts in 1934, when representatives of the Division began their efforts to establish a framework within which the small trust might join with others so that each would have a participation in a large diversified investment program.

### Why Mutual Funds Moved In

During the 24 years since 1937, when Regulation F was adopted, while corporate fiduciaries have been subject to these limitations in handling investment accounts which are not pure trusts, another group has moved into the field in a most able and aggressive fashion and with tremendous success. I refer, of course, to the mutual funds. They have had an excellent product to sell—a participation in a joint investment effort—and they have been completely free from the competition of the group most qualified to compete with them—the corporate fiduciaries.

By and large, the mutual funds have done a good job for the small investor; and one of the reasons for their success has been the demand for sophisticated investment service on the part of the small investor—a demand which can be satisfied only by

participation in some sort of a pooled fund.

Let us attempt now to analyze the reasons which hitherto have been deemed sufficient to support the prohibition against the mingling of agency accounts by corporate fiduciaries. Basically, it all stems back to the Banking Act of 1933, which separated commercial banking and investment banking. The security affiliates of some banks had suffered heavy losses in the 1929-1932 period, and Congressional investigation had developed a background of failures by bank management to keep the interests of the investor and the depositor sufficiently apart. Further control of banks had top priority in New Deal legislation, and it must be admitted that there were abuses to correct. So the Act provided (Section 16) that "the business of dealing in securities and stock by . . . (a bank) . . . shall be limited to purchasing and selling such securities and stock without recourse, solely upon the order and for the account of customers . . ." Section 20 prohibits a bank from being affiliated in any manner with an organization "primarily engaged in the issue, flotation, underwriting, public sale, or distribution at wholesale or retail or through syndicate participation of stocks, bonds, debentures, notes, or other securities."

### Sees No Law Against Commingling

Finally, Section 32 prohibits any officer, director, or employee of any organization "primarily engaged in the issue, flotation, underwriting, public sale, or distribution at wholesale or retail, or through syndicate participation, of stocks, bonds, or similar securities" from serving at the same time as an officer, director, or employee of any bank which is a member of the Federal Reserve System. It is to be noted that there is nothing in this language which refers to the commingling of its customers' accounts by a bank. It is difficult to believe that the legislators, in enacting this law, even had remotely in mind that it might some day prevent a bank from offering an investment service to the public.

Under this statute, will the commingling of securities held by a bank in agency accounts and the issuance of a certificate of participation to the principal be regarded as "dealing in securities" within the prohibition of the Act? We must face this problem squarely—we must recognize that there is a difference between buying and selling securities in a segregated account upon the instruction of the owner and buying and selling in a commingled account upon the bank's own initiative. The interest of a participant in a commingled account of the second type does have more of the characteristics of a security than does the former.

The Supreme Court of the United States in 1959 was faced with the question of whether or not variable annuity contracts entered into by insurance companies were securities and hence registerable with the Securities and Exchange Commission under the Securities Act of 1933 and whether the issuers were subject to regulation under the Investment Company Act of 1940. The court held that the contracts were securities and went into considerable detail in differentiating them from the usual insurance and annuity contracts. It pointed out that the holder of an ordinary annuity contract does not share in the investment experience of any particular fund whereas the holder of a variable annuity has his obligation measured by the portfolio. The Court said:

"The detailed protection of the 1940 legislation—disclosure of investment policy, regulation of changes of that policy, of capital structure, conflicts of interest, investment advisers—all become relevant in an acute way here. These are basic protections the Congress intended investors to have when they put their money into the hands of an investment trust; there is no adequate substitute for them in the traditional regulatory controls administered by state insurance departments, because these controls are not relevant to the specific regulatory problems of an investment trust."

Where would a participation in a commingled fund made up of agency accounts stand against this background? Would it be regarded as a security and thus require some amendment of the Banking Act of 1933 plus qualification of the managing fiduciary under the Acts of 1933 and 1940? Would the maintenance of such funds bring banks maintaining them under supervision of the SEC? Or would it be considered as only a reasonable extension of the power to manage property for its customers which a bank now admittedly possesses?

### Exploring Pooled Funds

Our business as corporate fiduciaries is to care for accumulated wealth. Since 1937 we have been able to carry out our function in the trust field through the device of the common fund; and the small trust has, in my opinion, benefited greatly. Are we to be prevented from serving the small investor through the medium of the pooled fund because of fear that we will suddenly desert our traditional role of managers and revert to the idea of "selling securities"? Even if entrance into this field should ultimately be held to require further control of the procedures by other regulatory agencies, should we not at least explore the possibilities and determine whether or not we should seek such legislation as would enable us to operate in this area?

It seemed to us on the Executive Committee of the Trust Division that the only straightforward way to approach this problem was to meet it head-on—to weigh the advantages and disadvantages of such a program and the practical possibilities of securing the necessary sanction of the appropriate authorities. Accordingly, at the direction of the Executive Committee, I have appointed a special "ad hoc" committee to look into it and report back at an early date. This committee is composed of able trustees from widely separated sections of the country, with different viewpoints on this whole subject. Its chairman is Charles M. Bliss, Executive Vice-President of The Bank of New York and a member of our Executive Committee. In the meantime, I believe that our industry should become aware of the issues involved and begin the process of self-education which will enable all of us to arrive at a reasoned conclusion when the time comes to make a decision.

I do not even venture to guess the direction which the report of this committee will take. I can say only that I think we are approaching the problem in the right way. Let us not attempt to change the rules of the game so far as common trust funds are concerned—let us keep inviolate the bona fide trust concept of Regulation F—and at the same time let us go straightforwardly into the admittedly controversial area of commingling agency accounts. We know the issues—let us resolve them as we believe upon reflection they should be resolved.

\*An address by Mr. Duncan before the 35th Western Regional Trust Conference sponsored by the American Bankers Association's Trust Division, Seattle, Wash.

## SECURITY SALESMAN'S CORNER

BY JOHN DUTTON

### Common Sense

One of the oldest and best axioms governing human conduct is the admonition not to gossip. In every phase of life, experience has proven that the human being who keeps other people's affairs out of his conversation is usually the one who keeps out of trouble. Yet, gossip is such a universal habit, and much of this talk is so harmless and enjoyable that, although we all know better, there are few who can honestly say that they don't stray over the line and indulge themselves occasionally.

This is something however that must be avoided when it comes to close relationships between a securities salesman and his clients. Quite often, one friend will recommend another close friend and sooner or later a salesman builds up groupings of individuals who know each other very well. The rule should never be broken, and I had a case just last week which illustrates this point, I think, very well. One of my newer accounts who was referred originally by a client started to do some trading with me. He is a man who makes his own decisions; he investigates very carefully before he invests; he makes some substantial commitments, usually for the longer term after he has satisfied himself that he has selected a security that appeals to him. He is an accountant, and he has built up a sizable portfolio of growth stocks during the past few years by virtue of his astute analysis of the securities he has bought.

### Information

Several weeks ago this man obtained some information concerning a certain company that prompted him to make a small commitment in a speculative situation. At that time he introduced me over the telephone to his partner who also placed an order for some of the same stock. A few moments later he called me again, and introduced another friend to me who was also an accountant, and he too bought this stock. As you can see, this man's judgment was followed by his other two friends, and it immediately became apparent to me that he could be the source of considerable business since he was the type of person who had gained the confidence of other people who trusted his judgment in speculative and investment situations.

This stock did not appreciate in price as anticipated and, since all three clients only bought it to sell on the good news (which came but was not reflected in a substantial price advance) they sold out with a small profit. Meanwhile, I have had a few orders from my first client and I have become more friendly with the other two customers he sent me. The other day, client number two came in to see me, and he sold a certain stock and asked me to suggest a replacement. I gave him my opinion and he bought what I suggested. Meanwhile, he left me an order for some stock in a company that his partner had been buying in small lots as a long-term commitment after thorough investigation. I also held an order for some of that stock from client number one.

I hope this is not too confusing but you can see what has happened. I now have orders in the same stock from the two men who are partners in the same accounting office, who confer together, where one is the leader

and the other follows his advice on securities. Both men have been close friends and business associates for many years and I have been gradually gaining their good-will.

Shortly after client number two left my office I called number one to give him some quotations and I mentioned that his partner was in to see me and had just left the office. "Did he buy any XYZ," I was asked. Stopping to think for a moment, I hesitated and then I answered, "John, I know you and Fred are the closest of friends but I hope you will pardon me if I don't answer that. You see, once years ago I innocently opened my big fat mouth and told a client what another client was buying and I lost two friends and two clients. From that time on I've made a rule that no matter who it is, I cannot tell anyone what any of my clients buy or sell, or anything about their business affairs. I hope you understand that I don't mean to be stuffy about this, it's just a rule I follow."

Instead of being offended, I was pleased to learn that my client was very happy to know that I handled my business in this way. Said he, "I am glad you said that. You go up another notch with me. Any time a man thinks enough of his customers to keep their business to himself, even when he is talking with a man's own partner in business, he must have some rules of conduct of his own. I like what you said, now here is another order."

## So. Diversified Industries, Inc. Common Offered

Public offering of 175,000 common shares of Southern Diversified Industries, Inc., at \$5.50 per share is being made by Netherlands Securities Co., Inc., New York City and associates. Net proceeds will be used by the company to repay debt, open a new sales office, establish a fund for the acquisition and development of land, and increase working capital.

The company of 3690 N. W. 62nd Street, Miami, Fla., and its subsidiaries are engaged principally in the purchase, inventorying and wholesale distribution of roofing materials, sheet metal products, heating and air-conditioning accessories, heating and cooling units, floor coverings, etc. Southern Diversified also plans to acquire Jim Kay Homes, Inc., and nine affiliated corporations which are engaged in the construction and sale of single-family homes.

## Firm Name to Be Newman, Zimmermann

Effective Nov. 30 Arnold K. Goldbaum and Irwin Miller will withdraw from Miller, Newman, Zimmermann & Co., Inc., 70 Wall Street, New York City, members of the New York Stock Exchange, and the firm name will be changed to Newman, Zimmermann & Co., Inc.

### New Henner Branch

MILWAUKEE, Wis. — Henner Bros. has opened a branch office at 611 Broadway under the management of Richard Boerke.

# Banker Terms Fiscal Control Key Element for Prosperity

New York banker lists fiscal discipline, restoration of profit margins, and tax reform as essential to prosperity—today and tomorrow. Noting three developing trends in banking deposits, Mr. Simmonds calls for an end to stereotype bankers in warning successful bankers must be imaginative and civic-minded.

"We hear talk these days of physical fitness. This is certainly important, but shouldn't we have more talk about fiscal fitness too, for this is the kind of fitness that is the key element in this nation's present prosperity and our best hope for the years ahead." These are the statements of Albert C. Simmonds, Jr., Chairman of The Bank of New York.



A. C. Simmonds, Jr.

Headaddressed an American Management Association conference on finance at the Astor Hotel, recently, on "Creating the Financial Climate for Your Dynamic Growth."

Mr. Simmonds said there was "an ominous backdrop" to his discussion of the nation's economy — "the gradual erosion of profit margins that has taken place in this country in recent years."

"In 1950," he said, "corporate profits before taxes were 12½% of the total product of the country. Our latest data shows this ratio to be about 9%. Even when our absolute level of profits was at its peak just before the 1959 steel strike, they were only 10% as a share of total product."

"It is old-hat to point out again our unrealistic and non-competitive depreciation rates, but, until these are changed, capital spend-

ing will walk when it ought to be running and growth will be retarded."

### Deposit Trends and Bankers

Mr. Simmonds cited three developing trends on the deposit side of the banking business. He said:

"We can see: (1) a continuing increase in savings type deposits, (2) a growth of demand deposits keyed to the expansion of our national product, and (3) increasing awareness on the part of bank customers of the services banking institutions offer.

Mr. Simmonds called for an end to the stereotype that bankers "still hide behind four formidable walls of tradition."

Today's banker, to be successful, must be "an imaginative, forward-looking civic-minded citizen," he said.

"Today, the commercial banker, in addition to providing a wide range of financial services, has many contacts, both domestic and foreign, which he is always willing and anxious to share with his customers.

"A banker is a professional, a specialist in the handling of funds, and many times, an expert in certain industries."

Mr. Simmonds became president of The Bank of New York in 1948 and chairman in 1958. The bank was founded by Alexander Hamilton in 1784.

### Names Director

Felix Juda of Sutro & Co. has been elected to the board of directors of Filon Plastics Corp.

# Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The money and capital markets have been moving about price-wise, because it appears as though some had too many of the refunding obligations at the issue price and were forced to take a bit of loss to make the payments. Otherwise the refunding operation of the Treasury was a very good one, since the issues which were offered in exchange for the Nov. 15 2½s were well priced and the yields were good ones. However, every once in a while greed gets the best of all of us and usually when that happens some one gets hurt. According to reports, the recent case was no exception to the rule.

The money and capital markets it appears from now, and until some time in the foreseeable future, are not going to be too interesting unless our unfavorable balance of payments gets much worse and the fear of unbalanced budgets is going to bring about an inflation psychology which would cause a decided change in monetary policy in the direction of much higher rates and restricted credit.

### Refunding Assisted by FRB

The government market, with the Treasury's new money raising operation completed and no refundings to be bothered with, is pretty much on its own. This does not necessarily mean that the monetary authorities have made any changes in the prevailing policies even though price movements have been more pronounced in the case of certain obligations.

It was evident that the powers that be would give some assistance to the money and capital markets when the Treasury was engaged in one of its periodical refunding ventures because this has become

almost an integral part of the operation itself. The issues that the Treasury offered in exchange for the 2½s were on the liberal side as far as the yield was concerned and there was a choice so that the owners of the retired 2½s could take the obligation or obligations which best fitted their needs. It appeared from the published results of the Treasury that the refunding was a very successful operation, with the attrition or payout well within the expected limits.

### Speculative Losses

However, it has also been reported that there was speculation in the last two issues of the refunding obligations and the price gyrations which went on right after the allotments had been made by the government might have been indications that not a few disappointed short-term buyers of these obligations were taking their losses. Some of those who were supposed to have made the so-called speculative commitments in the refunding obligations were the stock minded type, of buyer especially those that are interested in a "quick profit." To be sure, it was possible to make such a "quick profit," but one had to be awfully quick and, according to advices, very few of them were that quick.

Speculation in government obligations at this stage of the game should be something only for the real experts. However, with the equity market acting the way it has been for the past several years, it appears as though the only market in which one should speculate now is in the common stock market, because price movements are wide enough in both directions so that one can really get a run for their money.

It is very evident that the debacle in the 2½s in the middle of 1958 should have been lesson enough for those who expect to get rich overnight by speculating in Treasury issues.

### Monetary Ease Still Prevails

The policy of the monetary authorities, according to published information, has not changed from that of monetary ease, even though the free or excess reserves of the member banks were allowed to go down to a considerable degree since the early part of October. However, last week these reserves were back again at the old levels. This may or may not change the minds or attitudes of money market experts since it appears as though the money and capital markets are not going to assume the same proportions in the next few months that they have in the past.

It is evident that the common stock market has taken the play away from the market for fixed income obligations, with the possible exception of tax free bonds, because we appear to again be off on one of these movements in which the basic idea is to protect against inflation and its boom and bust psychology. As against this, there is the more sane approach that business in the coming year will develop along normal lines, and as a result there will be only a modest rise in money rates, with plenty of credit available to keep the recovery going along non-inflationary lines.

### B. J. Leonard Co. Formed

(Special to THE FINANCIAL CHRONICLE)  
COLORADO SPRINGS, Colo.— B. J. Leonard and Company has been formed with offices at 415 North Tejon Street to engage in a securities business. Officers are Leonard Bestgen, President; Joseph Uhlmer, Vice-President; and James L. Owsley, Secretary-Treasurer. Mr. Bestgen was formerly local manager for Amos C. Sudler & Co., with which the other officers were also associated.

## Should Be Obvious, but—

"In short, we must face problems which do not lend themselves to easy, quick or permanent solutions. And we must face the fact that the United States is neither omnipotent nor omniscient, that we cannot always impose our will on the other 94% of mankind, that we cannot right every wrong or reverse each adversity, and that therefore there cannot be an American solution for every world problem.

"These burdens and frustrations are accepted by most Americans with maturity and understanding. They may long for the days when war meant charging up San Juan Hill, or when our isolation was guarded by two oceans, or when the atomic bomb was ours alone, or when much of the industrialized world depended upon our economic resources and aid. But they know that those days are gone \* \* \*

"But it is a test of our national maturity to accept the fact that negotiations are not a contest spelling victory or defeat. They may succeed, they may fail. But they are likely to be successful only if both sides reach an agreement which both regard as preferable to the status quo, an agreement in which each side can consider that its own situation has been improved."—President John F. Kennedy.

There have been many questions about which we have found it impossible to agree with the President. It is with pleasure, therefore, that we now say frankly that we find in these sentences indications of greater understanding and realism than we have seen concerning our international relationships for a good while past.



President Kennedy

*This announcement is under no circumstances to be considered as an offer to sell or a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus which is available only in such states where these securities may be sold lawfully.*

NEW ISSUE

November 20, 1961

## Halco Chemical Co.

150,000 Shares of Common Stock (\$.10 Par Value)  
and  
150,000 Common Stock Purchase Warrants

Offered in Units only  
of  
One Share of Common Stock  
with  
One Warrant Attached

The warrants are not detachable or separately transferable from the Common Stock until June 1, 1962.

Price \$2.00 per Unit

ROSS, LYON & CO., INC.

GLOBUS, INC.

N. A. HART & CO.

**DIVIDEND NOTICES**



The Board of Directors of **CONSOLIDATION COAL COMPANY**

at a meeting held today, declared a quarterly dividend of 35 cents per share on the Common Stock of the Company, payable on December 14, 1961, to shareholders of record at the close of business on December 1, 1961. Checks will be mailed.

JOHN CORCORAN,  
Vice-President & Secretary  
November 20, 1961.

**E. I. DU PONT DE NEMOURS & COMPANY**



Wilmington, Del., November 20, 1961  
The Board of Directors has declared this day regular quarterly dividends of \$1.12 1/2 a share on the Preferred Stock—\$4.50 Series and 87 1/2¢ a share on the Preferred Stock—\$3.50 Series, both payable January 25, 1962, to stockholders of record at the close of business on January 10, 1962; also \$3.00 a share on the Common Stock as the year-end dividend for 1961, payable December 14, 1961, to stockholders of record at the close of business on November 28, 1961.

P. S. DU PONT, Secretary

**ELECTRIC BOND AND SHARE COMPANY**

New York, N. Y.

**Notice of Dividend**

The Board of Directors has declared a quarterly dividend of thirty cents (30¢) a share on the Common Stock, payable December 29, 1961, to shareholders of record at the close of business on December 8, 1961.

B. M. BETSCH,  
Secretary and Treasurer  
November 16, 1961.

**INTERNATIONAL SALT COMPANY**

DIVIDEND NO. 190

A dividend of ONE DOLLAR a share has been declared on the capital stock of this Company, payable December 22, 1961, to stockholders of record at the close of business on December 4, 1961. The stock transfer books of the Company will not be closed.

W. L. BENDER  
Treasurer.

**CYANAMID**

**AMERICAN CYANAMID COMPANY**

**PREFERRED DIVIDEND**

The Board of Directors of American Cyanamid Company today declared a quarterly dividend of eighty-seven and one-half cents (87 1/2¢) per share on the outstanding shares of the Company's 3 1/2% Cumulative Preferred Stock Series D, payable January 2, 1962, to the holders of such stock of record at the close of business December 1, 1961.

**COMMON DIVIDEND**

The Board of Directors of American Cyanamid Company today declared a quarterly dividend of forty cents (40¢) per share on the outstanding shares of the Common Stock of the Company, payable December 22, 1961, to the holders of such stock of record at the close of business December 1, 1961.

R. S. KYLE, Secretary  
New York, November 21, 1961

**DIVIDEND NOTICES**

**GEORGE W. HELME COMPANY**  
9 Rockefeller Plaza, New York 20, N. Y.

On November 21, 1961, a quarterly dividend of 43 3/4 cents per share on the Preferred Stock, and a dividend of 40 cents per share on the Common Stock, plus an extra of 20¢ per share on the Common Stock, were declared payable January 2, 1962, to stockholders of record at the close of business December 12, 1961.

P. J. NEUMANN, Secretary

**KENNECOTT COPPER CORPORATION**

161 East 42nd Street, New York, N. Y.

November 17, 1961

At the meeting of the Board of Directors of Kennecott Copper Corporation held today, a cash distribution of \$1.25 per share was declared, payable on December 20, 1961, to stockholders of record at the close of business on November 28, 1961.

PAUL B. JESSUP, Secretary

**TEXAS GULF SULPHUR COMPANY**



161st Consecutive Quarterly Dividend

The Board of Directors has declared a dividend of 25 cents per share on the 10,020,000 shares of the Company's capital stock outstanding and entitled to receive dividends, payable December 15, 1961, to stockholders of record at the close of business November 27, 1961.

HAROLD B. KLING,  
Secretary.



**DIVIDEND NOTICE**

The Board of Directors today declared a dividend of 52 cents per share on the Common Stock of the Company, payable January 2, 1962 to stockholders of record at the close of business December 1, 1961.

D. W. JACK  
Secretary  
November 17, 1961

**Public Service Electric and Gas Company**

NEWARK, N. J.

**QUARTERLY DIVIDENDS**

The Board of Directors has declared the following dividends for the quarter ending December 31, 1961:

| Class of Stock                              | Dividend Per Share |
|---|--------------------|
| Cumulative Preferred                        |                    |
| 4.08% Series . . . . .                      | \$1.02             |
| 4.18% Series . . . . .                      | 1.045              |
| 4.30% Series . . . . .                      | 1.075              |
| 5.05% Series . . . . .                      | 1.2625             |
| 5.28% Series . . . . .                      | 1.32               |
| \$1.40 Dividend Preference Common . . . . . | .35                |
| Common . . . . .                            | .55                |

All dividends are payable on or before December 21, 1961 to stockholders of record November 30, 1961.

J. IRVING KIBBE  
Secretary



**Businessman's BOOKSHELF**

**A-C Network Operations, 1956-1958:** A Report of the Transmission and Distribution Committee, —Edison Electric Institute, 750 Third Avenue, New York 17, N. Y. (paper), \$2.50.

**Accounting for Everyday Profit—**J. K. Lasser Tax Institute—American Research Council, Larchmont, N. Y. (paper), \$1.

**American-Israel Economic Horizons—**1961 Yearbook and Trade Directory issue—American-Israel Chamber of Commerce and Industry, Inc., 250 West 57th Street, New York, N. Y. (paper).

**Barnes on Credit and Collection—**E. H. Barnes—Prentice-Hall, Inc., Englewood Cliffs, N. J., \$12.50.

**Basic Business Finance: Text and Cases —**Richard D. Irwin Inc., Homewood, Ill. Pearson Hunt, Charles M. Williams and Gordon Donaldson. (cloth).

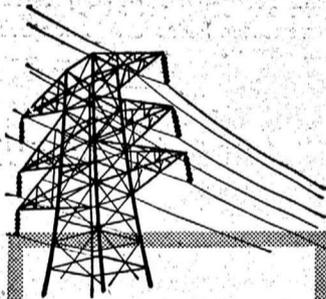
**Basic Marketplace Issues Related to H. R. 71—**As Submitted to the Committee on the Judiciary of the United States House of Representatives by the American Finance Conference, Inc.—American Finance Conference, Inc., 176 West Adams Street, Chicago 3, Ill. (paper).

**Business Patterns After the Two World Wars—**Bulletin of the C. J. Devine Institute of Finance, Graduate School of Business Administration, New York University, N. Y. (paper).

**Drug and Proprietary Store Trends—**27th annual review—A. C. Nielsen Company, 2101 Howard Street, Chicago 45, Ill. (paper), on request.

**Economy of the American Peoples: Progress, Problems, Prospects—**

**DIVIDEND NOTICE**



**Southern California Edison Company**

DIVIDENDS  
The Board of Directors has authorized the payment of the following quarterly dividends:

|  |                  |                     |
|--|------------------|---------------------|
| ORIGINAL PREFERRED STOCK                 | Dividend No. 210 | 65 cents per share; |
| CUMULATIVE PREFERRED STOCK, 4.32% SERIES | Dividend No. 59  | 27 cents per share. |

The above dividends are payable December 31, 1961, to stockholders of record December 5. Checks will be mailed from the Company's office in Los Angeles, December 29.

P. C. HALE, Treasurer

November 16, 1961



Gerhard Colm and Theodore Geiger—National Planning Association, 1606 New Hampshire Ave., N. W., Washington 9, D. C. (paper), \$2.

**Electric Utility Terms—**Glossary of 84 pages with a 16 page Nuclear Supplement—Edison Electric Institute, 750 Third Avenue, New York 17, N. Y. (paper), 50¢ for Glossary; 25¢ per copy for Nuclear Supplement.

**Emergency Operations Handbook—**A Guide for Management—New York State Bankers Association, 405 Lexington Avenue, New York 17, N. Y. (paper), \$2.

**Hammond's Ambassador World Atlas—**Revised Edition—C. S. Hammond & Co., Maplewood, N. J., \$15.

**How Big Ideas Make Big Money Selling Real Estate —**Charles Bennett — Prentice - Hall, Inc., Englewood Cliffs, N. J., \$5.95.

**How Citibank's Overseas Division Can Help You Do Business Abroad —**Illustrated Brochure—First National City Bank of New York, New York 15, N. Y. (paper).

**How to Build Capital and Income in Mutual Funds—**David Jenkins —American Research Council, Larchmont, N. Y. (paper), \$1.

**How to Profit from Formula Plans in the Stock Market—**David Jenkins — American Research Council, Larchmont, N. Y. (paper), \$1.

**Human Side of Successful Communication at Home and at Work —**How to Make Others Listen to You, Understand You and React to your Suggestions the Way you Want them to—Robert E. Moore—Prentice-Hall Inc., Englewood Cliffs, N. J. (cloth), \$4.95.

**Japan's Costs: Low or High?—**Two Articles on Industry in Japan United States - Japan Trade Council, 1000 Connecticut Avenue, Washington 6, D. C.

**Manifesto for Americans!—**Harry A. Bullis — McGraw Hill Book Company, Inc., 330 West 42nd St., New York 36, N. Y. (cloth), \$4.95.

**National Foreign Trade Convention—**Final Declaration of 48th

Convention—National Foreign Trade Council, Inc., 111 Broadway, New York 6, N. Y. (paper).

**Pension Trends and the Self-Employed —**Richard M. Corbett—Rutgers University Press, 30 College Avenue, New Brunswick, N. J. (cloth), \$4.50.

**Public Relations Activities of Leading Banks—**Survey—Merchandise National Bank of Chicago, Chicago 54, Ill. (paper).

**Study of Public Problems—**A Report on the Activities of the Brookings Institution—The Brookings Institution, 1775 Massachusetts Avenue, N. W., Washington 6, D. C. (paper).

**Swedish Ready Made Clothing Industry —**Review—Svenska Handelsbanken, Norrmalmstorg 4, Stockholm, Sweden.

**Taxes and Art—**A discussion of how the art collector may drastically cut his tax bill—French & Company, 978 Madison Avenue, New York 21, N. Y.

**Topeka—**1960 Financial Report—Commissioner of Finance & Revenue, City Hall, Topeka, Kan.

**Transvaal and Orange Free State Chamber of Mines—**71st Annual Report — Transvaal and Orange Free State Chamber of Mines, 5 Holland Street, Johannesburg, South Africa.

**Un-Education —**A Discussion by Thomas Molnar in the Fall Issue of "University Bookman"—University Bookman, P. O. Box 3070, Grand Central Station, New York 17, N. Y. (subscription), \$2 per year.

**United States and the United Nations—**Edited by Francis O. Wilcox and H. Field Haviland, Jr.—Johns Hopkins Press, Baltimore 18, Md. (cloth), \$4.50.

**Visual Persuasion, The Effect of Pictures on the Subconscious—**Stephen Baker — McGraw Hill Book Company, 330 West 42nd Street, New York 36, N. Y., \$13.50.

**Voluntary Health and Welfare Agencies in the United States—**An exploratory study—Schoolmasters' Press, 82 Morningside Drive, New York 27, N. Y. (paper), \$1.

**DIVIDEND NOTICES**

**The UNITED Corporation**

The Board of Directors has declared dividends totaling 25 cents per share, payable December 18, 1961 to stockholders of record December 4, 1961.

Of the 25 cents per share, 10 cents per share is designated as a dividend paid from net investment income and 15 cents per share as a dividend paid from net realized gains on investments.

In June 1961 the Corporation paid a dividend of 10 cents per share for net investment income. Thus, total 1961 dividends will be 35 cents per share, the same as total 1960 dividends.

Of the total 1961 dividends 20 cents per share is from net investment income and 15 cents per share from net realized gains on investments, the same as paid in 1960.

November 21, 1961.

WM. M. HICKEY, President



**A CLOSED-END DIVERSIFIED INVESTMENT COMPANY LISTED ON THE NEW YORK STOCK EXCHANGE**

The Board of Managers has declared the following year-end dividends:

- \$0.26 per share being the remaining undistributed net ordinary income realized during 1961, making the total distributions for the year from this source, \$.71; and
- \$1.87 per share from net capital gains realized during 1961.

Both dividends are payable in stock or cash at the option of each shareholder on December 22, 1961 to stockholders of record November 29, 1961.

William B. Viall, Secretary

Financial Report Available on Request

48 Wall Street, New York 5, N. Y. • Room 913

## THE MARKET . . . AND YOU

BY WALLACE STREETE

The typical cross-currents of year-end cleaning-up showed in the stock market this week with some large blocks appearing in issues that normally show on random trades.

Profit-taking was also apparent in some of the recent favorites at times, hobbling any new efforts by the issues involved to continue their march to new peaks.

### Soaring Royal Blue Chip

A notable exception was American Telephone which was busily carving out a string of historic highs. In the process the new shares worked above 134, which was equivalent to better than 400 for the old shares prior to their 3-for-1 split. Before the old ones left trading, they had worked above 265 for the first time since 1929 when they had sold above 310.

The strength in this royal blue chip had started to show prior to the dividend meeting last week. The meeting produced no surprises, there was merely the regular declaration. But that failed to chill the enthusiasm which was apparent again this week.

While this buying took A.T.&T. out of any bargain category, lowering the indicated yield under 3%, it was still a payout that was well above some of the other issues selling roughly in the same price bracket. National Cash Register, for one, has doubled in price from this year's low and its indicated payout is \$1.20 against \$3.60 for A.T.&T.

The measure of the overall stalemate was that in a handful of sessions, advances and declines were both in the 500 bracket, this despite some of the more active sessions since last spring. With much of the year-end transactions still to go, total volume for 1961 was assured of being no lower than the second highest in history. It crossed the 900 million mark in last week's final session. That figure was exceeded only twice before—in 1928 when it hit 930 million, and in 1929 which was the only year of billion-share turnover ever recorded by the New York Stock Exchange.

### Good Dividend News

Helping market sentiment was the usual flood of dividend meetings that produced a good sprinkling of year-end, extra and stock payments. The exception was Baltimore & Ohio which meets toward the end of the year to vote payments out of this year's results. Not only were the preferred and common stockholders informed there would be no payments for them, but the directors also announced the interest due next May 1 on the 4½% convertible income bonds would not be paid. All the issues were hard hit on the news.

This was chilling to rail securities generally and they were again the drag on the general list that they have been for so long. In fact, they have been of little comfort all through the bull market swing since 1949. And this makes dubious the classic theory that the rails must confirm strength in industrials to have a valid bull market. In that period the industrial average, which had topped out at 381 in 1929, ran to 741 at the recent peak, seemingly on its way to doubling the reading of that bygone era.

Auto shares were not overly distinguished, although General Motors was in enough demand to toy with its 1961 peak which was still well shy of its 1959 top of nearly 59. Chrysler was buffeted by a spate of sell recommendations from various services and brokers a week or so ago and

this week was able to make a better showing at times but without much fanfare to it.

### Active Tax Clean-Up

One of the more obvious tax cleanups was Honolulu Oil which is in the process of liquidation after selling its assets. The shares have done little since the first liquidating dividend of \$95 a share was paid last month. But this week a single trade of 212,000 shares crossed the tape to lift the issue to an unaccustomed place at the head of the most-active list, and put on record one of the larger blocks to change hands in some time.

A few issues showed signs that the tax selling in them was pretty much out of the way. At least an item like General Dynamics which has lost far more than half of its value since 1957, wasn't seriously bothered by selling, in fact it was moderately buoyant at times.

### Return to Prosperity?

General Dynamics had a fat era of prosperity in the 50s, jumping its profits by more than 1,000%. But its troubles started to mount as the 60s dawned, first with an unsuccessful gamble on a commercial transport, then from the competition and low profit margins of missile work, and finally with a disenchantment for electronic situations generally this year.

Whether General Dynamics has turned the corner now, as its champions suggest, is not yet apparent. The fact is that its sales have been increasing well and the writeoffs from its jet plane project are pretty much out of the way now. In fact, without heavy writeoffs the company was able to show a black ink quarter in this year's September period, against a multi-million dollar loss for the same period a year ago.

The company has some profitable subsidiaries that tend to be overlooked in concentrating on its problems. Its Liquid Carbonic division gives it a leading role in industrial gases, and its position in electronics is solid through its Stromberg-Carlson division. It also has a profitable subsidiary engaged in mining and making building products and in servicing the building industry with sand, gravel and cement. Its Atlas missile is slated for the full production stage in the middle of next year which could help its profit showing importantly next year and beyond.

### Revived Finance Issue

An ignored issue that started to show some life was General Bancshares which had been neglected while finance issues generally were building up sturdy investment favor. Until this issue came to life to push to new highs, it had held in only about a three-point range all year, showing a yield of slightly better than 4%, and selling at only 10-times earnings when other bank shares were at least a 20-times ratio. The company is a holding company for four banks in St. Louis, three in Illinois and one in Tennessee.

Store stocks were in rather persistent favor. The one that seems to have missed much of the play in this section is Allied Stores. This issue was available recently at a yield of 4½% which is distinctly above average. And in this one, too, the 15-times price-earnings ratio is well under the 20 or better shown by other department stores.

Allied is the holding company for no less than 87 stores scattered all over the nation, and like the other stores, its sales have been showing good comparisons with

other years. In part, the disinterest in it could stem from the erratic drop in its profits for the last fiscal year. Comparisons with the quarters of the previous year have been favorable in this year's two fiscal periods, which gives the company assurance of making a good showing in the current year. Estimates call for a jump of at least a fourth in per-share earnings.

### Split Candidate

Woolworth has quieted down after the flurry in the price of the shares when it announced its entry into the discount store business. The stock is still favored by fanciers of issues about to be split, mostly because Woolworth hasn't been split since World War II which makes it somewhat unique among the blue chip grade issues. It has been pushing to new peaks on occasion without much fanfare and presumably could run ahead far more on its basic value if the glamour of a split is added sometime in the future.

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

## M. A. Lomasney Foreign Rep.

Myron A. Lomasney & Co., 67 Broad Street, New York City, has announced the opening of Myron A. Lomasney International, in Frankfurt, Germany, under the direction of Dr. Philipp Freiherr von Redwitz.

## To Be V.-P. of Divine & Fishman

CHICAGO, Ill.—On Nov. 30 Robert M. Albert will become Senior Vice-President of Divine & Fishman, Inc., members of the New York Stock Exchange, resident in the Chicago office, 134 South La Salle Street.

## J. J. B. Hilliard To Admit Partner

LOUISVILLE, Ky.—J. J. B. Hilliard & Son, 419 West Jefferson Street, members of the New York and Midwest Stock Exchanges, on Dec. 1 will admit Kenneth W. Moore to partnership.

## FROM WASHINGTON

### ...Ahead of the News

BY CARLISLE BARGERON

On last Monday, Nov. 20, the Department of Justice began another long battle with the Communists. The Supreme Court has upheld a section of the Subversive Activities Control Act 1950 requiring all Communists and their organizations to file with the Department of Justice a list of all its members and all of its contributors.

Beginning Nov. 20 the party is subjected to a fine of \$10,000 for each day that it fails to register.

If the party has not registered by Nov. 30 each of its officers is to be held accountable. These are the 16 members of its national committee. They can be fined up to \$10,000 each and jailed for up to five years for each day he fails to comply.

If no one has registered the party by December 20 the law requires each member to register personally and provides that he can be fined \$10,000 and jailed five years for each day he fails to comply.

This section of the law has been before the Subversive Activities Control Board and the Supreme Court for 10 years before it was finally upheld early last summer and even then the Court only ruled on the requirements for registration. It did not rule on the specific registration arrangements, the penalties for not registering or the sanctions which are applied after registration.

These sanctions require all "Communist-action" organizations to mark their publications. They bar members of the party from Federal employment and from employment in defense industries and labor unions. They also forbid members to apply for passports.

Communist Party leaders have said they won't comply with the law and Attorney General Kennedy has said that he will prosecute if they don't.

The Department of Justice has not yet announced its plans for prosecution. The only comment is that the Department will wait a few days to see what happens.

But it is when prosecution begins that the whole legal battle will be reopened. When the Supreme Court acted last June it avoided several constitutional questions which still plague the law.

Some of the major questions are:

Can an individual be required to register when by doing so he may be giving the government incriminating evidence which would start a prosecution against him under the Smith Act? This act makes it a crime to be an active member of the party knowing its aims and intending to overthrow the Government by force.

Is it constitutional to make an organization stamp all its mail? The Supreme Court held a year ago that a California law barring anonymous handbills was unconstitutional.

Is it constitutional to tell Party members they cannot apply for passports; is it constitutional to deny them passports unless the Government shows the proposed travel is to advance the Communist aims?

Does a cumulative penalty of five years each for each day's refusal to register counter the Eighth Amendment's ban against cruel or inhuman punishment?

These questions are not easy to answer. From the past record, it can safely be said that the lawyers for the Communist Party will raise all of them, and others as well.

In the meantime, a strong anti-Communist tide is sweeping Eastward from California. The John Birch Society is gathering momentum. Congress will be on the alert to watch the progress of the battle through the Courts.

### Form Suburban Syndicat'n

WEST HEMPSTEAD, N. Y.—Abraham Solomon is conducting a securities business from offices at 337 Hempstead Turnpike under the firm name of Suburban Syndication Associates.

### Dorado Secs. Opens

Dorado Securities Corporation has opened offices at 350 Fifth Ave., New York City, to engage in a securities business. Officers are George Geiger, President; Paul Green and George Silas, Vice-Presidents; Howard S. Hammond, Treasurer; and Louis Kovacs, Secretary.

All of these shares having been sold, this advertisement appears as a matter of record only.

NEW ISSUE

NOVEMBER 16, 1961

100,000 Shares

## Bundy Electronics Corporation

Common Stock  
(\$.10 Par Value)

HARRY ODZER COMPANY

LENCHNER, COVATO & CO., INC.

(Formerly BRUNO-LENCHNER, INC.)

V. S. WICKETT & CO., INC.

STEPHEN SECURITIES CORP.

FOUNDATION SECURITIES, INC.

# NEWS ABOUT BANKS AND BANKERS

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

**Irving Trust Company, New York**, announces the election of Arthur G. Boardman, Jr., to a new post of Executive Vice-President.



A. G. Boardman, Jr. August Maffry

ident. He was also elected a member of the Board of Directors. His primary responsibilities will be planning for the development of business and assistance in over-all company administration.

Mr. Boardman joined the bank in 1932 and was named an Assistant Secretary in 1941, Assistant Vice-President in 1947, Vice-President in 1949 and a Senior Vice-President in 1957. He was most recently in charge of the bank's International Division.

At the same time August Maffry was elected a Senior Vice-President and will succeed Mr. Boardman as head of the International Division.

He has been associated with the Irving since 1948 and most recently has been Vice-President in charge of Irving business in the Far East.

**The Chase Manhattan Bank, New York** opened a new banking office on Nov. 16 at 156-02 Cross Bay Boulevard, Howard Beach. The branch brings the total of Chase Manhattan's offices in the New York metropolitan area to 108.

The election of Howard W. McCall, Jr., as Vice-Chairman of **Chemical Bank New York Trust Company, New York** was announced Nov. 22 by Harold H. Helm, Chairman. Mr. McCall is advanced from the post of first Vice-President, and is the Bank's senior credit officer.

Mr. McCall began his career with Chemical Bank New York Trust Company in September 1928. He became Vice-President of the Bank in 1945 and Executive Vice-President in charge of its national business in 1955. He was elected First Vice-President and a director last February.

The proposed merger of **State Bank of Long Beach, L. I.**, into **Commercial Bank of North America** has been approved by stockholders of both institutions. The announcement was made by G. Russell Clark, Chairman of Commercial Bank of North America, which held its stockholder meeting Nov. 16.

Shareholders of State Bank of Long Beach had voted approval at a separate meeting on Nov. 15.

The consolidation would be effected through an exchange of stock on the basis of four shares of Commercial Bank for five shares of State Bank of Long Beach. State Bank of Long Beach will receive 54,600 shares, par \$5, of the present Commercial Bank of North America stock in exchange for the Nassau bank's outstanding 68,250 shares, par \$10. Commercial Bank's stock would be increased to 642,904 shares, par \$5.

Subject to the approval of the New York State Banking Department and the Federal Deposit Insurance Corporation, the merger would increase Commercial Bank of North America's assets to more than \$220,000,000 and add one office in Long Beach, Nassau County.

As of Sept. 30, 1961, resources of Commercial Bank of North America amounted to \$209,504,929, and State Bank assets were \$11,794,816.

Stockholders of **Central Industrial Bank of Brooklyn, N. Y.** have been called to a special meeting Nov. 29 to vote on a proposed conversion from an industrial bank to a commercial bank under the name **Central State Bank** and on an increase in capital from \$225,000 to \$420,000 which will boost the number of authorized shares to 84,000 shares of \$5 par value from 4,500 shares of \$50 par value. The designation of the 32 Court Street branch as the principal office of the bank also is being put before the meeting.

The conversion to a commercial bank and the capital increase are both subject to the approval by the New York State Banking Department.

Al Kevelson, Board Chairman, in a letter to shareholders accompanying the meeting notice, indicated that the increase in the number of authorized shares will provide for (1) a 10-for-1 stock split, (2) the payment of a dividend of two shares for each five shares held after the stock split, and (3) an offering of 21,000 shares of new stock of the bank to shareholders through subscription warrants. The price at which the stock will be offered to shareholders will be determined at a later date.

Wilfred J. Brown, Jr. has joined **Security National Bank of Long Island** as Vice-President and Senior Loan Officer, it was announced by Harman H. Maass, President.

John F. Hicks has also joined **Security National Bank of Long Island** as public relations and advertising officer.

Mr. Brown was formerly Assistant Vice-President of **The First National Bank of Boston, Boston, Mass.** with which he had been associated since 1951. He was named loan officer of the Boston institution in 1955, and Assistant Vice-President in 1958.

Plans to merge **The Peconic Bank, Sag Harbor, L. I.**, into **Security National Bank of Long Island** have been approved by the stockholders of both institutions in separate meetings held Nov. 17. The announcement was made jointly by Herman H. Maass, President of Security National Bank, and Charles C. Saunders, President of The Peconic Bank.

The proposed merger, now subject to the approval of the Comptroller of the Currency and other regulatory authorities, will combine the institutions under the name and charter of Security National Bank of Long Island, with the office of The Peconic Bank to function as a branch of Security National.

Mr. Maass will continue as President of the merged banks and Mr. Saunders will serve as Vice-President, in charge of the Sag Harbor office.

The Comptroller of the Currency has approved the merger of **Third National Bank & Trust Co. of Springfield, Mass.** and the

**Hampden National Bank & Trust Co. of Westfield, Mass.** The merger to be effective Nov. 17.

The merged bank will be called the **National Bank of Hampden County**, and have resources in excess of \$118,000,000 and capital of \$11,000,000.

Arthur F. F. Snyder and J. Daniel Walsh were elected Vice-Presidents and Albert E. Hall Assistant Vice-President and Trust Officer of the **New England Merchants National Bank, Boston, Mass.**

The appointment of John S. Fennelly as an Assistant Vice-President of **The First National Bank of Jersey City, N. J.** was announced Nov. 15.

**Maryland National Bank, Baltimore, Md.** is the new name of **Baltimore National Bank**, it was announced Nov. 14 by Hooper S. Miles, Chairman of the Board, following a special meeting of the bank's stockholders and approval by the Comptroller of the Currency.

Raymond E. Mulford, was elected a Director of the **Ohio Citizens Trust Co., Toledo, Ohio.**

Another step was taken Nov. 14 toward the merger of the **Central National Bank in Chicago, Ill.** with the **Merchants National Bank in Chicago, Ill.** The Board of Merchants, will call a special meeting of its stockholders Dec. 19 to approve the merger, it was announced by George Boyles, Merchants' President. The Central National is expected to hold its stockholders meeting on the same date.

The merged banks' total capital and undivided profits will be \$10,700,000. Combined deposits are \$144,000,000.

**Central National Bank in Chicago** has made an offer to acquire the outstanding common stock of the Merchants. The exchange basis would give each Merchants' stockholder 1½ shares of Central stock for each share of Merchants' stock. The Central National Bank will be the surviving bank.

A. H. Aymond Jr., Harry B. Cunningham and Edward F. Fisher have been elected to the Board of Directors of the **National Bank of Detroit, Mich.** it was announced Nov. 15.

William G. Brumder, Chairman of the Board and President of the **First Wisconsin National Bank, Milwaukee, Wis.**, announced four promotions by the Board of Directors. Named Senior Vice-Presidents were Carl M. Flora and Edwin J. Wigdale, Rymund P. Wurlitzer was advanced to Vice-President, and Elroy F. Differt was made an Assistant Cashier.

Directors of **First National Bank in Dallas, Texas**, voted Nov. 14 to recommend to stockholders a new stock subscription of 200,000 shares and a stock dividend of 400,000 shares, according to Robert H. Stewart III, President.

Mr. Stewart said stockholders are being called to a special meeting Dec. 5 to vote on the proposed changes.

After sale of the new subscription in December and distribution of the stock dividend of approximately 14.3% in January, First National's capital stock would total \$32,000,000 as compared with \$26,000,000 at present. The bank's surplus fund would increase from the present \$34,000,000 to \$43,000,000, and coupled with undivided profits of approximately \$9,000,000, and a similar amount designated Reserved for Contingencies, the bank's total capital fund would amount to approximately \$93,000,000.

Subject to the approval of stockholders and the Comptroller of the Currency, the two propo-

sals are as follows: A new subscription of 200,000 shares of stock in First National would be sold to stockholders at a price of \$56 per share. Stockholders would be permitted to purchase one additional share for each 13 shares currently held. The subscription period would run from Dec. 5 through 19.

After sale of the additional 200,000 shares, First National would have 2,800,000 shares of \$10 par value stock outstanding.

A stock dividend of approximately 14.3% would be declared to stockholders of record Jan. 15 on this new total and would amount to one new share of stock for each seven shares then held. This would add 400,000 shares of stock to the total outstanding. The new total of capital stock would then be 3,200,000 shares.

The Directors of **The Bank of California, N. A., San Francisco, Calif.**, have made the following changes in the official staff, it was announced by Elliott McAlister, Chairman of the Board.

Malcolm S. Graham was advanced to Assistant Cashier in the Business Development Department at the Bank's Head Office in San Francisco.

Dean G. Quinlan was named Manager of the Bank's new Hayward office, scheduled to open in February. Appointed Assistant Cashier at the Hayward office was Manuel Gonsalves.

Hugh H. Somers was appointed Assistant Cashier at the Bank's Santa Rosa office.

Lloyd L. Austin will be Chairman of the **Security - First National Bank, Los Angeles, Calif.**, on Jan. 31, succeeding James E. Shelton, who will retire. Frederick G. Parkin, Jr., will be President as well as being a member of the managing committee.

William E. Siegel and Edwin H. Corbin were elected Executive Vice-Presidents and members of the managing committee.

Roger H. Jones and Marvin W. Lightfoot were elected Vice-Presidents of the **United California Bank, Los Angeles, Calif.**

Anson B. Moody has been elected to the board of directors of the **Seattle - First National Bank, Seattle, Wash.**

Mr. Moody served since 1934 as a director of **The First National Bank of Everett, Washington**, which was merged Nov. 16 with the **Seattle-First National Bank**. Along with the other Everett bank directors, he was named to the Everett Advisory Board.

Under the merger plans, **Seattle-First National Bank** will acquire all of the assets and will assume all of the deposits and other liabilities of the **First National Bank of Everett** by an exchange of 240,000 shares of \$10 par value capital stock for all of the capital stock, 80,000 shares of \$25 par value, of The First National Bank of Everett. The issuance of additional shares of Seattle-First National Bank stock will increase the number of shares outstanding from 2,500,000 to 2,740,000.

The merged, **Seattle-First National Bank** has capital funds of \$27,400,000, surplus of \$37,600,000, and undivided profits of approximately \$23,000,000, representing total capital funds of more than \$88,000,000.

## Robert D. Kelly With Keon & Company Inc.

(Special to THE FINANCIAL CHRONICLE)

**LOS ANGELES, Calif.**—Robert D. Kelly has become associated with Keon & Co., Inc., 618 South Spring St., members of the Pacific Coast Stock Exchange. Mr. Kelly was formerly an officer of Fallon, Kelly & Co., Inc., and prior thereto was with Shearson, Hammill & Company.

## Associated Products Stock Sold

Allen & Co., New York City, and A. C. Allyn & Co., Chicago, are joint managers of an underwriting group which is offering 359,000 shares of common stock of **Associated Products, Inc.**, at \$17 per share. The offering marks the first public sale of the company's common stock.

Of the total, 175,000 are being sold for the company, and 184,000 for certain stockholders.

Net proceeds from the sale of its 175,000 shares will be used by the company to pay the remaining balance of an obligation incurred in connection with its purchase for retirement of 625,000 shares of common stock from Nathan Cummings, Chairman, and his family. The balance of the proceeds will be available for working capital.

The company of 445 Park Ave., New York City, through one division manufactures and distributes dog and cat food; and through another division and a number of foreign subsidiaries, manufactures cosmetics, toiletry and proprietary drug items. The company's Rival Packaging Co. division makes canned dog food, primarily under the Rival Dog Food label for distribution to food chains, retail and wholesale grocers, kennels and military installations. The 5 Day Laboratories division markets personal deodorants in various forms under the 5 Day name, and facial cleansing pads, athlete's foot pads and bath oils.

## Gen. Development Common Offered

Allen & Co., New York City, is offering publicly 61,500 common shares of **General Development Corp.**, at \$13.75 per share. None of the proceeds from the sale of the common shares will accrue to the company as the stock is already outstanding and is being sold for certain shareholders.

Headquartered in Miami, Fla., the company, is principally engaged in the development of large tracts of unimproved land into planned communities in which it offers for sale homesite lots, houses and commercial and industrial sites. The company is presently engaged in development activities in several locations within the State of Florida, including three major community developments, Port Charlotte on the west coast and Port St. Lucie and Port Malabar on the east coast, as well as two smaller developments on the east and coast and two smaller subdivision developments, also on the east coast. **General Development** is also offering for sale, an investment contract covering the sale, rental and maintenance of homes in the Port St. Lucie Country Club area.

The company's basic objective is the sale, generally on an installment basis, of low and medium priced homesites and houses in large volume. Homesites offered for sale range in price from \$995 to over \$17,500, depending on the size of the lot and its location. Average price of homesites sold in 1960 was about \$1,225. The company offers a selection of houses at prices ranging from \$6,960 to \$32,200 including the site. Average price of houses sold during 1960 was approximately \$12,350.

Through subsidiaries, the company owns and operates the water, sewer and gas utilities and the major shopping centers in its planned community developments.

# BANK AND INSURANCE STOCKS: This Week — Bank Stocks

## CALIFORNIA BANKS

California has been a state where bank stock investment is preferred. This is currently evidenced by the multiples at which stocks of these banks are selling. According to the recent compilation by the *American Banker*, mutual fund activity in California banks in the third quarter of the year continued through acquisitions of blocks of stock of Security-First National Bank (Los Angeles) and Wells Fargo American Trust Co. (San Francisco).

California has no prohibition on branching and the rate of increase in branches is high. In addition, the population growth of the state and the growth of bank deposits warrants this expansion. Most of the banks estimate that it takes a maximum of 15 months for a new branch to be profitable and an equal period to recoup the initial operating losses.

Of the four banks shown below, the only institution which has state-wide representation is the Bank of America with over 600 branches. Expansion continues, with the result that earnings relative to the other banks have been penalized. In order to support deposit growth, the bank has to seek additional capital. (Currently through a stock offering which is before the stockholders for approval.) Also, dividend payout is high as compared to banks in growing areas. It would seem that the stockholder might not enjoy as favorable dividend treatment over the immediate future.

|  | Deposits (\$ billions) | Price (bid) \$ | Div'd \$ | Yield % | 1961 Est. Earn./Sh. \$ | P/E Ratio | Payout % |
|--|------------------------|----------------|----------|---------|------------------------|-----------|----------|
| Bank of America                        | 10,812                 | 70½            | 2.10     | 2.9     | 3.50                   | 20.1      | 60.0     |
| Crocker Anglo Nat'l Bank & Trust Co.   | 1,661                  | 74¾            | 1.40     | 1.8     | 3.00                   | 24.9      | 46.7     |
| Security-First Nat'l Bk. (Los Angeles) | 3,264                  | 93½            | 1.60     | 1.7     | 3.90                   | 23.9      | 41.0     |
| Wells Fargo - Amer. Trust Co. (San F.) | 2,385                  | 86¾            | 1.60     | 1.8     | 3.85                   | 22.5      | 41.6     |

|  | Cap. Depos. 6/31/61 | 5-Year Growth 1955-'60 |                                    |                        |
|--|---------------------|------------------------|------------------------------------|------------------------|
|  |                     | Deposits               | Net Oper. Earn./Sh. Funds 12/31/60 | Earn. on Cap. 12/31/60 |
| Bank of America                              | 6.2%                | 20.3%                  | 26.0%                              | 14.05%                 |
| Crocker Anglo National Bank and Trust Co.    | 7.8                 | 20.3                   | 44.7                               | 12.36                  |
| Security - First National Bank (Los Angeles) | 8.0                 | 39.6                   | 40.5                               | 11.38                  |
| Wells Fargo - American Trust Co. (San Fran.) | 8.1                 | 15.8                   | 35.1                               | 10.32                  |

The Crocker Anglo National Bank and Trust Co. represents the merger of two banks in 1956. Although its principal office is in San Francisco, this bank has a broader geographical representation than any other bank in the state, with the exception of the Bank of America. At present the Crocker Anglo does not have offices in Los Angeles or San Diego, however, a move into the area is possible at some time in the future as branching extends to Santa Barbara. Earning growth has been excellent and, although dividend payout is not high, increases are anticipated in the form of additional stock (a stock dividend is now up for approval).

The Security First National Bank is based in Los Angeles and does not extend into Northern California. It would appear that no move into this area is anticipated in spite of the frequent rumors concerning a merger with a San Francisco bank. Although dividend payout is low, the present practice is to offer stock dividends periodically. Of importance to Security-First is the broadening and diversifying industrial base and also the water program which will bring ample supply to Southern California. Without this latter development, growth in this area of the state would be impeded over the long-run.

The Well Fargo-American Trust Co. operates only in Northern California and does not extend its branching to encompass as broad an area as the Crocker Anglo. In order to meet competition, further expansion will probably occur. The bank is still working out the merger which occurred almost two years ago. In spite of these two drawbacks, growth has been satisfactory and stockholder treatment should be favorable.

In considering California bank shares one cannot overlook the competition from the savings and loan associations. Commercial banks are prohibited from paying more than 3% on time deposits whereas the savings and loan associations are paying in the vicinity of 4½% on time deposits. Commercial banks in California may have close to half of their deposits classed as time deposits, therefore in a period of high interest rates this segment of deposits is vulnerable to decline.

This one potential drawback which could inhibit growth of

## NATIONAL AND GRINDLAYS BANK LIMITED

Head Office:  
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13 ST. JAMES'S SQUARE, S.W.1.  
Bankers to the Government in: ADEN,  
KENYA, UGANDA, ZANZIBAR  
Branches in:  
INDIA, PAKISTAN, CEYLON, BURMA,  
KENYA, TANGANYIKA, ZANZIBAR,  
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NORTHERN AND SOUTHERN  
RHODESIA

Third Quarter Statistics  
**10 N. Y. CITY BANK STOCKS**  
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commercial banks in the state could be offset by the continued population increase. Also, the bulk of mergers have taken place and, with recent endeavors on the part of the Justice Department to thwart consolidations, California stands in a favorable position, with liberal branching laws and already large banks which are competitive in size with New York City banks. One measure of performance is earnings on capital funds. Although capital positions are not as strong as New York institutions, the California banks do not show the disparity they once did and earnings on these funds are high.

## Cont. Baking Co. Rights Offering To Stockholders

Continental Baking Co. is offering to holders of its common stock the right to subscribe at par for \$13,113,200 principal amount of 4½% subordinated debentures, due Nov. 15, 1983, on the basis of \$100 principal amount of debentures for each 15 shares held of record Nov. 16, 1961. Subscription rights will expire Dec. 5, 1961. Application has been made to list the debentures on the New York Stock Exchange

Wertheim & Co., Lehman Brothers, and Equitable Securities Corp. are managers of a group which is underwriting the offering.

Net proceeds from the financing will be applied by the company toward the payment of a \$3,500,000 4% note due Jan. 24, 1962. The balance of the proceeds will be available for capital expenditures, including construction of a new bakery, and for other corporate purposes.

The 1983 debentures will be noncallable prior to Dec. 15, 1963, after which they will be redeemable at optional redemption prices ranging from 105% to 100%, and beginning Nov. 15, 1972, through the sinking fund at par, plus accrued interest in each case. The debentures will be convertible into common stock until Dec. 15, 1966 at a conversion price of \$60 per share, and at \$65 per share thereafter through Dec. 15, 1971, subject to adjustment under certain conditions.

The company with headquarters at Rye, N. Y., and three of its wholly owned subsidiaries, are engaged in the baking of bread, cake and other related bakery products distributed at wholesale. Another subsidiary is engaged in the house-to-house distribution of the bakery products which it man-

ufactures. Other subsidiaries and divisions include: a producer of potato chips, mayonnaise, corn chips, popcorn, cookies and other snack food items; a manufacturer of a dough conditioner; Morton Frozen Foods Division, which makes frozen meat and fruit pies, frozen dinners and casseroles and frozen baked goods; and Albermarle Peanut Company Division, which cleans, grades and shells peanuts for sale to processors packers.

## IBA to Observe Fiftieth Year

WASHINGTON, D. C. — The Investment Bankers Association of America will observe its Fiftieth Year during the 12 months beginning with its 1961 Annual Convention (to be held at the Hollywood, Beach Hotel and the Diplomat, both at Hollywood, Fla.) Nov. 26-Dec. 1. The observance will culminate with the Golden Anniversary celebration at the fifty-first Annual Convention late in November, 1962.

George A. Newton, a managing partner of G. H. Walker & Co., St. Louis, President of the IBA, appointed Walter A. Schmidt, partner, Schmidt, Roberts & Parke, Philadelphia, the chairman of the newly created IBA Anniversary Committee. Mr. Schmidt was 1954-55 President of the Association. Serving with Mr. Schmidt on this committee are: Hugh D. Carter, Jr., Courts & Co., Atlanta; Thomas W. Evans, Continental Illinois National Bank and Trust Company, Chicago;



Walter A. Schmidt

Elvin K. Popper, I. M. Simon & Co., St. Louis; John Redwood, Jr., Baker, Watts & Co., Baltimore.

Curtis H. Bingham, President, Bingham, Walter & Hurry, Inc., Los Angeles, is serving *ex officio* on this committee; he is 1961-62 nominee for President of the Association and will be installed at the Convention this year.

The Anniversary Committee has had a brief organization meeting recently in New York City and will convene again at the Convention late in November to develop the program for the Golden Year observances. It is expected that ceremonial features developed at the national level will be supplemented by appropriate local anniversary programs planned by the eighteen regional Groups of the IBA.

The Investment Bankers Association of America came into being at an organization meeting Aug. 8, 1912 at the Waldorf-Astoria, New York. Shortly thereafter the new Association had its first Annual Convention, Nov. 21-22, 1912, again at the Waldorf-Astoria. For anniversary purposes this first Convention is accepted as the date of inception of the IBA; and while the 1961 Convention is the fiftieth annual meeting, it marks the forty-ninth anniversary of the Association.

## Form New Corporation

The partnership of Ginsburg & Tobin, 86 Trinity Place, New York City, members of the American Stock Exchange, has been dissolved and a new corporation, Ginsburg, Tobin & Co., Inc. has been formed. Officers are Arnold L. Ginsburg, President; Jerome A. Tobin, Vice-President, and James T. Tobin, Jr., Treasurer.

## Named Director

Frederick L. Ehrman, partner of Lehman Brothers, and Claude Cameron, Vice-President and Secretary of Pauley Petroleum Inc. have been elected to the board of directors of United Financial Corporation of California. It was announced by George A. Thatcher, President of the Corp. Mr. Ehrman is a director of Beckman Instruments, Inc., Continental Air Lines, Inc., TXL Oil Corporation, and The Lehman Corporation, and a trustee of New York University Medical Center.

This advertisement is not an offering. No offering is made except by a prospectus filed with the Department of Law of the State of New York. Such filing does not constitute approval of the issue or the sale thereof by the Department of Law or the Attorney General of the State of New York.

### NEW ISSUE

175,000 Shares

## Southern Diversified Industries, Inc.

Common Stock  
(Par Value 10c Per Share)

Price \$5.50 Per Share

Copies of the Prospectus may be obtained from the undersigned and from such dealers as may legally offer these securities in this state.

Netherlands Securities Company, Inc.

Herbert Young & Co., Inc.

Investment Planning Group, Inc.

Morris Cohon & Co.

Seymour Blaurer Co.

# Achieving a Strong Dollar— And World Financial Status

By Frederick N. Goodrich,\* Executive Vice-President, U. S. Trust Company of New York, New York City

Trust company officer deals with our international financial position and, with it, our dollar under the headings of the balance of payments; dollar as a reserve currency; "fiction" of gold as the basis of our money and its role; expansion of the IMF; and confidence, a stable dollar and a growing economy. Mr. Goodrich favors dropping our 25% gold reserve requirement, continuing unrestricted paying out of gold to central banks on demand; creating IMF dollar deposits carrying a gold price guarantee and bearing a flexible rate of interest; and withdrawing the purchase of gold if faced with serious pressure to hike its price. The banker insists gold is an artificially overvalued currency, possesses psychological importance in settling international payments, and failed to protect us from price inflation. He would allow expansion of world's dollar holdings up to 5% a year, and would adopt the Bernstein Plan for the IMF, and lists ten precepts for a strong dollar and a strong economy.

My views are expressed below under five headings: (1) balance of payments; (2) the dollar as a reserve currency; (3) the role of gold; (4) expansion of the International Monetary Fund; and (5) confidence, a stable dollar and a growing economy. Before going on to these topics, allow me to briefly express the climate of my opinions: (a) Our economic objectives at home and our world political objectives are not in basic opposition. A strong, highly productive, economically competitive Free World should strengthen, not weaken our domestic economy.

(b) The objectives of a vigorously growing economy and of a stable non-inflationary dollar are not at all in opposition. A stable dollar will support, not inhibit, our economic growth and reduction of unemployment.

(c) The achievement of successful international financial arrangements and of that somewhat elusive condition termed international liquidity will of course strengthen Free World economic confidence. However, it is equally true that achievement of confidence in the Free World's affairs—and above all of confidence in the United States and the dollar—is vital to the success of whatever financial arrangements are made. While a condition of financial liquidity certainly contributes to confidence, it is only a slight exaggeration to say that the definition of liquidity is confidence.



F. N. Goodrich

## I

### Balance of Payments

On the question, I will be brief. Four principles for action seem to me important:

(1) We must aim at a balance of cash payments. The dollar's role as the key reserve currency and as an avenue of long term investments may make a small deficit desirable over the next five to 10 years but, as discussed below, any such deficit should be small and within our control. Strong IMF arrangements should permit international liquidity without more than a modest increase in dollar reserves held by foreigners.

(2) We should embrace all direct measures of a non-restrictive nature which will help balance our payments: vigorous promotion of exports, pressures to reduce foreign restrictions, encouragement to foreign visitors, the sharing of international burdens, repayments of our foreign loans where means are available, curtailment of any non-essential government expenses abroad, and the closing of any true tax loopholes

without affecting the free flow of international investment.

(3) We must avoid restrictive measures that weaken the Free World, detract from our own export prospects and lessen our economic and competitive vigor. High on the list of measures to avoid are increased tariffs and quotas. The adoption of such measures, except where essential for national defense or for coping with disorderly dumping, is to admit defeat before beginning the battle. Of equal importance is the maintenance of the free flow of investment and exchange. The free flow of both goods and money is not only a vital source of international prosperity and cooperation but also enhances our own economy by keeping it alert and competitive and by bringing to it the fruits and stimulation of foreign progress.

(4) We will do the most for solving the payments problem by achieving a soundly expanding economy on a non-inflationary basis. An expanding economy will give us the great production we need to meet both domestic and international objectives and will encourage foreign investment here. A stable price level will maintain international confidence in the dollar, increase our ability to compete and above all make a major contribution to economic and employment growth.

## II

### The Dollar as a Reserve Currency

The role of the dollar as the key reserve currency will be a central factor for many years to come even though you succeed in expanding the role of the IMF. Foreign dollar reserves are now more basic than sterling as both the supplement and support to gold reserves. Before going on to the questions of gold and the Fund, I will touch on three points concerning the reserve currency problem:

(1) The expansion of the world's dollar holdings—the other side of our adverse balance of payments—must henceforth be modest and under control. If foreign dollar holdings are now \$18 billion, I would be inclined to place the desirable average annual change at something between no growth and a 5% increase, or less than a billion dollars a year. If the purchasing power of the dollar were stable, that amount of expansion of balances could almost certainly take place without weakening confidence in the dollar and could make a useful contribution to international liquidity. Any modest deficit that we absorb should be under control in the sense that it is more than balanced by our private investment abroad and curable by our ability to attract international investment through a growing economy and adequate interest rates.

(2) Dollar reserves should play a diminishing role as the functions of the Fund are strengthened. However, the dollar role will be vital for many years to come

as (a) the long term trend toward less reliance on gold continues and (b) the increasing role of the Fund must be gradual.

(3) As the operations of the Fund expand, the strength of the dollar, a major resource of the Fund, will be essential to its strength and effectiveness. While the credit of the Fund can support the dollar, a strong dollar will also be needed to support the credit of the Fund.

## III

### The Role of Gold

After making due allowance for gold's historic use as money, we must recognize the great change that has taken place in both the real and psychological economic background. Gold's value through the centuries was based on heavy private demands for artistic and other useful purposes relative to a scarce supply. The monetary need for it followed from the absence of a highly developed banking and monetary system. The modern international gold standard, so nostalgically remembered, followed an earlier bimetalism and lasted from the 1870's to 1914. Today gold is a convenient measuring stick for the principal currencies. It could still prove to be a partial refuge if the world's reserve currencies, in particular the dollar, were to collapse in purchasing power. However, gold as an anchor of value is an illusion, and, because of confusion about its role, it has become an unnecessarily upsetting element to monetary confidence.

The following points seem to me valid:

(1) Gold is no longer the world's money in any real sense: (a) its non-monetary use is less than 20% of newly mined production, a fact which totally unfits it for continuing its former role; and (b) the money used by the citizens of nearly every country of the world is not convertible into gold.

(2) Despite the steadily widening gap between our actual money and gold, the governments of the Free World, led by the United States, have fostered the fiction that gold is the basis for our currencies because it is used by central banks at an artificially fixed price to settle international balances.

(3) Since gold is used to settle international balances and therefore as a measure of reserves behind central bank issue, its quantity has retained a psychological importance. In recent years total Free World central bank and government holdings of gold (including those of the Fund), now aggregating some \$41 billion, have increased at an average rate of under 2%. An annual increase of 2% or less is considerably under the rate of increase of the money and credit needs of the world's economies.

(4) Because the fiction is maintained that the basis of our money is gold, because the United States guarantees a bottom price of \$35 an ounce, and because the quantity of gold is rising too slowly in relation to money and credit needs, an apparent scarcity has arisen. Out of this situation have come the arguments for and the speculation on a higher gold price, causing questions about the position of the dollar and other leading currencies separate and apart from the truly basic question of purchasing power and balance of payments.

(5) An increased gold price would damage confidence, help the Communist bloc, and contribute nothing of any permanence to world monetary stability and liquidity.

Because our policies foster an artificially stimulated speculative demand for gold, we are likely to be faced within the next few years with either an increase in the price of gold or the development of new policies. I believe that the weight of the argument strongly favors new policies.

The principal ingredients of effective new policies include:

(1) Elimination of the 25% gold reserve requirement. We are the only country with such a requirement. And there is little real meaning in a reserve that neither is available to most holders of dollars nor bears any relationship except coincidental to our money and credit needs.

(2) Continued unrestricted paying out of gold to central banks on demand. An embargo on gold sales or any other new restrictions should be avoided at all costs. Restrictions are difficult to enforce, stimulate the demand one is trying to quiet, and lead to de facto devaluation in free markets.

(3) The United States should put the IMF in a position to accept from member countries—when mutually approved by the Fund and the U. S. Treasury—dollar deposits carrying a gold price guarantee and bearing a flexible rate of interest suited to the prevailing circumstances. If we will properly understand two essential points, (a) the position of gold as an artificially overvalued metal and (b) the necessity to our total national success and survival of achieving a dollar sound in the true sense of purchasing power stability,—if we will properly understand these points, we will not hesitate to provide the Fund with gold price guarantees as needed to stabilize officially held dollar balances. The discussion on the Fund to follow will further outline this proposal.

(4) The introduction of a new national position on gold:

(a) We should recognize that in today's economic and monetary world the dollar lends more value to gold than does gold to the dollar. The holding of gold from the late 1930's to date has protected no one from the loss by the dollar of over 50% of its purchasing power. Gold at \$1 per 1/35 ounce lost its value in equal steps with the dollar because its nominal value was a great overstatement of any real value. Gold today, exclusive of monetary demands by government and private hoarding encouraged by the bottom price guaranteed by government, is surely still substantially inflated in price relative to its non-monetary value.

(b) We should assure the world in unequivocal terms that we are quite willing to sell all the gold we possess at \$35 an ounce, and consider it an excellent bargain.

(c) We should further take the position that, while we are willing to go along for a time with a \$35 an ounce buying price for gold in the interests of world currency stability and liquidity, we will never raise the price and—if any serious pressure were to develop in the future to increase the price—we would feel free and be inclined to withdraw our future buying. Since the non-monetary or non-hoarding uses of gold are small in relation to new supplies—to say nothing of hoarded old supplies—this policy would strike a major blow at the speculative urge, both governmental and private, to buy gold. We should expect the price of demonetized gold—if we were forced to this—to act no better than did demonetized silver after the 1870's with a drop in price to under half of previously supported levels. While I do not suggest that we now liquidate gold as a basic foreign exchange reserve, we should hold that eventually over the heads of governmental and private speculators who might be brash enough to threaten to corner this market which we have been guaranteeing for the monetary convenience of the world.

Such new policies would permit the United States and the Free World gradually to reduce their reliance on gold as a basic exchange reserve. Under these policies, international monetary stability would not be subject to the amounts of newly mined gold

or Russian sales or private hoardings. Since we can in any case be quite sure that restricted supplies of gold will not prevent our government from taking steps to maintain full employment and to forestall deflation, it will be well to reduce the unsettling influences of the gold price question. Since gold is in inadequate supply to serve as the world's money but in large surplus relative to non-monetary demands, sensible future policy will favor lessening our dependence on it rather than considering a new increase in its price to artificially increase its supply. The policy of price increase, official or de facto, would damage confidence, help the Communists and contribute nothing of any permanence to world monetary stability and liquidity.

It may be objected that lessening our reliance on gold will remove an important monetary discipline. This view rests on a misunderstanding of our situation and policies as they have developed during the past 30 years. The only true discipline today to our currency lies in (a) our external balance of payments, which is a basic discipline with or without gold as long as we desire convertibility and the maintenance of the value of the dollar in terms of other currencies, and (b) the desire of the citizenry for a stable purchasing power of the dollar. These are now our only basic monetary disciplines, and they will remain with the considerable force they exert regardless of our policy on gold.

## IV

### International Monetary Fund

Before commenting on proposals to widen the role of the IMF, I will touch briefly on the background:

(1) The Fund's resources and methods are adequate to meet limited objectives: the support of a majority of member currencies through serious but temporary emergencies; and the providing of helpful but limited assistance to the principal reserve currencies, the dollar and sterling. However, the Fund as it now functions could not deal with major withdrawals from the dollar or sterling.

(2) We are particularly concerned, as we look ahead, with the indications that the Fund's assistance in a dollar crisis would be, despite the U. S. quota and presumed drawing rights of over \$4 billion, inadequate to the potential scale of the problem. During the past 25 years the dollar has become the world's major reserve currency. As such it has also become the key currency in terms of which other values are measured. Since World War II the Free World's major financial problems have been met in large part by the channeling of U. S. resources through the dollar, while the Fund has provided the machinery for more temporary rough spots. While sterling also has a major role and while other reserve currencies such as the D-mark are appearing, the dollar's role will remain the central one just as the U. S. economic, political and military roles remain central to the Free World's problems. A major gain would therefore be achieved for international monetary stability if the Fund were able to provide material additional strength to the dollar.

(3) The present institutional problem of the Fund appears to be basically as follows: can the Fund's ability to extend credit be enlarged substantially without giving it central banking powers which sovereign governments will not yet permit?

(4) A Free World central bank—conceivably a world central bank at some future time—is a desirable long-term goal. However, it assumes a world of joined economies and convertibility at

permanently fixed exchange rates for at least the major countries. A central bank's full functions would give the Fund great power over individual economies and currencies including wide power to determine how far the strong should subsidize the weak. This amount of power is considerably beyond that which major governments are yet willing to give to a central organization controlling a vital area of government. The Fund should have a wider scope and influence, but not in that degree.

With these points in mind, I will comment briefly on the Triffin Plan, the Bernstein Plan and a sketch of my own thoughts.

(1) I do not favor the comprehensive plan proposed by Prof. Triffin. My basic disagreement is this: I favor strengthening the prevailing reserve currency system; Prof. Triffin would liquidate the reserve currency system and substitute a Free World central banking system. In my opinion the major points against Prof. Triffin's Plan are as follows: (a) It would jeopardize the international liquidity now provided by the reserve currencies. (b) It would give the Fund powers that will be more consistent for a world of common governments, common economies and common currencies. (c) In Prof. Triffin's efforts to deal with the objections to excessive powers for the Fund, his Plan would impose restrictions which are complicated and would further weaken its chances of success. (d) The international liquidity provided by the reserve currencies and by the Fund's present functions can much more simply and surely be strengthened by a limited but significant expansion of the Fund's ability to lend strong currencies to the weak (as in the Bernstein Plan) and by utilizing the Fund to assure major support to the dollar as the key reserve currency (as in Prof. Triffin's own first-step proposal for the acceptance by the Fund of voluntary reserve deposits from members).

(2) I favor Mr. Bernstein's proposals which maintain the reserve currency system and provide additional access to available reserves by countries needing them. The provision for 100% automatic access to quotas would have the effect of adding each member's Fund quota to its monetary reserves. The issue of Fund obligations on stand-by arrangements with the great trading countries would effectively add to the Free World's liquid resources: there is no essential difference between adding to aggregate reserves held by all countries and the ability to borrow the reserves from the accumulating countries to lend to the deficit countries. (Liquidity lies not in the aggregate of balances held. It lies in confidence in the purchasing power of these balances and in their availability to worthy borrowers. When depositors have confidence in the banker and the banker has confidence in worthy borrowers, the community has liquidity.) Furthermore, in a very real sense the Bernstein Plan would add to aggregate reserves since Fund obligations would become part of the reserves of lending countries.

(3) While Mr. Bernstein's Plan is sound, it does not provide sufficient support for the reserve currencies. I therefore propose a program incorporating the Bernstein proposals and also the provision stated above in the discussion on gold as follows: the United States should put the IMF in a position to accept from member countries — when mutually approved by the Fund and our Treasury — dollar deposits carrying a gold price guarantee and bearing a flexible rate of interest suited to the prevailing circumstances. (If the United Kingdom should determine to offer a similar gold price guarantee to the

Fund, sterling deposits also would be accepted.)

The great advantage to the dollar and to international financial liquidity of such a provision for guaranteed deposits lies in the following points: (a) Interest bearing dollar deposits carrying a Fund gold price guarantee would be more attractive than gold metal and would divert future dollar withdrawals. (b) By providing for approval by the Fund and U. S. Treasury of the acceptance of such deposits, the amount of interest paid and the amount of dollars carrying a gold price guarantee could be controlled. (c) By providing for these approvals, the rate of interest required at any given time on Fund dollar deposits could be determined by consultation, approaching the vanishing point if member countries were to swamp our Treasury with gold and the Fund with deposits and moving to high rates if needed to forestall excessive conversion of dollars to gold.

The proposed expansion of the Fund's functions would both provide for additional international liquidity and lend vital strength to the reserve currency system. If supplemented by policies curtailing future reliance on gold and by internal policies resulting in a dollar of stable purchasing power, you would assure as far as it is now possible the future position of the dollar and the maintenance of successful international financial arrangements.

### V Confidence, a Stable Dollar and a Strong Economy

The achievement of successful international financial arrangements will depend most of all on confidence in a strong dollar of stable purchasing power. The importance of a stable dollar is equally great whether judged by our need for stable exchange in dealing with the world or by the need of the Free World for an anchor to provide strength and liquidity to foreign exchange holdings.

A strong dollar will be supported by well considered international financial arrangements. However, most of all a strong dollar depends on our own internal economic policies. Therefore, my comments would be incomplete without touching on the major requirements for a strong dollar and a strong economy — for the one has become dependent on the other.

(1) Rising costs and prices reduce the competitive ability of our goods and services; reduce employment, and prevent us — even with our fairly good level of exports — from earning sufficient exchange for doing all we need to do internationally for survival and progress.

(2) Rising costs and prices force many of our citizens out of the market as buyers of other people's goods and services and thus hold back effective demand and reduce employment.

(3) Rising costs and prices have magnified the total amount of borrowing — increasing the disparity of financial strength between borrowers and lenders — and will thus restrain the future ability of the borrowing groups to maintain purchasing power.

(4) Federal budget policies — including the acceptance of moderate deficits when the economy has been in a phase of depressed activity — have been exaggerated by conservatives and liberals alike as an inflationary factor of the past 10 years. Federal surpluses and deficits have been modest during this period relative to private debt increases averaging close to \$40 billion annually. Government borrowing when the private economy and private borrowing are in a slump is an inevitable and necessary anti-deflation force in any economy in which governmental use of goods

and services has become significant. Failure to recognize this has kept our government — whether conservative or liberal — from adopting desirable tax reduction needed to foster economic and employment growth.

(5) While large government spending for national defenses and other vital national objectives is necessary, decisions on non-essential government spending should recognize the following principle: reduction of today's excessive income taxes will be, dollar for dollar, a far more effective economic stimulus than additional government spending. Tax reduction should be a major national goal as long as productive and human resources are not being used at capacity.

(6) The principal cause of the inflationary trend, of the price increases of the last 10 years, has not been fiscal looseness. It has been monopoly. Although some business price fixing has taken place — but within an over-all contraction of profit margins — the great monopoly of our times is that of the labor unions, fostered by laws which give the unions unprecedented monopoly power. Gentlemen, if you do not curb this monopoly, you will not achieve a sound dollar; you will ultimately fail in your international financial arrangements no matter how well conceived; you will not find full employment within a free economy; and you will not develop the full economic strength we need to deal with our world problems.

(7) While there has generally been a conservative element in the government's dealing with budget policies, particularly in the matter of tax reduction, both the executive and legislative branches have largely failed to understand the need for a strong central banking policy. Full use of our resources is an essential of our times. But the belief that easy money under almost all conditions fosters such a full use is a misconception. It is essential for the operation of a free economy with a stable dollar that interest rates be permitted to rise and fall as the central part of the stabilizing mechanism between the demand for investment funds and the supply of savings. A free economy — in fact any economy short of a completely planned, repressive dictatorship — can no more control interest rates than a householder desiring to keep his home at a level temperature during winter can control the amount of fuel consumed. Interest rates, like the fuel for the house, are the stabilizing mechanism that must rise and fall with the climate — with supply and demand — if our economic objectives are to be attained.

(8) If monetary ease and lower interest rates are desired as accompaniments of liquidity, use the indirect and effective methods rather than the direct and ineffective. Achieve substantial confidence in the dollar, reduce annual wage increases to no more than productivity gains by reducing labor's monopoly power, and encourage maximum production by all available means. Such policies would result in stable prices, a sound dollar, a growing economy — and lower interest rates.

(9) The President's call for sacrifice is a clear recognition that demands on our resources will exceed their availability. Let us then not expect to solve the problem of the 1960's by embellishing the economic improvisations of the 1930's. The problem then was to find ways to use human resources. The problem today is to find the technical and human resources to meet our international and domestic objectives.

(10) We conclude: encourage full use of our economic potential; let the government spend what is needed for vital national goals but not for the purpose of stimu-

lating the economy; reduce taxes as the solution to lagging personal and business demands; restrain all monopoly, and in particular the monopoly of union labor; permit the interest rate mechanism to operate effectively; and strengthen our international financial arrangements. Do these things to encourage the full development and use of our human resources and thus to achieve a sound dollar and growing economy.

### Conclusion

To strengthen international financial arrangements, these points seem to me the most important:

- (1) Strengthen the dollar at home.
- (2) Avoid restrictive measures in international dealings.
- (3) Recognize fully the importance of the dollar as the key reserve currency.
- (4) Reduce the reliance on gold.
- (5) Expand the functions of the IMF within the framework of the reserve currency system.
- (6) Strengthen the U. S. economy by achieving a stable price level, by reducing incentive destroying taxes, by supporting a strong monetary policy, and above all by encouraging creativity and hard work.

\*Statement before the Subcommittee on International Exchange & Payments of the Joint Economic Committee, 87th Congress, 1st Session, Washington, D. C. on June 21, 1961. Mr. Goodrich advises the *Chronicle* that recent events, including the Vienna meeting of the International Monetary Fund, have tended to strengthen and confirm his opinions.

## H. E. Herrman Co. To Admit Partner

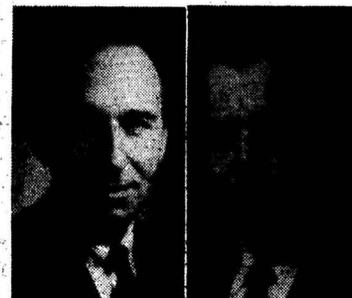
H. E. Herrman & Company, 26 Broadway, New York City, members of the New York Stock Exchange, on Nov. 30 will admit Harry J. Moore to partnership in the firm.

## Jesup & Lamont To Admit Two

Jesup & Lamont, 26 Broadway, New York City, members of the New York Stock Exchange, on Dec. 1 will admit William O. Burnett to general partnership and William L. Matheson to limited partnership in the firm.

## 1 William Fund To Name Officers

The One William Street Fund, and its investment Adviser and underwriter Lehman Brothers, announced changes in officer as-



Allan B. Hunter Edward B. Burr

signments to be effective on Jan. 1, 1962. Dorsey Richardson, the Fund's founding President, announced his intention to retire on Dec. 31, 1961, having reached retirement age earlier this year.

The Board of Directors of The One William Street Fund announced at its meeting Nov. 21, its intention to elect Allan B. Hunter, a partner of Lehman Brothers, as Mr. Richardson's successor. Mr. Hunter, who was elected to the Board of Directors Nov. 22, has been a Vice-President of the Fund since its origin in 1958.

Edward B. Burr, Executive Vice-President and a Director of One William, will assume added responsibilities on Jan. 1 as Executive Director of the One William Department of Lehman Brothers. Mr. Burr will direct all sales and service operations of Lehman Brothers as national underwriter for One William.

## Bache Depts. Open Thanksgiving Day

Bache & Co. has announced that its main office at 36 Wall Street, New York, will remain open on Thursday, Thanksgiving Day, to handle Canadian and overseas transactions. A full staff will be on hand in the Commodity and Foreign Departments and all wires and cables will be in operation.

The investment firm's offices in Canada, Europe and other parts of the globe also will be open for business as usual.

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

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# We Must Cross Threshold Toward Freer World Trade

Continued from page 1

basis of our developing position in the markets of the world.

I do not need to recall that it was during the soul-searching that went on in the depths of the Depression that we Americans made an abrupt about-face in our commercial policy. We put aside the strangling restrictionism of the Smoot-Hawley tariff for the trade agreements program of Cordell Hull. With that decisive act, the United States achieved for the first time a trade policy appropriate to the times and to its new position in the world. In the next quarter century, with the aid of that policy, we played the role of leader in building a trade and payments system capable of supporting an unprecedented volume of international exchanges.

The great vindication of our liberal trade policies did not come, however, until the end of the Second World War. During the early postwar years, we were the workshop of the world. The factories of Europe were in ruins and rubble. Japan's economy was a shambles. The world needed goods both to sustain itself and to begin the staggering task of reconstruction—goods that the United States alone could produce. Except for the general shortage of dollars—ameliorated in part by the Marshall Plan—there was no serious problem of foreign competition, either in our own domestic market, or abroad.

Using the powers provided by a succession of trade agreements acts, the Government negotiated for the reduction of tariffs and the dismantling of import license systems. As the barriers to trade between nations gradually moved lower, the United States expanded its exports in markets all over the world. For a decade—until 1957, in fact—as many of you will recall with nostalgia, we had an easy time of it. Except for a handful of products—the week sisters of the American economy, few economists and fewer businessmen worried much about the competitive position of our exports abroad. Almost no one foresaw the possibility of a balance of payments problem for the United States. Our brooding preoccupation was the dollar shortage. The fear was frequently heard that the American technological lead was so great that we might as well accept the dollar shortage as a permanent feature of the world economy.

## A New Era

Those of us who thought about the economic future tended to underestimate one element and to overlook another. We did not appreciate the vitality of the forces latent in European industry. Nor did we comprehend the energy which these forces might achieve once they were let loose in the arena of a great new mass market.

We knew, when we thought about it, that the European nations were making hard choices. They were maintaining extraordinarily high investment rates at the price of a considerable self-denial. They were driving hard toward economic and political unification. But there were few, even among the enthusiastic and optimistic European advocates of an integrated Europe, who foresaw the spectacular consequences that would result as these two developments began to interact on one another.

By the 1960's the situation was clear enough. The Marshall Plan had been wholly vindicated. A resurgent European industry had found a whole new concept of opportunity in the New Frontier of a Common Market. The record

of these developments can be instructive for us, European industrialists, by and large had not been eager for a change. Most had resisted the early proposals for a unified Europe, and they had been skeptical of the Common Market when it was first conceived. But once they had accepted the Common Market as an inescapable fact they were forced to make their plans on the basis that it would continue. And in the process they discovered untapped resources of strength and energy.

Europe's businessmen took various steps to adapt their enterprises to the requirements and the opportunities of a new mass market. They gained structural strength through mergers. They improved their operations through the rationalization of product lines, through investment, through modernization. And, having taken these difficult steps, many found to their great relief that the dreaded competition from other European producers was not so formidable after all.

Too many of us it has come as a surprise that after an initial period of resistance the industrial leaders of Western Europe have become the strongest advocates for accelerating the Common Market schedule toward full integration. With new-found self-confidence, they are laying plans for expansion, for additional specialization and market penetration on a scale that has no precedents in European history.

Quite obviously the transformation of six nations of Europe into a Common Market has had a major effect on world trading patterns. Already this is clear enough in trade statistics. But that change is only a partial foreshadowing of what is yet to come if Great Britain succeeds in the negotiations she has now undertaken to become a member of the European Community.

Those negotiations will necessarily be complex. What is involved is not merely the extension of the geographical scope of the present Common Market to include the United Kingdom. What is involved is a reconsideration of a complex network of trading relationships involving a considerable part of the Free World.

Even as presently constituted, the European Common Market is more than a European arrangement; it is the center of a trading system whose ramifications spread into Africa and other Continents. It has associated with it some 16 independent countries and a number of areas in varying degrees of dependency which constitute what is now known as the Associated Overseas States. These states have free access to the Common Market.

The United Kingdom, for its part, is the hub of another world trading system of more than 60 countries and territories with the total population of three-quarters of a billion people, a system built upon the tariff preferences in the sterling area.

Any arrangements that may result from the current negotiations will necessarily involve some modification and redefinition of the relationships involved in both the European and the British systems.

The British initiative is not the only proposal to extend the scope of the Common Market. The British application for membership has been followed by similar applications on the part of Denmark and Ireland, and it is possible that Norway will also apply. Sweden, Austria and Switzerland have also announced that they intend to seek "association" with the Common Market, though on

a basis less than full membership. And any arrangements that are ultimately worked out may also need to take account of Finland's trading requirements.

It would be unwise and quite improper for me to make any predictions as to the final outcome of these negotiations.

But it is clear enough that the form and substance of the solutions ultimately arrived at will affect the vital interests not only of the United States but of other nations of the Free World. Naturally enough the United States Government is following the course of the current discussions with great care. At the appropriate times and in appropriate ways we shall take steps to ensure that the United States' position on various aspects of this negotiation is fully made known.

I shall not attempt to discuss the complex issues involved in these negotiations, but one needs no special insight to know that their successful outcome will necessarily bring about fundamental changes in world trading patterns and in the existing world political order.

Stated in its simplest terms, what we may well see emerge is the concentration of nearly 90% of total Free World exports of industrial products in two great Common Markets—the Common Market of Europe consisting of over 300 million people and an as yet undetermined number of states, and the Common Market of the United States consisting of 180 million people and 50 States. In each of these areas goods, labor, capital and services will have something approaching complete mobility. And each of these areas will be surrounded by a common external tariff.

## Criticizes Defeatists

The manner in which American industry responds to the reality of this new trading world will, it seems to me, be a test not only of our business leadership but of the sincerity of our commitment to the economic principles which we are constantly advocating. After all, we have been the evangelists of the virtues of free competition. We have preached this gospel incessantly to our European friends. If they now practice what we preach, we should be neither surprised nor dismayed.

It seemed to me a little odd, therefore, that there should be so much talk in business circles these days with overtones of defeatism. I hear it said again and again that we have priced ourselves out of the world markets; that our wages are too high and our capital plant obsolete, that foreign competitors can offer more liberal credit terms, than American manufacturers; that foreign producers having learned the lessons of American technology, can now use their lower wage rates to drive us out of world markets.

I shall not continue this refrain. We all know both the words and the music well enough. Not only do these apprehensive citizens see no future in our exports, but they also see doom and menace in our imports. The very foreign competitors who are defeating us in world markets are, they say, beginning to invade our home markets. There is hardly a day when a representative of industry does not assert emphatically to us in Washington that his industry needs a system of rigid quotas to keep out foreign imports or it will perish. At the very least, it needs the protection of higher tariffs or some other restrictive arrangements.

No one can doubt that the need to keep United States goods competitive in world markets is crucial. To achieve that purpose, we shall have to use every measure at hand to dampen inflationary forces and reduce the threat of a wage-price spiral. One

of the most effective measures, as the Europeans have already learned, is to repudiate protectionism, to open the doors and windows of our economy to the competition we must face in world markets. This is one method of controlling inflation that is fully consistent with the ideals of free enterprise we all embrace.

An open competitive trading system in competitive goods will serve our interests in other ways as well. With all or present concern about the balance-of-payments position of the United States, it is easy to forget that the United States has a surplus, not a deficit on merchandise account. That surplus amounted last year to \$4.9 billion, or \$2.8 billion if the foreign aid component is subtracted. If we look at industrial products alone, the relative strength of the surplus is even more striking, since our total exports of such goods last year were just about double our imports.

This surplus must be preserved and enlarged. Spent on overseas military installations and troop pay, it supports a critical part of the burden of financing the defense of the Free World. But to strengthen this surplus, we shall have to avoid any line of policy that calls for United States import restrictions. For in the wave of reaction that would follow, the United States would stand to lose more than it could possibly gain in balance-of-payments terms.

In considering what moves the United States should now make in the field of trade policy, there is one other objective to which we would all subscribe. This is the aim of increasing American wages and expanding American living standards as speedily as our growing productivity will permit. Fortunately for us, America's most successful export industries are those in which wage rates are highest. It is fortunate, too, that the industries that claim to suffer most from import competition tend, on the whole, to pay low wages.

As far as wages are concerned, therefore, the problem is to find a way of shifting American manpower, as swiftly and painlessly as possible out of the industries which cannot stand up to foreign competition into those which have stood the test. If the United States can achieve that shift, it will have a labor force more fully devoted to pursuits with a future—pursuits on the forefront of the technological revolution which the United States must continue to lead.

In blunt terms, we dare not turn our backs on the logic of our own economic position. For almost 30 years we have led the world toward freer trade. If at this late date we should yield to the importunings of those who would shelter the low-wage industries in our economy and penalize the most efficient, let us be quite clear about the consequences. We would set off a chain reaction of retaliation and counter-retaliation that would do irreparable harm to the whole Free World but would hurt as most of all. We would give up any claim to a role of leadership in the Free World. We would deny the strength and vitality of the economic system for which we stand.

## The Road Ahead

But I am not content merely to point out the roads we cannot take. We must lay a positive course that will lead to a stronger and more secure position at home and abroad. To me the general direction of this course seems evident.

As I pointed out, we have reached the end of an era in which the United States was the one dominant country of the trading world. In the next years the Free World commerce will depend to a very large degree upon two great trading areas—Europe and the United States.

So far, the new Europe is exhibiting a rate of economic growth more than twice our own. Faced with the prospect of competing with local producers who will have free access to all Common Market customers, many American industrialists have concluded that, if they are to participate in the development of this new great trading area, they must develop sources of production within the encircling walls of the common external tariff.

It is, I think, only natural that American industry should seek to establish factories near their customers, just as they once built factories and assembly plants on the Pacific Coast as the center of population moved westward. I expect, also, that as European industry generates surplus capital, it will find occasion to invest an increasing amount of it in the United States.

But it would be wholly wrong if by failing to pursue the proper commercial policies we were to put our producers at such a disadvantage that they had no option in the matter, that they were compelled to invest their capital in Europe because their exports could not compete over a European tariff wall. We would be doing our own producers a disservice. We would be doing an even greater disservice to United States labor. And we would deprive our own economy of the good of competition, which is the incentive to innovation, to technological advance, to economic health and strength.

## Minimum Criteria

Yet if we are to bring about the kind of open trading world in which our most efficient export industries can share the potential of this new market, we shall need tools adapted to the task. I do not propose to outline in any detail the kinds of tools that will be required. I can, however, suggest certain minimum specifications which seem to us quite clear.

(1) The concept that we must protect every American industry against the adjustments required by competition is alien to the spirit of our economy. The genius of a dynamic industrial economy is after all its adaptability. Our economy has adjustments forced upon it every day by changes in public taste, by population shifts, by the application of new technology, by the refinement of automation techniques. Compared with these normal adjustments, those brought about by tariff reductions are marginal. The adjustments that would be required even if we were to eliminate industrial tariffs entirely would, in fact, be relatively small for the economy as a whole, although admittedly they would fall heavily on certain industries.

If we are to meet the demands of the new trading world, it seems to me imperative that we recognize that the process of tariff reduction involves the acceptance of some degree of structural adjustment by individual industries. European industry has already recognized this concept with startling effects upon investment and innovation. European companies have discovered that the adjustments required have, in fact, been far less painful than were anticipated. They have taken the form, for the most part, of a shift of resources from one type of production to another, of design changes, of the substitution of materials, of the elimination of non-competitive produce lines. Most of all, they have required managerial imagination and initiative.

Up to a certain limit of tolerance, individual industries and companies should, I think, be expected to assume the burden of such adjustments for the good of the economy as the whole. This is an assumption that runs through our whole body of legislation—

taxes, regulatory arrangements and safety standards.

There are always a limited number of exceptional cases which demand exceptional treatment in any general program such as we are now obliged to undertake. But our guiding principle should not be to spare American management or American labor from the need to meet the requirements of change. Instead it should be the concept that when the impact of adjustment is so great as to create a temporary idling of American productive facilities, the Federal Government will provide assistance to speed the transfer of the labor and capital into the more productive channels which the American economy constantly provides.

For that purpose, as President Kennedy suggested several years ago, the Federal Government should be empowered to provide assistance to sustain and facilitate this transfer. Under this heading would come such aids as accelerated amortization of obsolescent machinery, the availability of credits for modernization, and the provision of funds and facilities for the retraining and relocating of labor.

(2) The President's authority to negotiate for reductions in tariffs and other trade restrictions must be sufficiently broad in scope to meet the opportunity and the challenge of the European Economic Community. This means at a minimum that we can no longer afford to limit our negotiators to trading on an item-by-item basis, and must authorize them to strike much broader and more ambitious bargains on behalf of United States industry.

There are various reasons why this need exists. First of all, the structural changes in the European economy generated by the Common Market are likely to be so vast that no one can gauge precisely where United States export opportunities may emerge. Familiar guides such as historical trade data and principal supplier rules will not be of much help in choosing the areas of future opportunity in Europe. What we must seek is a broad-side opening of the European market to our producers—and this is what we shall have to provide them in turn.

Apart from our own interests, however, there is also the compelling fact that the Common Market countries cannot conduct their negotiations on any basis other than across-the-board cuts. This negotiating method has been adopted not merely for convenience, but also from necessity. There is no other practicable way in which agreement can be achieved by the six member governments on a common commercial policy.

(3) In concentrating upon the paramount problem—the problem of the European Common Market—I do not wish to overlook the fact that our new legislation must also establish a basis for continuing an open trading world with other nations. Of course, to the extent that the United States and the Common Market lower their trade barriers as a result of the negotiations between them, they will also be expanding the opportunities of others. For any such reductions in trade barriers must, of course, be on a nondiscriminatory basis. Yet authority to negotiate directly with other countries also will be needed, to increase the mutual opportunities of all nations and to weld a close-knit trading system in the Free World.

But I shall not attempt here to spell out in any more detail the form and substance of the authority which the President will require. I can only say that the program will represent a set of new proposals tailored to the unprecedented requirements of a radically altered trading world.

**The Political Need**

I have dealt so far almost exclusively of economic and commercial problems and opportunities. But that is, of course, only part of the story and perhaps the less important part.

We are engaged at the moment, as all of us are constantly aware, in a struggle that can determine the future of mankind—or, indeed, if mankind has any future at all. In that struggle we must make certain not only that we are economically and industrially strong, but that the Free World is united as closely as possible in pursuit of our common purpose.

In his speech earlier this month at the 22nd Party Congress, Mr. Khrushchev again threw down the gauntlet to our Western system of free capitalism. He did not say this time that intended to bury us, but he did boast that the Soviet Union would surpass us industrially and even in the provision of consumer goods for the people.

This boastful challenge is one more reminder that in this turbulent world we must employ the resources of the Free World with maximum efficiency if we are to survive. It is essential, I believe, not only that we say we have confidence in our system but that we deeply feel that confidence. If we earnestly believe in the efficacy of a competitive society then we must not shrink from the consequences of competition. For the United States to do so, for us Americans to shut ourselves off in our own continent and give up the competitive struggle would be slow stagnation.

In a world where we must all unite or perish there is no place for an inward-looking economic nationalism. We can no more retire into an economic Fortress America than we can retire into a political Fortress America. In the economic struggle that lies ahead, it would not even preserve us from fallout, much less a direct attack.

If the goals I have suggested seem ambitious, let me confess that they are ambitious indeed. They cannot be achieved without new policies that will give the government substantially broader and more flexible bargaining power. Nor can they be achieved without enormous energy and imagination on the part of our private producers and traders.

But nothing less will suffice. The essential question before us is whether or not we really believe in the vitality of a free competitive economy. The real challenge comes not from the Sino-Soviet bloc—not from the revolution in the lesser-developed world—not from the integration of the industrial West—but from ourselves.

\*An address by Mr. Ball before the 45th National Foreign Trade Convention, New York, N. Y., Nov. 1, 1961.

**With N. C. Roberts**

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Patrick N. MacIntyre has become associated with N. C. Roberts & Co., Inc., 210 West Seventh St. He was formerly with Fairman & Co.

**Joins Sellgren, Miller**

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Albert R. Gulbin has joined the staff of Sellgren, Miller & Co., Inc., 639 South Spring St. He was formerly with Morris Cohon & Co. and Raymond Moore & Co.

**New With Walston Co.**

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Willis H. Doetschman is now with Walston & Co., Inc., 731 Wilshire Blvd. He was formerly with Evans MacCormack & Co.

**MUTUAL FUNDS**

BY JOSEPH C. POTTER

**Rich Targets**

The New York Financial Writers Association last week filled a crisp November evening with its annual satirical revue directed at the financial community, although on this occasion the newsboys' delightfully witty lampoon did not overlook New Delhi, Berlin and Washington.

Viewing the metier in which they work, the writers did considerable spoofing of the mutual funds. Bankers, Kennedys, Rockefellers and Gettys caught it too. After all, rich targets are irresistible under these circumstances.

And if the mutual funds received major attention, it was doubtless because they command widespread interest, even though not all of the men in the audience that jammed the grand ballroom of New York's Hotel Astor were fund devotees.

Nearly everyone roared good-naturedly during the skit in which a lion materialized out of the wings to make its way across the stage. Jack Dreyfus' lion by now has become a kind of investment high sign.

Even more to the liking of those who can take the funds or leave them alone was ask it in which an announcer during the commercial barked: "Investors! Are you investing more these days, but enjoying it less? Then it's time for a change to the menthol magic of mutual funds. Mutual funds give you that clean feeling. Unlike ordinary stocks and bonds, where you only get stuck once, with mutual funds you pay double the usual charges."

As one broker, who paid the \$35 load charge, chortled: "That was worth the price of the show by itself."

Less dramatic, but no less revealing, was an announcement published the same day as the show. It was a report from the Investment Company Institute, which performs for the mutual fund trade, stating that the total net assets of the member companies had soared to a record \$21,562,335,000. A year earlier these assets totaled up to \$15,643,690,000, so the gain was a hefty \$6 billion.

If the mutual funds could continue to compound their growth in assets at a 40% annual rate, the prophets who had been envisaging a \$100 billion business within a decade would have the last laugh and a few chuckles in between. And assuming no international calamity and no war on business by Washington, both sizable assumptions, they might come with in hailing distance.

As the Investment Company Institute notes, investors purchased \$261,918,000 worth of mutual fund shares last month. That's a rise of nearly \$6,000,000 from September, but it's up \$112,000,000 from October last year.

To be sure, redemptions have been rising too. Thus, in the latest month they amounted to \$88,694,000, compared with about \$77,000,000 in September and \$61,400,000 in October of 1960. But this should surprise few in the field and dismay none. After all, most buyers of funds are folks of modest circumstances, the kind of people who are not averse to cashing a profit. And for long-time holders the profits have been considerable, especially by comparison with the situation in 1960.

Probably the biggest source of comfort to the business is the longtime increase in the number of accumulation plans. A rise was reported in the number opened during last month: 36,898, voluntary and contractual, compared

with 36,414 the month before. But the figures for both of these months represent a stunning gain from the 28,747 accumulation plans opened in October of 1960.

While the funds are not without flaws and sins, their representatives probably had less reason to squirm at the Financial Follies last Friday night than market analysts, railroad executives, makers of electrical equipment, public relations people and the boss men of our stock exchanges.

**The Funds Report**

James H. Orr, President of The Colonial Fund, Inc., announced total net assets available for investment are now more than \$100 million. This compares with net assets of about \$15 million in 1954 when the fund first became an open-end investment company.

Colonial is America's oldest investment company now operating as a mutual fund. Originally founded at Boston in 1904 as Railway & Light Securities Co., its name was changed to The Colonial Fund in 1952 and it became an open-end company in June of 1954.

Johnston Mutual Fund, Inc., announced that on Nov. 13 it had passed the \$30,000,000 mark for the first time. Since the start of this year an increase of 80% has been recorded with assets rising to \$30,168,517 on Nov. 13. Per share net asset value has increased from \$13.14 to \$16.10 during the period.

Pioneer Fund reports that for the 10-month period ended Oct. 31 its total assets rose 20.6% to \$50,275,096. During the same span the net asset value per share climbed to \$10.28 from \$8.59.

Newton I. Steers, Jr., President of Shares in American Industry, Inc., reported that the fund's distributor received a single order for 30,000 shares from an individual investor. At the applicable offering price, total value of the purchase came to \$520,800. Mr. Steers said that while other orders for over \$100,000 have been received in the past, this is the largest individual order ever received by the fund's distributor for either Atomic Physics & Science Fund, which it also distributes, or for Shares in American Industry.

Scudder, Stevens & Clark Common Stock Fund, Inc., reports total net assets of \$52,167,841 on Nov. 16, compared with \$35,775,894 a year earlier. Per share net asset value was \$11.53, compared with \$9.11 12 months earlier.

Scudder, Stevens & Clark Fund, Inc. reports total net assets of \$92,070,058 on Nov. 16, equal to \$21.66 per share. This compares with total net assets of \$76,920,897 and \$18.48 a share at the same time last year.

UBS Fund of Canada, Ltd., the direct-by-mail mutual fund which was launched a year ago, reported that its net assets had risen above \$5,000,000 and that net asset value per share had risen over 14% since early January. The fund made its first investments at that time with proceeds from the initial offering.

Total net assets on Nov. 14 were \$5,005,743, up from the \$3,486,538 on Dec. 31, 1960, the end of the initial offering period. The increase was accounted for by strength in the Canadian market

and new sales of over \$1.1 million thus far in 1961, said H. Nelson Conant, the president. Net asset value per share on Nov. 14 was \$10.88, up from \$9.51 at the year-end. The shares were first offered in mid-November of 1960 at a price of \$10, including a sales charge of 4.9% of the offering price.

Wellington Fund and Wellington Equity Fund announced that combined sales in October totaled \$14,514,000, a new peak for the month. This boosted total sales for the fiscal year that ended Oct. 31 to \$156,300,000, a gain of 18% from the year-ago level.

**Bundy Electronics Stock All Sold**

An offering of 100,000 common shares of Bundy Electronics Corp., at \$4 per share made by Lenchner, Covato & Co., Inc., Pittsburgh and Harry Odzer Co., New York City and associates has been all sold. Net proceeds will be used by the company for moving expenses, purchase of equipment, repayment of debt, working capital, sales promotion and research and development.

The company of 171 Fabyan Place, Newark, N. J., is engaged in the design, development, manufacture and sale of toroidal inductors, toroidal transformers, precision electronic filters and specialized components and devices for use in communications and telemetry systems. Bundy also designs and manufactures a line of completely automatic emergency lighting equipment.

**Now Crosse & Co.**

The firm name of A. J. Frederick Co., Inc., 37 Wall Street, New York City, has been changed to Crosse & Co., Inc.

**FUNDAMENTAL INVESTORS, INC.**  
Investing in common stocks selected for possibilities of growth in income and capital over the years.

**DIVERSIFIED INVESTMENT FUND, INC.**  
A balanced investment in bonds, preferred stocks and common stocks.

**DIVERSIFIED GROWTH STOCK FUND, INC.**  
Investing for long term growth possibilities in securities of companies in many fields of scientific and economic development.

**Hugh W. Long and Company**  
Incorporated  
Westminster at Parker • Elizabeth, New Jersey

## AS WE SEE IT

Continued from page 1

President's approach is, however, quite unacceptable, or so it seems to us, assuming that the trend of his thought and that of his advisers is what it is reported to be in what appears to be at least partly inspired news accounts emanating from Washington. It is quite in keeping with the thinking of this Administration—and of all too many other influential men and women in this country—to suggest that the solution of present difficulties lies in the broadening of the President's powers over tariff rates and the like. It would likewise be in keeping with the times to accompany such action on the part of Congress with other paternalistic programs designed by the planners to effect a marked growth in our economy during the next few years. All this seems to us in a sense to be applying a hair of the dog that did the biting. The real solution lies in quite another direction.

Of course, we have no sympathy with the notion that we should erect a higher and higher wall of restrictions about our borders, behind which industry, or some branches of it, can grow increasingly unconcerned about costs in the absence of the type and intensity of competition which otherwise would keep them on their toes. And, most of all, a wall behind which the unions can with continued success force wage costs higher and higher, year by year. All too often under even the existing law it is permissible to argue in individual cases for greater protection on the ground of lower costs abroad—and they sometimes succeed. In any event the argument of the protectionists is almost universally on the ground of higher costs at home—and sometimes the allegations are true in view of the shackles placed upon industrialists by labor monopolies in this country. But no real solution of our problems is to be found in this direction.

### Solution Not Simple

Neither, so it seems to us, does the solution lie in simply reducing such protection as now exists or in merely authorizing the President to do so at his discretion. Admitting foreign goods more readily at the same time that we continue to insist upon conditions which render it difficult if not impossible for our own producers to control their costs, seems to us to be anything but good sense. The cold truth is that if we are to prosper and grow as we all desire, we can not avoid this question of getting our production on a more competitive level with foreign producers, and this is true whatever we do about tariffs

and kindred questions. Taxation, labor policies, fiscal soundness, and avoidance of dubious monetary and credit programs are among the leading issues that dominate this situation. They must be cared for, whatever the decision about tariff matters, if we are going to go ahead and approach the growth rates envisioned by the President and his advisers.

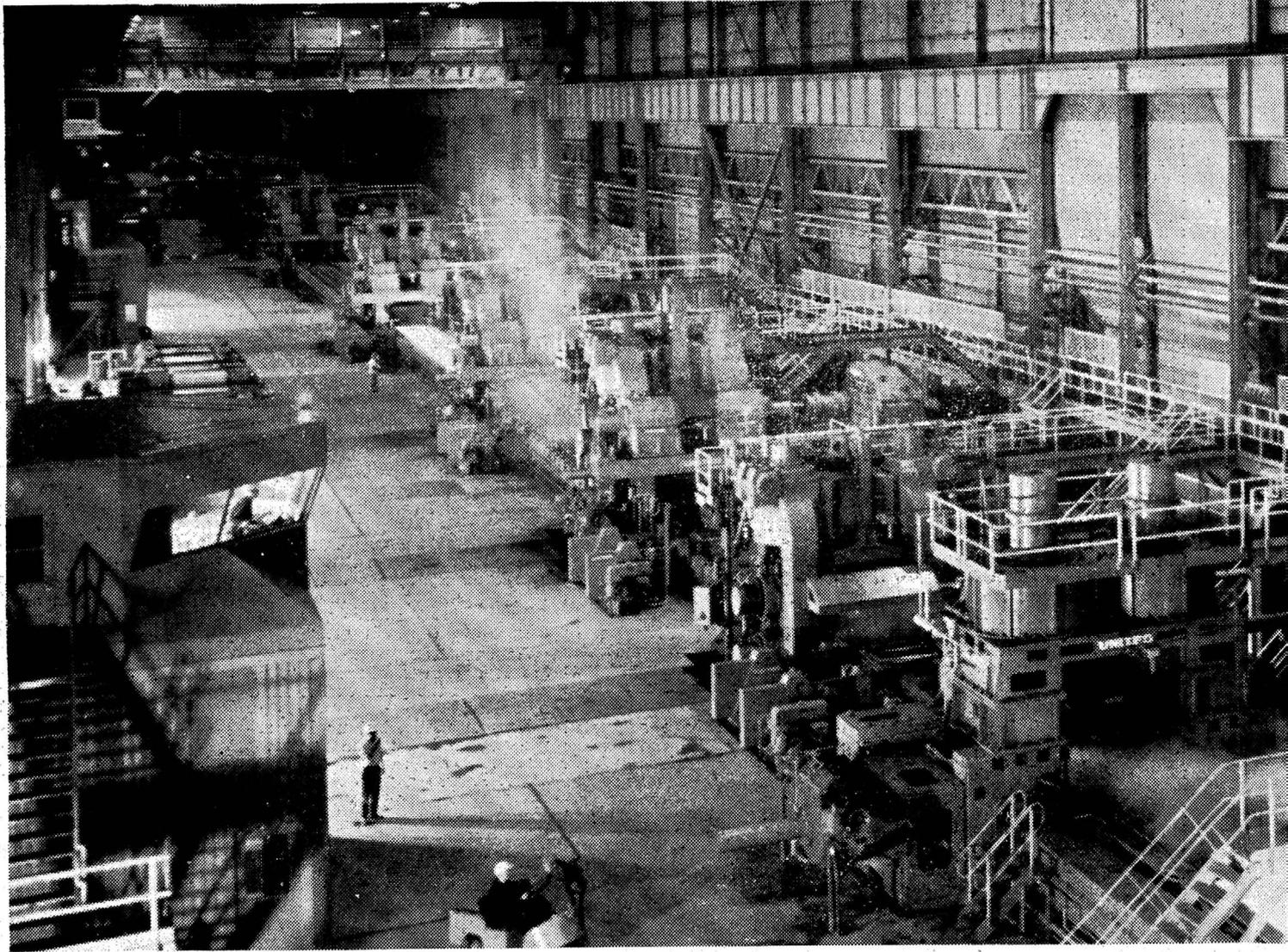
We must not accompany

any reduction in the protection provided industry with legislation or other action which renders our problem of competition with foreign producers more difficult rather than less so. Word is not yet very specific about Administrative plans and programs in this area, but it is clear that the trend of thought is toward the greater application of New Deal and New Deal-like programs which may embrace tariff legislation as one of several legislative actions.

This may or may not be good political strategy, in this year of our Lord, when anything in the nature of tariff reform is exceptionally bedeviled with politics. On that aspect of the question we should not venture an opinion. What we are quite certain of in our own mind is that this is not the sound and really constructive approach to the problem which must be faced and, we should hope in part at least, solved this year.

### Common Market Implications

All too often the attention of the politicians and, for that matter, of the rank and file of the people becomes centered on some one issue of the day, and the fact that that issue is part and parcel of a whole complex of problems is wholly forgotten. The progress that has been made with the so-called Common Market in Europe has tended to increase the disposition on the part of the unthinking to



## NATIONAL STEEL'S MILL OF

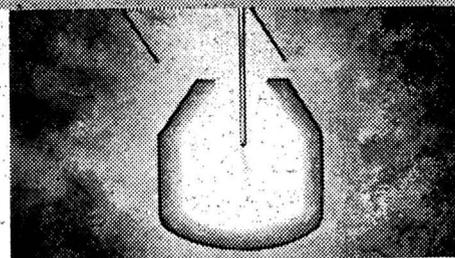
This new 80-inch hot-strip mill at Great Lakes Steel in Detroit—the fastest, most powerful in operation today—advances the art and science of rolling steel a giant step forward. It sets new standards for efficiency while providing auto body sheets and other sheet steels of the highest, most uniform quality yet produced.

Here's how the Mill of the Future goes about it: Four slab reheating furnaces—the largest ever built—feed the new mill. Together, these furnaces have a capacity of 1,000 tons of 30-foot-long steel slabs every

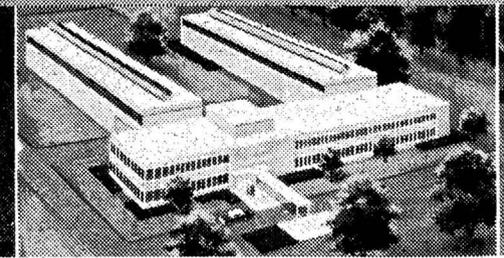
hour. The rolling process itself will be masterminded and controlled by the mill's closed system computer. Coming up with as many as 44,000 computations a minute, it will monitor quality at 200 points along the 2,000-ft. line—keeping thickness, width and temperature right on target at all times. The outcome: giant economy size coils—up to 74 inches wide, 72 inches in diameter and weighing up to 70,000 lbs.—to help manufacturers make their own production more economical.

This 80-inch mill is only one accomplishment in a program of

### FIVE OTHER MAJOR STEPS TO FURTHER PROGRESS



**NEW BASIC OXYGEN FURNACES** at Great Lakes Steel. To be completed in 1962, two basic oxygen furnaces—the largest ever built—which will add new capacity and greater efficiency.



**OUR NEW RESEARCH CENTER** will be National Steel's headquarters for the expanded, continuing exploration of new and better raw materials, facilities, manufacturing processes and products of steel.

suppose that the removal of restrictions and other impediments at the boundary lines of the countries of the world is a simple matter largely divorced from other national policies of the various nations involved. Also, that failure of the world to take some such stand long ago is simply to be attributed to the general perversity of human nature. Our success in abolishing restriction as between the various states in the Union

and the astounding effect it has had in rendering the development of modern industry is all too often taken as an indication that all that is required to formulate and give effect to a United States of Europe is simple legislation abolishing restrictions at border lines. Much more is, of course, involved, and much more is involved in the treatment of the tariff question in this country.

### Ky. Central Life & Accident Ins. Common Offered

Stifel, Nicolaus & Co., Inc., St. Louis, heads a group which is offering publicly 400,000 shares of Kentucky Central Life & Accident Insurance Co. class A non-voting common stock at \$14.75.

The shares are not being sold or proposed for sale in New York State.

Of the total, 200,000 shares are being sold by the company and 200,000 by Lexington Finance Co.

Proceeds to the company will be applied in part toward purchase of the Skyland Division of Guaranty Savings Life Insurance Co., Montgomery, Ala. The balance will be credited to the surplus account and used for working capital in expansion and increase in business in force. Headquarters of the company are in Anchorage, Ky.

### Sterling, Grace Branch

LOCUST, VALLEY, N. Y. — Sterling, Grace & Co. has opened a branch office at 8 Birch Hill Road under the management of Allen George Dartt.

### Texas Eastern Transmission Bonds Offered

Dillon, Read & Co. Inc., New York City, is manager of an underwriting group which is offering \$35,000,000 Texas Eastern Transmission Corp. first mortgage pipe line bonds, 4 7/8% series due 1981, priced at 99 1/2% to yield approximately 4.915%.

Of the net proceeds to the company from the sale of the new bonds, approximately \$33,000,000 will be used to retire currently outstanding revolving credit notes. The balance will be used to help finance its current construction program.

The semi-annual sinking fund beginning June 1, 1964 will retire approximately 95% of the bonds prior to maturity. For a period of five years, the bonds are not refundable at an interest cost to the company of less than 4.915% but are otherwise redeemable at the option of the company at any time at prices scaling from 104.38% in 1962 downward to 100% in 1981.

The company's principal business is the transmission of natural gas. It is also engaged in the transportation of petroleum products and in the production of oil and gas. The company owns and operates a pipeline system for the transportation and sale at wholesale of natural gas, extending from the Mexican border in southern Texas to New York. The system has an authorized delivery capacity in its principal sales area of approximately 2,362 million cubic feet per day, including deliveries from its gas storage facilities. The petroleum products transportation business is conducted by its Little Big Inch Division through a system which at Dec. 31, 1960 included approximately 2,182 miles of pipelines. The company is also engaged in the exploration for and production of oil and gas in 14 states.

### Heads Comm. in Hospital Drive

George R. Macalister, Jr., Vice-President of The Chase Manhattan Bank, has been named Chairman of the Banks and Trusts Committee of the United Hospital Fund's 82nd annual campaign. His appointment was announced Nov. 21 by William R. Cross, Jr., Chairman of the Business and Professional Division of the Fund in Manhattan and the Bronx.

As Chairman of his group, Mr. Macalister will lead volunteers in the solicitation of contributions from executives and privately owned firms in the field of banking. The United Hospital Fund seeks to raise \$3,000,000 to help its 82 member voluntary nonprofit hospitals continue free and below cost patient care to the medically needy.

Mr. Macalister lives on Briarcliff Road in Tenafly, N. J.

### Schirmer, Atherton Admits

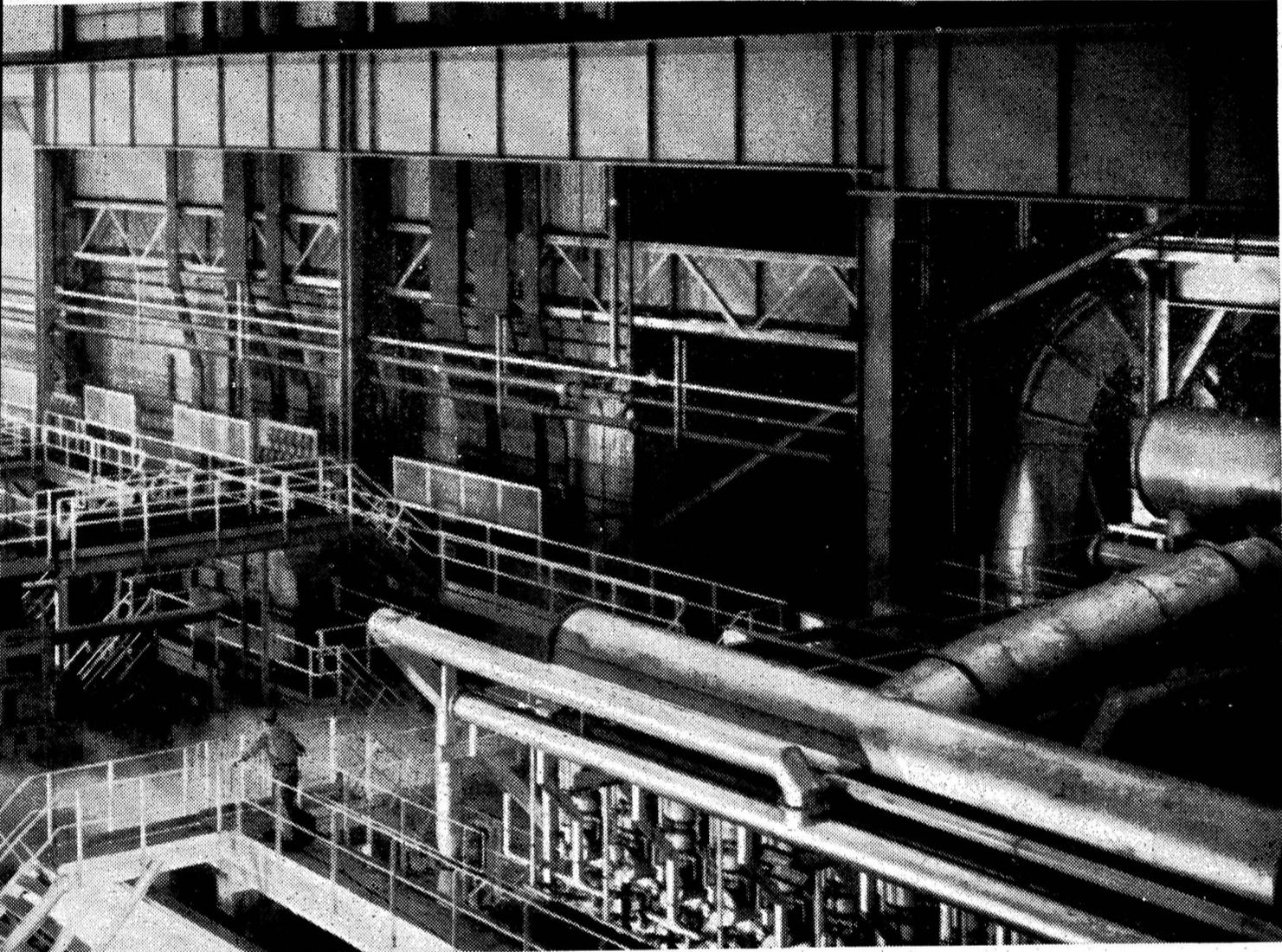
BOSTON, Mass.—Effective Dec. 1, Howard C. Relth will become a limited partner in Schirmer, Atherton & Co., 50 Congress St., members of the New York and Boston Stock Exchanges.

### Butcher & Sherrerd Office

READING, Pa.—James W. Doyle is representing Butcher & Sherrerd from offices at 110 West 35th Street.

### With Butcher & Sherrerd

LA VALE, Md. — Donald E. Marang is representing Butcher & Sherrerd from offices at 929 Weires Avenue.



## THE FUTURE IS NOW ROLLING

expansion and improvement in which National Steel is investing well over \$350,000,000. Among the program's far-ranging benefits: higher efficiency and greater stability throughout our operations, with better, more secure jobs for our employees; a better supply of

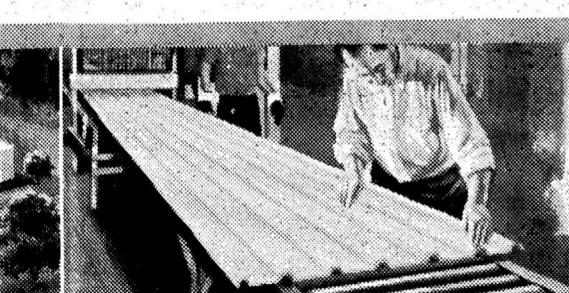
the highest, most uniform quality steel for our customers; and better values for you, the ultimate consumer of the million and one products made of steel. Other phases of this program will swing into action soon. And we will be bringing you news about them, too.



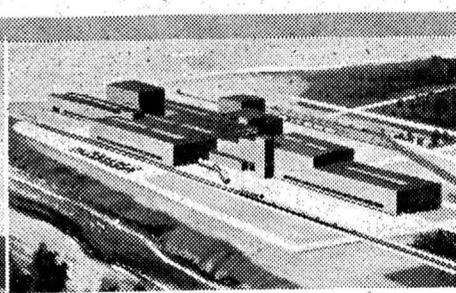
**NATIONAL STEEL CORPORATION**, PITTSBURGH, PA.

SUBSIDIARIES AND DIVISIONS:

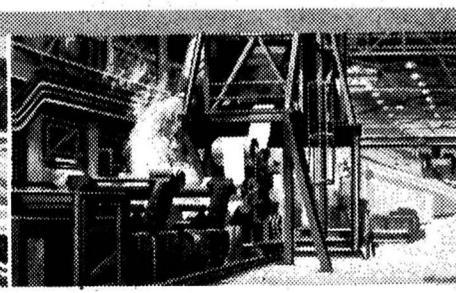
GREAT LAKES STEEL • WEIRTON STEEL • MIDWEST STEEL • STRAN-STEEL • ENAMELSTRIP • HANNA FURNACE • NATIONAL STEEL PRODUCTS



**AT STRAN-STEEL** in Terre Haute, new finishing-line facilities are boosting quality and output of popular color-coated steel panels for Stran-Steel's handsome new line of contemporary pre-engineered buildings.



**AT MIDWEST STEEL** near Chicago, the most modern and efficient steel finishing plant in existence is now providing industry with the finest quality galvanized sheets, tin plate and hot- and cold-rolled sheets.



**AT WEIRTON STEEL** in Weirton, W. Va., new and improved facilities throughout this division increase the production and improve the quality of Weirton's tin plate, galvanized sheets and cold-rolled sheets.

# The Service Industries: A Clarification for Investors

Continued from page 3

industries like railroads and utilities have enormous capital loads; others have inventory problems; others are dominated by interest rate and money developments; in some industries, average firm size is very large, in others employees per firm may average well under 20; some service industries have regional or national markets, others are by nature local; in some, like insurance, worker productivity is relatively high and is actually rising. Some are regulated and some are not; and finally, the service area is the stronghold of mutual and non-profit organizations such as schools, savings banks, many insurance companies, and all of government.

## Misleading Distinction Between Services

Not only is there a vast diversity within this conventional view of the service area, but the very distinction between services and goods-production is artificial and misleading in at least four ways. Although the concept may be a good shorthand aid in classifying statistics, and may serve as a sufficiently crude common denominator in comparing one national economy with another, it is not a contribution to clear thinking about the realities of our own economic structure at the present time.

It is worth spending some time on this point. First of all, there is a service component in every manufactured good, representing not only the transport and other services loaded into the cost of goods, but the managerial, sales and technical services loaded into the final value. This may sound like hair-splitting in the case of the extractive industries, for instance, or in the economic analysis of a newly industrialized nation, but it is a crucial thing to remember in analyzing Procter & Gamble or IBM.

Second, a number of industries inherently straddle the distinction between service and production, notably gas and electric utilities. The FPC reflected this ambiguity last year by shifting part of its gas regulatory approach from a service orientation (rate of return) to a commodity orientation (area pricing). As for electricity, I think it is merely obsolete philosophy that refuses to define it as a manufactured good. In every respect other than physical tangibility it meets the earmarks of manufacture, i.e. continuous processing of a transportable commodity.

Third, a service dollar from the spender's point of view may or may not be a service dollar at the other end. Gasoline and food, for example, are normally classified as consumer non-durables when purchased (restaurant food included), but it is service outlets which sell them. This minor paradox is easily enough resolved by thinking back on the very high service component of the manufactured good. A dozen lemons f.o.b. the tree are simply not the same lemons we buy in the plastic bag.

Finally, we would get a completely different image of services if the statistical focus were on occupations rather than industries. There are manufacturing jobs within service companies, for instance railroad car shops and more important, there is a sharply expanding component of service jobs within manufacturing, for example, sales, accounting and research. This occupational focus is not quite the same, moreover, as the functional viewpoint which

I mentioned earlier and shall discuss again.

The crucial point is that service, in its essential meaning, infuses the entire economy, and is perhaps almost synonymous—not to be too philosophical—with the concept of value. The question is not merely theoretical, either, because it encourages thinking in the kind of dynamic terms important to investment people.

One consequence, for instance, of this freedom from hindsight is the chance it gives us to recast our analysis of service on the basis of broad, cross-cutting functions, admittedly imprecise, such as record-keeping and equipment maintenance. These are unquestionably services, regardless of their performance by manufacturers' employees or specialized service firms. The growth outlook for companies like Manpower can only be fully understood through this rather open attitude toward the service sector.

To summarize my criticism of this most comprehensive and popular definition of services, it has the superficial advantage of simplifying the initial act of classification: goods—production versus everything else. The price we pay for this clarity, however, is a category so diverse and cumbersome as to be almost meaningless, at least as a guide to investment. At the same time, oddly enough, this simple division between goods and services is not large enough, since it is not sufficiently fine to recognize the expanding service component growing up within the very fortress of manufacture.

## III

I may be throwing one more inkpot at the devil than necessary, but it may be interesting to run quickly through a group of statistical definitions of service, all to be found in the Department of Commerce Survey of Current Business, National Income number (July issue). We will start with service defined from the viewpoint of national income, shift to the viewpoint of consumer expenditure, and finally to gross national product.

(1) National income was \$417 billion in 1960, of which \$50 billion was earned through services, a concept which excludes trade, transport, finance, insurance, real estate, and public administration. Roughly \$21 billion of this was earned equally through employment in private households and in the health-medical area. More than \$6 billion was earned in the business service field, and almost \$5 billion in personal services. Entertainment, private schools and repair services were also included, along with similar categories.

(2) Turning to consumer expenditures, the 1960 total of \$329 billion included \$132 billion spent for services as defined from the consumers' standpoint. Utilities, purchased transportation, insurance premiums, debt charges, and rental payments are the largest components, and are paid, of course, to industries which are conventionally excluded from the national income definition of service. There is a \$29 billion non-cash charge covering imputed space rental value of owner-occupied dwellings. Another definitional nicety is the treatment of \$61 billion of restaurant and other away-from-home food consumption not as a service but as a non-durable. I would myself put the restaurant business in the very core of the consumer service area.

(3) In the GNP usage, the 1960 service item was \$189 billion out of a GNP total of \$504 billion. This service fraction is composed of personal consumption expendi-

tures for services (\$132 billion, as above), plus \$58 billion of government-purchased services.

It is a truism to observe that the service share of the consumer dollar has been steadily expanding for many years. It is less well-known what this means for serv-

ice businesses, at least as defined in the narrower national income sense. The following table shows the strength of consumer service spending and the surprising weakness and vulnerability of the businesses which receive much of this revenue.

|           | Consumer Expenditures<br>Total<br>(billions) | Services<br>(billions) | Service Industries—                |  | Corp. Profits<br>After Tax<br>(All Industries)<br>(billions) |
|-----------|--|------------------------|------------------------------------|--|--|
|           |  |                        | Avg. Annual<br>Wages<br>(millions) | Corp. Profits<br>After Tax<br>(millions) |  |
| 1956----- | \$270  | \$100                  | \$3,004                            | \$259                                    | \$23.5   |
| 1957----- | 285  | 107                    | 3,146                              | 250                                      | 22.3   |
| 1958----- | 293  | 114                    | 3,262                              | 178                                      | 18.8   |
| 1959----- | 314  | 123                    | 3,420                              | 212                                      | 23.7   |
| 1960----- | 329  | 132                    | 3,587                              | 229                                      | 22.7   |

SOURCE: Department of Commerce.

Despite the reefs of interpretation below the surface of these figures, it is probably fair to conclude that (a) service corporations have, in the aggregate, the same cyclical, low-growth profit profile as aggregate U. S. business in recent years, despite the growth and stability of revenue these companies are claimed to receive; (b) service organizations are highly exposed to any increase and extension of minimum wage standards or of unionization; and (c) the availability of service investments, let alone outstanding ones, is almost negligible, judging from the ratio of service corporation profits to total U. S. corporate profits. It is important to recall, of course, that insurance, banking and other sometime service industries are excluded from this wage and profit review.

My purpose in looking over these conventional definitions is certainly not to mock them, for each view of services obviously has value in context. But it does help, I think, to raise with some skepticism the question of what it is we really are talking about, especially since a number of conflicting answers are in common circulation. I hope to show, moreover, that we can learn useful investment ideas about services the further away we get from imposing statistical categorizations.

## IV

The point of view I now wish to propose is designed with investment people in mind. Its minimum value should be a blocking-out of what kind of securities would appear under a "services" label in a portfolio breakdown. Its maximum usefulness might be to sensitize investment managers to at least one dynamic economic area where exciting new opportunities may be expected from time to time.

To begin with, I want to distinguish once and for all between business services, consumer services and public services. I think they have as little in common, for that matter, as banks, insurance and railroads. To be sure, the growth trend of each is upward, but not quite for the same immediate reasons.

Second, since our business is investments, we can forget about service areas where direct investment is not available nor likely to be. This cuts away from my effective definition a large share of the consumer market, a large share of the business market, and all of government service. However, much as we might wish that law firms and tax accountants would go public, it is an improbable vision!

Third, whether or not banking, transport, utilities, trade, insurance and real estate will be numbered among the services when the final roll is called, they have been in business for themselves many years and the investment world understands them quite thoroughly as distinct areas. In other words, we accomplish nothing by putting A. C. Nielson in the same bag with Norfolk and Western, Aetna Life, or A. & P. However, when we do run across an attractive company that is exploring the outer limits of one of these older industries in new

ways, the sensible thing to do is view it exactly that way. For example, Farmers Underwriters Association, Hertz, Emery Air Freight, and Holiday Inns offer important new services (like any pathfinder) within the dimensions of well-known industries.

Once we exclude the big, mature industries that must be understood primarily on their own terms, as well as service areas that are not available for investment, we clip away, I think, some 95% from the service dollar that business and government spend, and almost 100% from the consumer service dollar. I suggest, therefore, to make things as simple as possible, that we take our residual nugget of investment-worthy services and say frankly it is the business-service field we have had chiefly in mind all along. Certainly the list of companies with which I began this paper has exactly that in common.

I don't want to suggest, however, that we are dealing with an "industry" or even with several "industries." The number of available investments is so small, and most of them are so unique, that a highly individual approach is perhaps more essential here than elsewhere in security analysis. Besides, there is a newness of opportunity in this area that intrinsically demands looking ahead, not backward at the family tree.

Apart from a conservative wish to honor existing pigeonholes, there are good reasons to make a sharp separation between business, consumer, and public services. Different forces are at work in each, and different investment perspectives are required. In discussing these, I shall have an opportunity to present some relatively concrete conclusions.

(A) In earlier days of our economic development as a nation, a basic type of business service took root. Goods had to be insured, financed, shipped and distributed. Power and communications aided the productive process. This is no less true now than before, but today we can discern a second, though far smaller, wave of service functions developing. This second wave appears to be less directly a support of production and distribution than a contribution to business management proper, called into being by the increasing tempo and inner specialization which modern business involves.

## Information Important

One of the most important of these newer service functions is simply information. Thus, Dun & Bradstreet, A. C. Nielson, CEIR, and Manpower are each vitally concerned with some aspect of a rapid, planned flow of information required by any management. Similarly, equipment maintenance as supplied by such companies as Pacific Airmotive and Ryder System seems to me to be a service function of this second type, as would United States Testing, for a different reason. I am convinced that a great deal of imagination and capital are interested in this leading edge of the economy, and that the possi-

bilities have not been fully explored at all. Over the years, more companies will surely be put together that serve business management needs, and it will be worth watching closely for them.

It is interesting to note how far removed this small, vital area is from the broad-gauge service concepts we started with, and also how irrelevant the conventional service categories are in helping us to forecast future profitabilities. The market for Manpower, to take an illustration, can only be understood by thinking somewhat imprecisely in terms of expanding occupational functions like office work and merchandising, most of which is internally performed by goods-producing companies.

## No Clear-Cut Trend

(B) As for consumer services, it is very difficult and perhaps unprofitable to sort out a clear-cut service trend (corrected for inflation) from within the maelstrom of tastes, demographic factors, income levels, and financial capacities which make up this market. One constant that does run throughout, however, is surely the multi-faceted revolution in consumer merchandising. For investors, the important thing to recognize is not that new consumer service industries are springing up in response to a rising demand for services. This is not true, nor is the rise that rapid. Rather, old industries are being slowly reformed and extended to meet very complex and specific changes in demand, and a few investment-worthy companies here and there are riding this crest. The Allstate revolution in fire and casualty insurance, Diner's Club, Hertz, and Mary Carter Paint are examples of this new wine in old bottles, as is Sears Roebuck through its talent to harness the service trend to its basic business. The important investment fact about the consumer sector, therefore, is not that there is a new wave of service companies, but rather that the whole shape of consumer merchandising, including hard goods, soft goods, and intangibles, is in process of change.

(C) Public services present a fascinating investment question. Certainly we all know, for whatever reasons, that as a nation we have moved into a high income, welfare-conscious environment where the demand for tax-paid services is one of the chief economic realities of the day. Supporting this is a bureaucracy that has certainly grown at least twice as fast as the services it renders. On the face of it, we cannot invest in this trend. Actually, however, we can, and I propose to call the several manufacturing companies I have in mind essentially service companies, in terms of their economic end-function. Since the point I wish to make has more to do with an investment attitude than it does with public services as such, let us include for the sake of argument the bureaucratic structure of the business world as well.

Moore Corporation is a designer and maker of paper forms for all manner of business and government record keeping, and the company's history and prospects are keyed to the intensifying information blizzard of modern bureaucracy. If Dun & Bradstreet, CEIR, and Manpower serve this information function, why not include Moore, and with it Addressograph, IBM, and others? American Sterilizer, Lock Joint Pipe, and Cenco Instruments are further examples of manufacturing companies that serve the public area, in health, water, and education. It is often said that a manufacturer, any manufacturer, has special problems not faced by any service company, but we try to invest, after all, in outstanding particular companies, not in gen-

eralities. It is certainly more important for long-range investment to understand a business in terms of the markets served than to classify the means it uses. I will stop short of suggesting that we group such manufacturers with conventional service companies in our portfolio lists, but in our minds we should recognize the essential affinity.

I began this paper with a tongue-in-cheek definition of services based on what successful service companies happen to do. I hope we've come a little further than that, though I personally prefer the definition as being more useful to a portfolio manager than the cumbersome alternatives we encountered later. To summarize, it is very difficult to be conceptually precise about services, since we run the risk of stultifying the dynamic material we are working with. By keeping an open mind, and not taking broad categories too seriously, we will probably sharpen our vision for the kind of service investments we are really after.

And we should never forget that most fundamental economic meaning of service, namely, the values that any business contributes to its world and gets paid for. This rock-bottom notion, of course, is the still, small voice which should guide any permanent investment. In writing this paper to seek out a definition of service, I have found that to be the most interesting ambiguity of all!

## Halco Chemical Units Offered

Ross, Lyon & Co., Inc., New York City, is manager of an underwriting group which is offering in units, 150,000 common shares, and warrants to purchase 150,000 common shares, of Halco Chemical Co. The warrants are not detachable or separately transferable from the common stock until June 1, 1962. Each unit, priced at \$2, consists of one share of common stock with one warrant attached.

Net proceeds from the financing will initially be added to general corporate funds and subsequently used for retirement of bank loans; plant expansion and modernization; acquisition of machinery and equipment, and additional inventories; expansion of sales force; sales promotion, and working capital.

The company of Kenilworth, N. J., sells agricultural chemicals and related products including components of automatic underground irrigation systems for golf courses, athletic fields, parks, cemeteries, recreational areas, estates and homes. The company's agricultural chemicals, sold to professional and industrial users, include insecticides, turf fungicides, fertilizers, lawn seeds, and weed killers. Among the irrigation systems which the company has assisted in design and installation are those at Freedomland, U.S.A.; Military Academy, West Point, N. Y. and Western Electric Co., Holmdel, N. J.

### Form Fund Consultants

STATEN ISLAND, N. Y.—Fund Consultants, Inc. has been formed with offices at 344 Victory Boulevard, to engage in a securities business. Officers are Barbara Palace, President, Treasurer and Secretary, and Louis Palace, Vice-President.

### Ranger Securities Formed

Ranger Securities Corp. has been formed with offices at 52 Wall St., New York City, to engage in a securities business. Officers are Vincent A. Badalamenti, President and Treasurer, and Doris J. Badalamenti, Vice-President and Secy.

## Exchange Firms Elect Officers

Brittin C. Eustis, partner in Spencer Trask & Co., New York, was elected President of the Association of Stock Exchange Firms at the annual meeting of the Board of Governors. He succeeds Wendell W. Witter of Dean Witter & Co., San Francisco.



Brittin C. Eustis

Howard B. Dean, Harris, Upham & Co., New York, and William C. Coe, Mackall & Coe, Washington, D. C. were elected Vice-Presidents and Walter B. Levering, Carlisle & Jacquelin, New York, Treasurer.

Mr. Eustis, a member of the Board since 1956, was Vice-President in 1960. He has been a partner in Spencer Trask & Co. since 1944 and is presently in charge of operations and is head of the Oil & Gas Department.

Twelve new governors were elected to the board of 35; seven from New York, and one each from Boston, Chicago, Cleveland, Denver and Richmond.

Governors elected to the Board are: Harry A. Jacobs, Jr., Bache & Co., New York; James Crane Kellogg, III, Spear, Leeds & Kellogg, New York; William T. Kemble, Estabrook & Co., Boston; George J. Leness, Merrill Lynch, Pierce, Fenner & Smith Inc., New York; David B. McElroy, Clark, Dodge & Co., Inc., New York; William M. Meehan, M. J. Meehan & Co., New York; Robert A. Powers, Smith, Barney & Co., New York; Albert C. Purkiss, Walston & Co., Inc., New York; Richard W. Simmons, Blunt Ellis & Simmons, Chicago; Claude F. Turben, Merrill, Turben & Co., Inc., Cleveland; E. Warren Willard, Boettcher & Company, Denver; Coleman Wortham, Jr., Davenport & Co., Richmond.

Elected as the Nominating Committee for Governors for 1962 were: Roscoe C. Ingalls, Ingalls & Snyder, New York; David Scott Foster, Pershing & Co., New York; Lloyd W. Mason, Paine, Webber, Jackson & Curtis, New York; James Parker Nolan, Folger, Nolan, Fleming-W. B. Hibbs & Co., Inc., Washington, D. C.; William C. Roney, Wm. C. Roney & Co., Detroit.

### Form Cambridge Syndications

Cambridge Syndications, Inc. is engaging in a securities business from offices at 120 West 56th St., New York City. Officers are Gordon Gershman, President; Thomas M. Emma, First Vice-President; Philip Moss, Second Vice-President; and Morris Kaplan, Secretary-Treasurer. Officers are also principals of Cambridge Servicing Corp.

### Darrin & Company Opens

WASHINGTON, D. C.—Darrin and Company Incorporated has opened offices at 1028 Connecticut Ave., N. W. to engage in a securities business. Officers are Robin M. Hope, President; Robert H. Brown, Vice-President; and Joseph Radko, Secretary-Treasurer.

### With Calif. Investors

PASADENA, Calif.—Woodrow Earnest Johnston, Jr., has become associated with California Investors, 690 East Green Street, members of the Pacific Coast Stock Exchange.

Mr. Johnston was formerly associated with Lile and Co.

## Cruttenden, Podesta Acquires Five Eastern Branches



CHICAGO, Ill.—Managers of five newly acquired branch offices of Cruttenden, Podesta & Co. are welcomed to the coast-to-coast investment firm by Robert A. Podesta (right), managing partner, and S. Edward Dawson-Smith (left), resident manager in New York. Four of the offices are in New Jersey; one in New York. All are former branches of Spear, Leeds & Kellogg.

The managers (from left), are: William R. Wesson, Point Pleasant Beach; Leonard L. Levy, East Hampton (Long Island); Robert D. Viscount, Red Bank; Ralph W. Salisbury, Perth Amboy; and George A. Ruckle, Tenafly. With these acquisitions, Cruttenden, Podesta now has 26 offices in 13 states.

Cruttenden, Podesta & Co. has acquired the five retail branch offices of Spear, Leeds & Kellogg, according to a joint announcement from the two New York Stock Exchange member firms. The changeovers, approved by the Exchange, become effective Nov. 27, 1961.

Four of the branches are in New Jersey, at Perth Amboy, Point Pleasant Beach, Red Bank, and Tenafly. The fifth is on Long Island, at East Hampton, New York. The five have a total of 23 registered representatives (licensed securities salesmen).

"Each branch manager continues in that capacity, with substantially the same sales and clerical staffs," the announcement said. The branch managers are: Ralph W. Salisbury, Perth Amboy; William R. Wesson, Point Pleasant Beach; Robert D. Viscount, Red Bank; George A. Ruckle, Tenafly; and Leonard L. Levy, East Hampton.

S. Edward Dawson-Smith, resident manager of Cruttenden, Podesta & Co. in New York, will assume regional supervision of the New Jersey-Long Island branch operation.

With these acquisitions, Cruttenden, Podesta now has 26 offices in 13 states, coast to coast.

James C. Kellogg, III, senior partner of Spear, Leeds & Kellogg, commenting on the changed affiliation of the branch offices, said:

"Each of these five branches has enjoyed strong, steady growth, and it is with great reluctance that we are terminating the pleasant relationships we have so enjoyed in the five communities. In the selection of Cruttenden, Podesta & Co., I am confident that we have reached a decision that will not only continue but enhance the standings of these offices in their respective areas."

Robert A. Podesta, managing partner of Cruttenden, Podesta, said that "we are pleased and honored, naturally, by Spear, Leeds & Kellogg's expression of confidence. We are deeply conscious also of the responsibility we have assumed: To broaden and strengthen the already-high investment standards of these expanding communities."

Mr. Podesta noted that although the Chicago-based investment firm has had a large New York service office for many years, "this is the first time that the retail arm of our business has reached east of Indiana and Michigan." He added:

"Beyond the physical significance of the new move, we believe we have acquired the soundest possible foundation—and vantage point—from which to explore the possibilities of further expansion in the eastern area."

## Bank Women Announce Meeting

Six regional NABW conferences for 1962 and the 40th annual convention were announced by association President, Hilda H. Kollmann, State Bank of Blue Island, Blue Island, Ill.

In early spring National Association of Bank Women members will gather in San Francisco, Detroit, Louisville, San Angelo, Texas; Tacoma, Wash. and Wilmington, Del. to conduct clinics and business session on latest banking trends.

The last days of October, NABW members gathered in St. Louis, Mo., at the Chase Plaza Hotel for a five day convention: Miss Amelia Schirmer, St. Louis County National Bank, Clayton, Mo., is chairman of the 40th NABW convention.

Regional chairman, the dates and places of NABW area conferences are:

March 16-18, Mark Hopkins Hotel, San Francisco; co-chairmen, Mrs. Alta Skinner and Mrs. Lillian D. Walden, both of the First Western Bank & Trust Co., San Francisco, Calif.

April 13-15, Cactus Hotel, San Angelo, Texas; chairman, Mrs.

Arlena Hinnant, San Angelo National Bank, that city.

April 27-29, du Pont Hotel, Wilmington, Del.; chairman, Miss E. Louise Davidson, Farmers Bank of the State of Delaware, Dover.

May 3-5, Statler Hotel, Detroit, Mich.; co-chairmen, Mrs. Lillian Jacques, Bank of the Commonwealth, Detroit, and Mrs. Margaret DeLaet, Trenton State Bank, Trenton, Mich.

May 11-13, Winthrop Hotel, Tacoma, Wash.; chairman, Mrs. Janet E. Bjork, Orting State Bank, Orting, Wash.

The sixth and last regional NABW meeting will be held May 20-23, Brown Hotel, Louisville, Ky. Chairman is Mrs. Mary Alice Goins, Liberty National Bank and Trust Company, Louisville.

### A. B. McLean Opens

(Special to THE FINANCIAL CHRONICLE)  
OAKLAND, Calif.—Alexander B. McLean is conducting a securities business from offices at 332 Fifteenth Street.

### Now Drourr, Lampert

The firm name of Robbins, Drourr & Clark, Inc., 82 Beaver Street, has been changed to Drourr, Lampert & Company, Inc.

### Elected 'National' Dir.

The election of James D. Ewing as a Director of National Securities & Research Corporation, 120 Broadway, New York City, was announced by Henry J. Simonson, Jr., Chairman and President.

Mr. Ewing is Publisher of the Keene (New Hampshire) *Evening Sentinel* and President of the *Valley News* of Lebanon, N. H. He is a Director of United Community Funds and Councils of America; Edward Durant Investment Company; Boston; and the Edward MacDowell Assn., New York and Peterborough, N. H.

### Northern Diversified Inv.

ST. PAUL, Minn.—Northern Diversified Investments, Inc. is conducting a securities business from offices at 2388 University Avenue. Officers are George H. Truwe, President, and George A. Perzel, Secretary and Treasurer.

### Form Rassco of Del.

Rassco of Delaware, Inc. is engaging in a securities business from offices at 250 West 57th St., New York City. Officers are Samuel Gallant, President; Isaac Imber, Vice-President; and Jerome Gottlieb, Secretary and Treasurer.

# STATE OF TRADE AND INDUSTRY

Continued from page 5

ing grade held at \$33 a gross ton last week. It was at \$39.83, high point since February, 1960, at the end of September.

Tool and die shops report to Steel that tooling releases for 1963 model cars have broken. While volume is not as large as anticipated, it is still considerably larger than last year's. Even better—the shops say it now looks like 1964 programs will be equally as large.

Although major body panel tooling was released several months ago, tools and fixtures for assembly lines are just coming out now. So far, it looks like more of the tooling will be done in noncaptive shops. Virtually none is being placed overseas.

Detroit gains the impression that Ford's 1963 tooling program will call for three times the hours required for 1962 cars. GM's programs appear to be double 1962 size. Chrysler Corp. and American Motors Corp. are making about the same number of changes they made last year. Studebaker-Packard Corp. is calling for more tooling than it had for 1962.

## Steel Production Data for the Week Ended Nov. 18, 1961

According to data compiled by the American Iron and Steel Institute, production for week ended Nov. 18, 1961 was 2,037,000 tons (\*109.3%) or 0.4% below the output of 2,046,000 (\*109.8%) in the week ended Nov. 11.

Production this year through Nov. 18, 46 weeks, amounted to 84,848,000 (\*99.0%) below the period through Nov. 18, 1960.

The year to date production for 1960 through Nov. 19, 1960, 46 weeks was 90,442,000 tons or (\*105.5%).

The Institute concludes with Index of Ingot Production by Districts for week ended Nov. 18, 1961, as follows:

|                  | *Index of Ingot Production for Week Ending Nov. 18, 1961 |
|------------------|--|
| North East Coast | 105  |
| Buffalo          | 100  |
| Pittsburgh       | 101  |
| Youngstown       | 98   |
| Cleveland        | 108  |
| Detroit          | 147  |
| Chicago          | 113  |
| Cincinnati       | 139  |
| St. Louis        | 141  |
| Southern         | 95   |
| Western          | 107  |
| <b>Total</b>     | <b>109.3</b>   |

\* Index of production based on average weekly production for 1957-1959.

## Auto Production in USA Gains Speed — Operations Are Now The Most Extensive in 2 Years

Auto production in the U. S. persisted at near-record tenor again this week. Overtime operations in assembly plants were the most extensive in nearly two years as the industry continued its race to supply dealers across the country with ample new models, *Ward's Automotive Reports* said.

The statistical agency said that 27 of 47 assembly plants had been scheduled to work Nov. 18 to keep production apace with demand.

*Ward's* estimated output of passenger cars this week would reach 155,613, a 2.2% increase from 152,286 last week and a gain of 3.9% over 149,753 cars turned out in the same week of last year.

The tempo of production, fastest since early 1960 when the auto industry was recovering from a lengthy steel strike, is expected to continue through the remainder of the year. Auto strikes in September and October took a heavy toll of production when the industry inventory was already low. With record and near-record new 1962 model sales through

October and early November, auto makers have gained little ground in replenishing stockpiles.

*Ward's* said that all car companies with the exception of Chrysler Corp. will take part in this week's overtime program. General Motors will extend operations at 14 plants into Saturday, including seven Buick, Oldsmobile and Pontiac facilities and seven more Chevrolet units. Cadillac division programmed only five days this week, but two shifts worked nine hours each. Last week, in six-day operations, Cadillac established a weekly production record.

Ford Motor Co. had 11 of its 16 plants operating Saturday, a program little changed from a week ago. The company, Thursday, introduced its new Fairlane "in-between" size car. It will introduce still another model, the Meteor, Nov. 30.

American Motors Corp. had continued two-shift assembly at its Kenosha, Wis. plant Saturday. Studebaker-Packard Corp. has conducted its second straight Saturday session, and at the same time, reached its highest level of output since early 1959.

Of the week's output, General Motors will account for 51.7%; Ford Motor Co. 27.4%; Chrysler Corp. 12.1%; American Motors 6.7% and Studebaker-Packard 2.1%.

## Business Failures Dip for Second Week

Commercial and industrial failures, continuing down for the second consecutive week, declined to 308 from 336 in the preceding week, reports Dun & Bradstreet, Inc. Casualties fell short of the 329 occurring in the comparable week last year, but they remained above the 1959 level of 287 and equalled the prewar toll of 308 in the similar week of 1939.

Liabilities of \$100,000 or more were involved in 37 of the week's failures, off slightly from 40 of this size a week earlier and down noticeably from 51 last year. Smaller casualties with losses under \$100,000 dropped more sharply, falling to 271 from 297 in the previous week although remaining close to their year-ago level of 278.

The toll among retailers was down to 140 from 165 and among wholesalers to 25 from 33. On the other hand, manufacturing casualties changed little, totaling 60 as against 61 last week, and commercial service casualties held steady at 26. The week's only rise appeared in construction where failures turned up to 57 from 51. Fewer businesses succumbed than a year ago in all industry and trade groups except manufacturing which showed a moderate climb above 1960 levels.

Regionally, the week's strongest downturn was reported in the Middle Atlantic States, off to 80 from 104 in the prior week. The South Atlantic toll dipped to 37 from 44 and the Pacific to 66 from 71. However, there was little change from last week's levels in four regions, and a contrasting increase pushed East North Central casualties up to 75 from 60. As well, the East North Central States were the only area in which business mortality exceeded year-ago totals. In six areas, fewer failures occurred than in 1960 and in two areas they held even.

## Electric Output 8.6% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, Nov. 18, was estimated at 15,678,000,000 kwh., according to the Edison Electric Institute. Output was 158,000,000 kwh. above that of the previous week's total of 15,520,000,000 kwh. and 1,243,000,000 kwh., or 8.6%

above that of the comparable 1960 week.

## Lumber Shipments Were 10.1% Above Same Week in 1960

Lumber production in the United States in the week ended Nov. 11, totaled 220,891,000 board feet compared with 218,099,000 board feet in the prior week, according to reports from regional associations. A year ago the figure was 211,971,000 board feet.

Compared with 1960 levels, output climbed 4.2%, shipments advanced 10.1%, and orders rose 18.6%.

Following are the figures in thousands of board feet for the weeks indicated:

|            | Nov. 11 1961 | Nov. 4 1961 | Nov. 12 1960 |
|------------|--------------|-------------|--------------|
| Production | 220,891      | 218,099     | 211,971      |
| Shipments  | 229,459      | 225,739     | 208,395      |
| Orders     | 224,400      | 245,185     | 189,148      |

## Freight Car Loadings for Week Ending Nov. 11 Showed a Decline of 2.3% Below the Preceding Week

Loading of revenue freight in the week ended Nov. 11 totaled 605,057 cars, the Association of American Railroads announced. This was a decrease of 14,356 cars or 2.3% below the preceding week.

The loadings represented an increase of 40,462 cars or 7.2% above the corresponding week in 1960, but a decrease of 33,276 cars or 5.2% below the corresponding week in 1959, which was the first week after the settlement of that year's steel strike.

There were 13,498 cars reported loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended Nov. 4, 1961 (which were included in that week's overall total). This was an increase of 1,548 cars or 13.0% above the corresponding week of 1960 and an increase of 5,377 cars or 66.2% above the 1959 week.

Cumulative piggyback loadings for the first 44 weeks of 1961 totaled 498,406 for an increase of 24,611 cars or 5.2% above the corresponding period of 1960 and 145,504 cars or 41.2% above the corresponding period in 1959. There were 59 Class I U. S. railroad systems originating this type traffic in the current week compared with 54 one year ago and 50 in the corresponding week in 1959.

## Intercity Truck Tonnage for Week Ending Nov. 11 was 13.6% Ahead of the Same Week in 1960

Intercity truck tonnage in the week ended Nov. 11, was 13.6% ahead of the volume in the corresponding week of 1960, the American Trucking Associations, Inc. announced. However, truck tonnage during the holiday week was 3.9% below that of the previous week of this year. The week-to-week decrease approximates that found in previous years for the week containing Election Day and Veterans' Day.

The sizable year-o-year gains is influenced in some degree by the fact that a national election was held in the corresponding week of 1960.

These findings are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and Transport Economics. The report reflects tonnage handled at more than 400 truck terminals of common carriers of general freight throughout the country.

## Wholesale Commodity Price Index Dips Lowest Since June

After rising slightly through most of last week, the general wholesale commodity price level eased off at the end of the week and on Monday, Nov. 20, dipped the lowest since June, reports Dun & Bradstreet, Inc. However, it remained considerably above the comparable date last year. A sizable decline in the price paid at wholesale for rye, as well as mild downturns from a

week ago in wheat, corn, coffee, hogs, steers, cotton, lead and tin prices accounted for the lower index.

On Monday, Nov. 20, the Daily Wholesale Commodity Price Index edged down to 270.69 from 271.25 in the preceding week but it continued noticeably higher than the 262.50 on the corresponding day of 1960.

## Wholesale Food Price Index Inches Above Prior Week But Stays Below Year Ago

The wholesale food-price index, compiled by Dun & Bradstreet, Inc., edged up again this week but continued below comparable 1960 levels for the ninth straight week. The index on Nov. 21 stood at \$5.93, a fractional 0.2% higher than the \$5.92 a week earlier but 3.3% short of the \$6.15 on the similar day last year.

A considerable number of commodities moved higher in wholesale cost this week, including wheat, corn, oats, barley, hams, lard, sugar, cottonseed oil, cocoa, steers and lambs. However, these numerous increases were almost offset by a few substantial declines. Prices for bellies, eggs and hogs dropped considerably, while rye was off slightly.

The Dun & Bradstreet, Inc. wholesale food price index represents the sum total of the price per pound of 31 raw foodstuffs and meats in general use. It is not a cost-of-living index. Its chief function is to show the general trend of food prices at the wholesale level.

## Retail Trade Fares Well, Helped By Veterans' Day

Despite continued shifts in the weather, consumers stepped up purchases in the week ended Nov. 15, and pushed overall volume ahead of the similar week last year. Generally, Veterans' Day helped sales, although not as much as if it had fallen on a weekday and in one area, Boston, it proved an appreciable hindrance. Substantial gains were registered in furniture and women's wear, while men's clothing continued to falter and appliance activity steadied. Auto buying came close to a record for the period.

The total dollar volume of retail trade in the week ended this Wednesday ranged from even to 4% higher than a year ago, according to spot estimates collected by Dun & Bradstreet, Inc. Regional estimates varied from comparable 1960 levels by the following percentages: New England —10 to —6; West South Central and Mountain —2 to +2; East South Central —1 to +3; East North Central and Pacific 0 to +4; Middle Atlantic and West North Central +1 to +5; South Atlantic +2 to +6.

## Nationwide Department Store Sales Increased 4% Over The 1960 Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's index reported a 4% rise for the week ended Nov. 11, 1961, compared with the like period last year. For the week ended Nov. 4, sales were 3% higher than last year. In the four-week period ended Nov. 11, 1961, sales advanced 3% over the corresponding period in 1960.

According to the Federal Reserve System department store sales in New York City for the week ended Nov. 11 were 4% higher than compared with the same period last year. In the preceding week ended Nov. 4, sales were 2% higher than the same period last year. For the four weeks ending Nov. 11, a 4% increase was reported above the 1960 period while from Jan. 1 to Nov. 11 a 2% increase over sales in the comparable period of 1960 was recorded.

# The IBA's 50th Convention Opens On Nov. 26

WASHINGTON, D. C.—The 50th Annual Convention of the Investment Bankers Association of America will be held Nov. 26—Dec. 1 at the Hollywood Beach Hotel, Hollywood, Florida. More than 1,400 investment bankers and their wives are expected to be in attendance. (The 1960 Convention attracted a record 1,325 registrations.) Some of the delegates will be accommodated nearby at The Diplomat.

Curtis H. Bingham, President, Bingham, Walter & Hurry, Inc., Los Angeles, was nominated for President of the Association at the Fall Meeting of the IBA Board of Governors, Sept. 20-22 in Santa Barbara, Calif. Named with Mr. Bingham were the following nominees for Vice-Presidents:

David J. Harris, Bache & Co., Chicago; Thomas M. Johnson, The Johnston, Lane, Space Corporation, Savannah; William T. Kemble, Estabrook & Co., Boston; James H. Lemon, Johnston, Lemon & Co., Washington; Walter H. Steel, Drexel & Co., New York.

The association will act on this slate of officers at the Annual Convention. Nomination, however, is tantamount to election.

The Convention program will include an address by George A. Newton, Partner, G. H. Walker & Co., St. Louis, President of the Association; the inaugural by the incoming President, Curtis H. Bingham; and in addition, address by the following guest speakers:

William L. Cary, Chairman, Securities and Exchange Commission, Washington; Milton S. Eisenhower, President, Johns Hopkins University, Baltimore; Herbert H. Lank, President, DuPont & Co. of Canada, Ltd., Montreal; John J. McCloy, Adviser to the President on Disarmament, Washington; Thomas E. Stakem, Jr., Member, Federal Maritime Board, Wash.

Following custom, the first business session of the Convention will be a Municipal Forum on Sunday afternoon, Nov. 26. The Municipal Securities Committee and several of its sub-committees will present their reports at this Forum; results of the November municipal bond elections will be announced; and winners of the 1961 Municipal Bond Advertising & Sales Promotion Contest will be presented with awards. Entries in this contest will be on display.

Convention sessions will be held each morning during the week. The various IBA National Committees will hold business meetings and most of them will subsequently submit reports to the delegates on significant developments and activities of the year.

The Research Committee will report on the progress of the investment banking study being sponsored by the Association in cooperation with the Wharton School of Finance and Commerce, University of Pennsylvania. Last year the IBA approved a grant of \$50,000 a year for three years to finance this program which will provide basic statistics and information on the investment banking industry.

Cash awards will be made to the winners of the 1961 Institute of Investment Banking essay competition. The writer of the winning All-Institute Essay will be presented to the delegates and will make a brief talk.

The new President and five Vice-Presidents will be installed on Thursday, Nov. 30. The incoming Board of Governors will meet that afternoon.

# Indications of Current Business Activity

The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

|   | Latest Week           | Previous Week | Month Ago     | Year Ago      |
|---|-----------------------|---------------|---------------|---------------|
| <b>AMERICAN IRON AND STEEL INSTITUTE:</b>   |                       |               |               |               |
| Indicated steel operations (per cent capacity).....   | Nov. 18 69.5          | 70.0          | 70.0          | 47.5          |
| Equivalent to.....  |                       |               |               |               |
| Steel ingots and castings (net tons).....   | Nov. 18 2,037,000     | 2,046,000     | 2,042,000     | 1,352,000     |
| <b>AMERICAN PETROLEUM INSTITUTE:</b>  |                       |               |               |               |
| Crude oil and condensate output—daily average (bbls. of 42 gallons each).....   | Nov. 10 7,178,060     | 7,153,910     | 7,152,710     | 6,871,960     |
| Crude runs to stills—daily average (bbls.).....   | Nov. 10 8,079,000     | 7,834,000     | 8,324,000     | 7,717,000     |
| Gasoline output (bbls.).....  | Nov. 10 27,977,000    | 28,116,000    | 28,957,000    | 27,051,000    |
| Kerosene output (bbls.).....  | Nov. 10 2,714,000     | 2,800,000     | 2,919,000     | 2,836,000     |
| Distillate fuel oil output (bbls.).....   | Nov. 10 13,639,000    | 13,504,000    | 13,414,000    | 12,718,000    |
| Residual fuel oil output (bbls.).....   | Nov. 10 5,856,000     | 5,499,000     | 5,967,000     | 5,393,000     |
| Stocks at refineries, bulk terminals, in transit, in pipe lines—  |                       |               |               |               |
| Finished and unfinished gasoline (bbls.) at.....  | Nov. 10 182,284,000   | *183,931,000  | 185,741,000   | 183,072,000   |
| Kerosene (bbls.) at.....  | Nov. 10 37,088,000    | 37,049,000    | 36,329,000    | 36,229,000    |
| Distillate fuel oil (bbls.) at.....   | Nov. 10 179,858,000   | 179,000,000   | 170,419,000   | 179,154,000   |
| Residual fuel oil (bbls.) at.....   | Nov. 10 49,523,000    | 48,702,000    | 49,982,000    | 48,724,000    |
| <b>ASSOCIATION OF AMERICAN RAILROADS:</b>   |                       |               |               |               |
| Revenue freight loaded (number of cars).....  | Nov. 11 605,057       | 619,413       | 642,172       | 564,595       |
| Revenue freight received from connections (no. of cars).....  | Nov. 11 524,967       | 536,933       | 526,710       | 496,651       |
| <b>CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:</b>  |                       |               |               |               |
| Total U. S. construction.....   | Nov. 16 \$533,700,000 | \$255,400,000 | \$612,500,000 | \$473,600,000 |
| Private construction.....   | Nov. 16 250,600,000   | 146,600,000   | 386,900,000   | 219,300,000   |
| Public construction.....  | Nov. 16 283,100,000   | 108,800,000   | 225,600,000   | 254,300,000   |
| State and municipal.....  | Nov. 16 256,800,000   | 85,400,000    | 200,400,000   | 203,500,000   |
| Federal.....  | Nov. 16 26,300,000    | 23,400,000    | 25,200,000    | 50,800,000    |
| <b>COAL OUTPUT (U. S. BUREAU OF MINES):</b>   |                       |               |               |               |
| Bituminous coal and lignite (tons).....   | Nov. 11 8,625,000     | *8,715,000    | 8,850,000     | 7,513,000     |
| Pennsylvania anthracite (tons).....   | Nov. 11 358,000       | 321,000       | 372,000       | 399,000       |
| <b>DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100:</b>   |                       |               |               |               |
| Nov. 11 169   | 154                   | 156           | 163           |               |
| <b>EDISON ELECTRIC INSTITUTE:</b>   |                       |               |               |               |
| Electric output (in 000 kwh.).....  | Nov. 18 15,678,000    | 15,520,000    | 15,162,000    | 14,435,000    |
| <b>FAILURES (COMMERCIAL AND INDUSTRIAL)—DUN &amp; BRADSTREET, INC.:</b>   |                       |               |               |               |
| Nov. 16 308   | 336                   | 398           | 329           |               |
| <b>IRON AGE COMPOSITE PRICES:</b>   |                       |               |               |               |
| Finished steel (per lb.).....   | Nov. 13 6.196c        | 6.196c        | 6.196c        | 6.196c        |
| Pig iron (per gross ton).....   | Nov. 13 \$66.44       | \$66.44       | \$66.44       | \$66.32       |
| Scrap steel (per gross ton).....  | Nov. 13 \$32.83       | \$32.83       | \$32.83       | \$28.33       |
| <b>METAL PRICES (E. &amp; M. J. QUOTATIONS):</b>  |                       |               |               |               |
| Electrolytic copper.....  | Nov. 15 30.600c       | 30.600c       | 30.600c       | 29.600c       |
| Domestic refinery at.....   | Nov. 15 27.875c       | 28.175c       | 28.225c       | 27.450c       |
| Export refinery at.....   | Nov. 15 10.000c       | 10.500c       | 11.000c       | 12.000c       |
| Lead (New York) at.....   | Nov. 15 9.800c        | 10.300c       | 10.800c       | 11.800c       |
| Lead (St. Louis) at.....  | Nov. 15 12.000c       | 12.000c       | 12.000c       | 13.500c       |
| Zinc (delivered) at.....  | Nov. 15 11.500c       | 11.500c       | 11.500c       | 13.000c       |
| Zinc (East St. Louis) at.....   | Nov. 15 24.000c       | 24.000c       | 24.000c       | 26.000c       |
| Aluminum (primary pig, 99.5%+) at.....  | Nov. 15 123.125c      | 122.625c      | 121.125c      | 102.875c      |
| Straits tin (New York) at.....  |                       |               |               |               |
| <b>MOODY'S BOND PRICES DAILY AVERAGES:</b>  |                       |               |               |               |
| U. S. Government Bonds.....   | Nov. 21 86.96         | 86.79         | 87.13         | 86.90         |
| Average corporate.....  | Nov. 21 86.24         | 86.11         | 85.85         | 87.05         |
| Aaa.....  | Nov. 21 90.34         | 89.92         | 89.92         | 91.48         |
| Aa.....   | Nov. 21 88.27         | 88.27         | 87.99         | 89.23         |
| A.....  | Nov. 21 85.59         | 85.46         | 85.07         | 86.24         |
| Baa.....  | Nov. 21 81.05         | 80.81         | 80.69         | 81.54         |
| Railroad Group.....   | Nov. 21 83.79         | 83.53         | 83.28         | 84.30         |
| Public Utilities Group.....   | Nov. 21 87.18         | 87.05         | 86.65         | 87.99         |
| Industrials Group.....  | Nov. 21 87.86         | 87.86         | 87.45         | 88.67         |
| <b>MOODY'S BOND YIELD DAILY AVERAGES:</b>   |                       |               |               |               |
| U. S. Government Bonds.....   | Nov. 21 4.00          | 4.01          | 3.97          | 3.89          |
| Average corporate.....  | Nov. 21 4.69          | 4.70          | 4.72          | 4.63          |
| Aaa.....  | Nov. 21 4.39          | 4.39          | 4.42          | 4.31          |
| Aa.....   | Nov. 21 4.54          | 4.54          | 4.56          | 4.47          |
| A.....  | Nov. 21 4.74          | 4.75          | 4.78          | 4.69          |
| Baa.....  | Nov. 21 5.10          | 5.12          | 5.13          | 5.06          |
| Railroad Group.....   | Nov. 21 4.88          | 4.90          | 4.92          | 4.84          |
| Public Utilities Group.....   | Nov. 21 4.62          | 4.63          | 4.66          | 4.56          |
| Industrials Group.....  | Nov. 21 4.57          | 4.57          | 4.60          | 4.51          |
| <b>MOODY'S COMMODITY INDEX:</b>   |                       |               |               |               |
| Nov. 21 365.6   | 365.5                 | 371.7         | 355.3         |               |
| <b>NATIONAL PAPERBOARD ASSOCIATION:</b>   |                       |               |               |               |
| Orders received (tons).....   | Nov. 11 318,474       | 388,044       | 332,644       | 272,216       |
| Production (tons).....  | Nov. 11 344,729       | 352,866       | 349,905       | 325,226       |
| Percentage of activity.....   | Nov. 11 96            | 97            | 98            | 92            |
| Unfilled orders (tons) at end of period.....  | Nov. 11 529,763       | 557,378       | 580,881       | 415,674       |
| <b>OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100:</b>   |                       |               |               |               |
| Nov. 17 113.80  | 113.95                | 113.80        | 108.57        |               |
| <b>ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS</b>  |                       |               |               |               |
| Transactions of specialists in stocks in which registered—  |                       |               |               |               |
| Total purchases.....  | Oct. 27 2,536,930     | 2,520,160     | 2,740,230     | 2,331,060     |
| Short sales.....  | Oct. 27 458,520       | 486,980       | 425,450       | 397,490       |
| Other sales.....  | Oct. 27 2,088,390     | 2,041,260     | 2,314,540     | 1,933,640     |
| Total sales.....  | Oct. 27 2,546,910     | 2,528,240     | 2,739,990     | 2,321,130     |
| Other transactions initiated off the floor—   |                       |               |               |               |
| Total purchases.....  | Oct. 27 276,090       | 331,360       | 381,020       | 322,370       |
| Short sales.....  | Oct. 27 42,500        | 13,300        | 36,200        | 36,600        |
| Other sales.....  | Oct. 27 304,390       | 308,950       | 404,850       | 267,300       |
| Total sales.....  | Oct. 27 346,890       | 322,250       | 441,050       | 303,900       |
| Other transactions initiated on the floor—  |                       |               |               |               |
| Total purchases.....  | Oct. 27 780,285       | 945,466       | 809,065       | 805,753       |
| Short sales.....  | Oct. 27 80,340        | 77,800        | 60,830        | 138,960       |
| Other sales.....  | Oct. 27 742,645       | 708,523       | 730,625       | 563,266       |
| Total sales.....  | Oct. 27 822,985       | 786,323       | 791,455       | 702,226       |
| Total round-lot transactions for account of members—  |                       |               |               |               |
| Total purchases.....  | Oct. 27 3,593,305     | 3,796,986     | 3,930,315     | 3,459,183     |
| Short sales.....  | Oct. 27 581,360       | 578,080       | 522,480       | 573,050       |
| Other sales.....  | Oct. 27 3,135,425     | 3,058,733     | 3,450,015     | 2,754,206     |
| Total sales.....  | Oct. 27 3,716,785     | 3,636,813     | 3,972,495     | 3,327,256     |
| <b>STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS ON N. Y. STOCK EXCHANGE—SECURITIES EXCHANGE COMMISSION</b> |                       |               |               |               |
| Odd-lot sales by dealers (customers' purchases)—†   |                       |               |               |               |
| Number of shares.....   | Oct. 27 1,827,044     | 1,749,296     | 1,793,976     | 1,640,865     |
| Dollar value.....   | Oct. 27 \$107,711,229 | \$99,677,032  | \$99,086,690  | \$77,819,481  |
| Odd-lot purchases by dealers (customers' sales)—  |                       |               |               |               |
| Number of orders—customers' total sales.....  | Oct. 27 1,851,539     | 1,796,413     | 1,631,571     | 1,508,866     |
| Customers' short sales.....   | Oct. 27 17,193        | 15,235        | 28,687        | 36,900        |
| Customers' other sales.....   | Oct. 27 1,834,346     | 1,781,178     | 1,602,884     | 1,471,966     |
| Dollar value.....   | Oct. 27 \$97,883,260  | \$91,588,443  | \$85,605,766  | \$70,913,234  |
| Round-lot sales by dealers—   |                       |               |               |               |
| Number of shares—Total sales.....   | Oct. 27 587,650       | 579,720       | 452,120       | 459,720       |
| Short sales.....  | Oct. 27 587,650       | 579,720       | 452,120       | 459,720       |
| Other sales.....  | Oct. 27 550,920       | 515,990       | 594,960       | 587,010       |
| Total round-lot purchases by dealers—Number of shares.....  |                       |               |               |               |
| <b>TOTAL ROUND-LOT STOCK SALES ON THE N. Y. STOCK EXCHANGE AND ROUND-LOT STOCK TRANSACTIONS FOR ACCOUNT OF MEMBERS (SHARES):</b>        |                       |               |               |               |
| Total round-lot sales.....  | Oct. 27 771,270       | 723,060       | 747,190       | 927,840       |
| Short sales.....  | Oct. 27 16,823,540    | 16,823,540    | 16,519,320    | 15,521,940    |
| Total sales.....  | Oct. 27 17,734,010    | 17,546,600    | 17,266,510    | 16,449,780    |
| <b>WHOLESALE PRICES, NEW SERIES—U. S. DEPT. OF LABOR—(1947-49=100):</b>   |                       |               |               |               |
| Commodity Group.....  | Nov. 14 118.7         | 118.5         | 118.6         | 119.6         |
| All commodities.....  | Nov. 14 87.3          | *86.1         | 87.0          | 89.7          |
| Farm products.....  | Nov. 14 107.9         | 107.9         | 108.2         | 109.0         |
| Processed foods.....  | Nov. 14 93.6          | 93.9          | 94.7          | 96.2          |
| Meats.....  | Nov. 14 127.4         | 127.3         | 127.2         | 128.0         |
| All commodities other than farm and foods.....  |                       |               |               |               |
| <b>BUILDING CONSTRUCTION—U. S. DEPT. OF LABOR—Month of October (in millions):</b>   |                       |               |               |               |
| Total new construction.....   | 5,286                 | 5,445         | 5,016         |               |
| Private construction.....   | 3,659                 | 3,731         | 3,463         |               |
| Residential buildings (non-farm).....   | 2,061                 | 2,111         | 1,897         |               |
| New housing units.....  | 1,584                 | 1,592         | 1,443         |               |
| Additions and alterations.....  | 373                   | 416           | 372           |               |
| Nonhousekeeping.....  | 104                   | 103           | 82            |               |
| Nonresidential buildings.....   | 954                   | 949           | 929           |               |
| Industrial.....   | 221                   | 218           | 255           |               |
| Commercial.....   | 425                   | 421           | 386           |               |
| Office buildings and warehouses.....  | 201                   | 201           | 192           |               |
| Stores, restaurants and garages.....  | 224                   | 220           | 194           |               |
| Other nonresidential buildings.....   | 308                   | 310           | 288           |               |
| Religious.....  | 90                    | 91            | 93            |               |
| Educational.....  | 56                    | 56            | 52            |               |
| Hospital and institutional.....   | 72                    | 71            | 55            |               |
| Social and recreational.....  | 64                    | 67            | 67            |               |
| Miscellaneous.....  | 26                    | 25            | 21            |               |
| Farm construction.....  | 121                   | 145           | 111           |               |
| Public utilities.....   | 504                   | 507           | 499           |               |
| Telephone and telegraph.....  | 89                    | 86            | 97            |               |
| Other public utilities.....   | 415                   | 421           | 402           |               |
| All other private.....  | 19                    | 19            | 27            |               |
| Public construction.....  | 1,627                 | 1,714         | 1,553         |               |
| Residential buildings.....  | 76                    | 74            | 60            |               |
| Nonresidential buildings.....   | 462                   | 467           | 448           |               |
| Industrial.....   | 36                    | 34            | 34            |               |
| Educational.....  | 278                   | 276           | 266           |               |
| Hospital and institutional.....   | 33                    | 34            | 34            |               |
| Administrative and service.....   | 63                    | 69            | 58            |               |
| Other nonresidential buildings.....   | 52                    | 54            | 56            |               |
| Military facilities.....  | 113                   | 114           | 148           |               |
| Highways.....   | 615                   | 685           | 558           |               |
| Sewer and water systems.....  | 143                   | 146           | 128           |               |
| Sewer.....  | 82                    | 83            | 72            |               |
| Water.....  | 61                    | 63            | 56            |               |
| Public service enterprises.....   | 131                   | 132           | 121           |               |
| Conservation and development.....   | 35                    | 36            | 24            |               |
| All other public.....   |                       |               |               |               |
| <b>BUSINESS FAILURES—DUN &amp; BRADSTREET, INC.—Month of October:</b>   |                       |               |               |               |
| Manufacturing number.....   | 217                   | 182           | 229           |               |
| Wholesale number.....   | 159                   | 167           | 139           |               |
| Retail number.....  | 731                   | 614           | 613           |               |
| Construction number.....  | 221                   | 183           | 231           |               |
| Commercial service number.....  | 118                   | 139           | 132           |               |
| Total number.....   | 1,446                 | 1,285         | 1,344         |               |
| Manufacturing liabilities.....  | \$17,930,000          | \$66,737,000  | \$16,104,000  |               |
| Wholesale liabilities.....  | 12,735,000            | 11,002,000    | 9,989,000     |               |
| Retail liabilities.....   | 21,524,000            | 17,927,000    | 20,894,000    |               |
| Construction liabilities.....   | 14,583,000            | 10,048,000    | 17,877,000    |               |
| Commercial service liabilities.....   | 3,485,000             | 10,950,000    | 16,644,000    |               |
| Total liabilities.....  | \$70,257,000          | \$116,664,000 | \$81,508,000  |               |
| <b>CONSUMER PRICE INDEX—1947-49=100—Month of September:</b>   |                       |               |               |               |
| All items.....  | 128.3                 | 128.0         | 126.8         |               |
| Food.....   | 121.1                 | 121.2         | 120.2         |               |
| Food at home.....   | 117.8                 | 118.2         | 117.4         |               |
| Cereal and bakery products.....   | 139.7                 | 139.6         | 137.8         |               |
| Meats, poultry and fish.....  | 109.4                 | 108.4         | 110.2         |               |
| Dairy products.....   | 119.0                 | 118.5         | 117.5         |               |
| Fruits and vegetables.....  | 126.5                 | 132.4         | 124.6         |               |
| Other food at home.....   | 108.9                 | 107.6         | 109.3         |               |
| Food away from home (Jan. 1958=100).....  | 122.3                 | 121.5         | 119.3         |               |
| Housing.....  | 132.6                 | 132.3         | 132.0         |               |
| Rent.....   | 143.9                 | 143.6         | 142.1         |               |
| Gas and electricity.....  | 125.7                 | 125.6         | 125.7         |               |
| Solid fuels and fuel oil.....   | 137.2                 | 136.9         | 134.8         |               |
| Household operation.....  | 103.8                 | 103.2         | 104.1         |               |
| Household operation.....  | 138.9                 | 138.8         | 138.0         |               |
| Apparel.....  | 111.1                 | 109.9         | 110.6         |               |
| Men's and boys'.....  | 111.9                 | 111.1         | 112.2         |               |
| Women's and girls'.....   | 102.1                 | 100.2         | 101.1         |               |
| Footwear.....   | 141.5                 | 141.2         | 140.2         |               |
| Other apparel.....  | 93.4                  | 92.9          | 93.8          |               |
| Transportation.....   | 149.4                 | 149.3         | 144.7         |               |
| Private.....  | 136.8                 | 136.8         | 132.8         |               |
| Public.....   | 209.4                 | 209.1         | 201.7         |               |
| Medical care.....   | 161.7                 | 161.4         | 156.9         |               |
| Personal care.....  | 134.3                 | 134.2         | 133.9         |               |
| Reading and recreation.....   | 125.0                 | 124.4         | 122.1         |               |
| Other goods and services.....   | 133.8                 | 133.6         | 132.7         |               |
| <b>COPPER INSTITUTE—For month of October:</b>   |                       |               |               |               |
| Copper production in U. S. A.—  |                       |               |               |               |
| Crude (tons of 2,000 pounds).....   | 121,795               | *110,015      | 112,665       |               |
| Refined (tons of 2,000 pounds).....   | 145,425               | 126,023       | 151,497       |               |
| Delivered to fabricators—   |                       |               |               |               |

# Securities Now in Registration

★ INDICATES ADDITIONS  
SINCE PREVIOUS ISSUE  
● ITEMS REVISED

**NOTE**—Because of the large number of issues awaiting processing by the SEC, it is becoming increasingly difficult to predict offering dates with a high degree of accuracy. The dates shown in the index and in the accompanying detailed items reflect the expectations of the underwriter but are not, in general, to be considered as firm offering dates.

## ABC Air Freight Co., Inc.

Oct. 25, 1961 filed 105,000 common. Price—By amendment. Business—Furnishing of air freight services throughout the U. S. Proceeds—For expansion. Office—467 Tenth Ave., N. Y. Underwriter—Flomenhaft, Seidler & Co., N. Y. Offering—Expected in January.

## ABC Cellophane Corp.

Sept. 7, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—A converter of packaging material, producing polyethylene and cellophane bags and sheets. Proceeds—For a new plant and equipment and working capital. Office—1368-72 Utica Ave., Brooklyn. Underwriter—Havener Securities Corp., N. Y.

## A. & M. Instrument, Inc.

Oct. 19, 1961 filed 150,000 common. Price—\$3.50. Business—Manufacture of instrument testing and measuring devices for the electronic and electrical industries. Proceeds—For debt repayment and general corporate purposes. Office—48-01 31st Ave., Long Island City, N. Y. Underwriters—Crosse & Co., Inc.; V. S. Wickett & Co., Inc., and Thomas, Williams & Lee, N. Y. Offering—Expected in mid-December.

## AMT Corp. (12/4-8)

Sept. 11, 1961 filed 230,000 common, of which 160,000 are to be offered by the company and 70,000 by a stockholder. Price—By amendment. Business—The manufacturer of scale model plastic automobiles distributed in kit form. Proceeds—For equipment, repayment of loans, and working capital. Office—1225 E. Maple Rd., Troy, Mich. Underwriter—A. G. Becker & Co., Chicago (mgr.).

## Abbey Rents

Sept. 25, 1961 filed 200,000 capital shares, of which 100,000 will be sold by the company and 100,000 by stockholders. Price—By amendment. Business—Rental and sale of party, sickroom and hospital equipment. Proceeds—Expansion, inventory and working capital. Underwriter—William R. Staats & Co., Los Angeles.

## Abby Vending Manufacturing Corp.

July 26, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—The manufacture of coin operated vending machines. Proceeds—For moving expenses, an acquisition and working capital. Office—79 Clifton Place, Brooklyn, N. Y. Underwriter—L. H. Wright & Co., Inc., N. Y. Offering—Imminent.

## Ace Trophies Corp. (11/30)

Sept. 18, 1961 filed 200,000 common. Price—\$1. Business—The design, manufacture and sale of trophies, plaques and cups for sporting events. Proceeds—For production expenses, printing, promotion, inventory and working capital. Office—1510 Broadway, Brooklyn, N. Y. Underwriter—Ezra Kureen Co., N. Y.

## Aceto Chemical Co., Inc.

Sept. 27, 1961 filed 88,000 common. Price—\$5. Business—Purchase and sale of chemicals and by-products. Proceeds—For expansion, sales promotion, and working capital. Office—40-40 Lawrence St., Flushing, N. Y. Underwriter—Karen Securities Corp., N. Y.

## Acratex Chemical Coatings, Inc.

Aug. 8, 1961 ("Reg. A") 99,900 common. Price—\$3. Business—The manufacture of a wallcovering product. Proceeds—For expansion and general corporate purposes. Office—Easton St., Ronkonkoma, N. Y. Underwriter—Tyche Securities Inc., N. Y. Note—This letter will be refilled.

## Arco Electronic Products Co. (12/4)

July 17, 1961 filed 100,000 class A common shares. Price—\$4. Business—The manufacture of transformers for electronic and electrical equipment. Proceeds—For relocating to and equipping a new plant, purchase of inventory, research and development, advertising, promotion and merchandising, repayment of debt and other corporate purposes. Office—369 Shurs Lane, Philadelphia. Underwriter—Roth & Co., Inc., Philadelphia.

## A-Drive Auto Leasing System, Inc.

Jan. 19, 1961 filed 100,000 shares of class A stock, of which 75,000 are to be offered for public sale by the company and 25,000 shares, being outstanding stock, by the present holders thereof. Price—\$10 per share. Business—The company is engaged in the business of leasing automobiles and trucks for periods of over one year. Proceeds—To repay loans; open new offices in Philadelphia, Pa., and New Haven, Conn.; lease and equip a large garage in New York City and lease additional trucks. Office—1616 Northern Boulevard, Manhasset, N. Y. Underwriter—Hill, Darlington & Grimm, N. Y. C. (mgr.)

## Adrian Steel Co.

Sept. 11, 1961 ("Reg. A") 100,000 common. Price—\$2.50. Business—Steel fabricating and warehousing. Proceeds—To establish a new industrial air conditioner division. Office—Adrian, Mich. Underwriter—Morrison & Frumin, Inc., Detroit. Offering—Imminent.

## Advanced Electronics Corp.

May 31, 1961 ("Reg. A") 150,000 class A shares (par 10 cents). Price—\$2. Business—Designs and manufactures radio telemetry systems, frequency filters and power supplies for the missile, rocket and space programs. Proceeds—For research and development, equipment, repayment of loans and working capital. Office—2 Commercial St., Hicksville, N. Y. Underwriter—Edward Hindley & Co., and Hardy & Hardy, N. Y. C. Offering—Imminent.

## Aero-Dynamics Corp. (11/18-22)

Aug. 7, 1961 filed 100,000 common shares. Price—\$5. Business—The importation and distribution of Italian marble and mosaic tiles. Proceeds—For the purchase and installation of new moulds, machinery and equipment, research and general corporate purposes. Office—250 Goffle Road, Hawthorne, N. J. Underwriters—Cambridge Securities, Inc. and Edward Lewis Co., Inc., N. Y.

## Aero Fidelity Acceptance Corp.

July 11, 1961 ("Reg. A") 95,000 common. Price—\$3. Proceeds—For repayment of loans, purchase of notes and equipment. Office—185 Walton Ave., N. W., Atlanta, Ga. Underwriters—T. Michael McDarby & Co., Inc., and J. Morris Anderson & Associates, Inc., both of Washington, D. C. Note—This letter was withdrawn.

## Aero Space Electronics, Inc.

July 17, 1961 ("Reg. A") 80,000 capital shares. Price—\$3. Proceeds—For repayment of debt and working capital. Office—2036 Broadway, Santa Monica, Calif. Underwriter—Hamilton Waters & Co., Inc., Hempstead, N. Y.

## Aerological Research, Inc. (12/4-8)

Aug. 29, 1961 filed 100,000 common. Price—\$3.50. Business—The manufacture of instruments for aerology, meteorology, oceanography, geophysics and atmospheric phenomenon. Proceeds—For working capital. Office—420 Division St., Long Branch, N. J. Underwriter—A. D. Gilhart & Co., Inc., N. Y.

## Aetna Maintenance Co.

Sept. 25, 1961 filed 154,000 common, of which 128,000 are to be offered by the company and 26,000 by stockholders. Price—By amendment. Business—Furnishing of cleaning and protection services for office buildings, plants, and military bases. Proceeds—To repay loans and increase working capital. Office—526 S. San Pedro St., Los Angeles. Underwriter—Schwabacher & Co., San Francisco.

## Agency Tile Industries, Inc. (12/18-22)

Sept. 6, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—Importing, marketing and distributing ceramic tiles. Proceeds—Debt payment, new products, sales promotion and advertising, new office and warehouse and working capital. Office—522 W. 29th St., N. Y. Underwriter—International Services Corp., Paterson, N. J.

## Air Master Corp. (12/11-15)

May 26, 1961 filed 200,000 shares of class A common stock, of which 50,000 shares are to be offered for public sale by the company and 150,000 outstanding shares by the present holders thereof. Price—To be supplied by amendment. Business—The manufacture and sale of aluminum storm windows and doors, and other aluminum products. Proceeds—For working capital, and other corporate purposes. Office—20th Street, and Allegheny Avenue, Philadelphia, Pa. Underwriter—Francis I. du Pont & Co., New York City (managing).

## Airtronics International Corp. of Florida

July 29, 1961 filed 199,000 common, of which 110,000 are to be offered by the company and 89,000 by stockholders. Price—By amendment. Business—Manufacture of electronic, mechanical and components. Proceeds—Repayment of loans, expansion and working capital. Office—6900 West Road 84, Fort Lauderdale, Fla. Underwriters—Stein Bros. & Boyce, Baltimore and Vickers, McPherson & Warwick, Inc., N. Y. Offering—Expected in Jan.

## Alaska Pacific Lumber Co.

Nov. 17, 1961 filed 250,000 common. Price—By amendment. Business—A lumber company. Proceeds—For construction and working capital. Office—614 Equitable Bldg., Portland, Ore. Underwriter—Dempsey-Tegeler & Co., Inc., St. Louis.

## Albert Voigt Industries, Inc. (12/4-8)

Aug. 29, 1961 filed 80,000 common. Price—\$4. Business—The manufacture of metal store fixtures, show cases and related items. Proceeds—For repayment of loans, working capital, a leasehold improvement and moving expenses. Office—14-20 Dunham Pl., Brooklyn, N. Y. Underwriter—David Barnes & Co., Inc., N. Y. C.

## Al-Crete Corp.

Sept. 20, 1961 filed 127,000 class A common. Price—\$3. Business—Development and manufacture of a new variety of building products. Proceeds—For construction of a new plant. Office—4800 Baltimore Ave., Hyattsville, Md. Underwriter—Whitehall Securities Corp., Pittsburgh.

## Alan-Randal Co., Inc.

Oct. 27, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—Distributor of pens and other advertising material. Proceeds—For working capital. Office—11608 Ventura Blvd., Studio City, Calif. Underwriter—Pacific Coast Securities Co., San Francisco, Calif. Offering—Expected in January.

## All Service Life Insurance Co.

Sept. 18, 1961 ("Reg. A") 239,200 common. Price—\$1.25. Business—Writing of life, accident, sickness and health insurance. Office—1729 N. Weber St., Colorado Springs, Colo. Underwriter—To be named.

## All Star World Wide, Inc. (12/11-15)

July 7, 1961 filed \$250,000 of 5% convertible subordinated debentures due 1971 and 150,000 common shares. Price—For debentures, at par; for stock, \$5. Business—Joint venture with Brunswick Corp. to establish and operate bowling centers in Europe. Proceeds—For expansion and general corporate purposes. Office—100 W. Tenth St., Wilmington, Del. Underwriters—Alessandrini & Co., Inc. and Hardy & Hardy, New York (managing).

## All-State Auto Rental Corp.

Sept. 28, 1961 filed 50,000 common. Price—\$4. Business—Leases motor vehicles. Proceeds—For working capital. Office—31-04 Northern Blvd., Long Island City, N. Y. Underwriter—None.

## All Weather Roll N' Ice, Inc.

Nov. 6, 1961 ("Reg. A") 25,000 common. Price—\$3. Business—Operation of a roller skating and ice skating rink. Proceeds—For expansion and working capital. Office—Copiague, L. I., N. Y. Underwriters—Richard Gray Co. (mgr.) and Weinberg, Ost & Co., N. Y.

## Allied Capital Corp.

Oct. 20, 1961 filed 213,427 common, of which 200,000 will be offered to the public and 13,427 to stockholders on a 1-for-10 basis. Price—By amendment. Business—A small business investment company. Proceeds—For investment. Office—7720 Wisconsin Ave., Bethesda, Md. Underwriter—Allen & Co., N. Y. Offering—In Jan.

## Allison Industries, Inc.

Nov. 2, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Design and manufacture of board games, toys and Christmas stockings. The company also operates a discount department store. Proceeds—Expansion, product development and working capital. Office—1015 Jefferson Ave., Brooklyn, N. Y. Underwriter—S. Apfelbaum Co., 39 Broadway, N. Y.

## Allo Precision Metals Engineering, Inc.

Oct. 3, 1961 ("Reg. A") 85,000 common. Price—\$3. Proceeds—For debt repayment, equipment, and working capital. Office—Congressional Airport, Rockville, Md. Underwriter—Davis & Leach, Inc., Washington, D. C.

## Alpine Geophysical Associates, Inc. (11/28)

July 28, 1961 filed 150,000 common shares. Price—By amendment. Business—The conducting of marine and land geophysical surveys for petroleum and mining exploration and engineering projects, and the manufacture of oceanographic and geophysical apparatus. Proceeds—For repayment of debt and general corporate purposes. Office—55 Oak St., Norwood, N. J. Underwriter—S. D. Fuller & Co., New York (managing).

## Alson Mfg. Co. (12/4-8)

Aug. 28, 1961 ("Reg. A") 75,000 common. Price—\$4. Proceeds—For equipment, repayment of loans and working capital. Office—2690 N. E. 191st St., Miami, Fla. Underwriter—Albion Securities Co., Inc., N. Y.

## Aluma-Rail, Inc.

Sept. 28, 1961 ("Reg. A") 100,000 common. Price—\$2.25. Business—Manufacture of new color anodized aluminum chain link fencing. Proceeds—For inventory and plant expansion. Office—44 Passaic Ave., Kearny, N. J. Underwriter—To be named.

## Alumatron International, Inc.

Nov. 13, 1961 filed 73,000 common. Price—\$7. Business—Company plans to construct special type homes, and engage in the general contracting business. Proceeds—For general corporate purposes. Office—St. Petersburg, Fla. Underwriters—Wm. H. Tegtmeier & Co., Chicago and B. C. Malloy, Inc., St. Petersburg.

## Alyeska Ski Corp.

Oct. 12, 1961 ("Reg. A") 240,000 common. Price—\$1.25. Business—Operation of ski facilities. Proceeds—For general corporate purposes. Address—P. O. Box 1882, Anchorage, Alaska. Underwriter—Paul Nichols Co., Inc., Anchorage, Alaska.

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**Amacorp Industrial Leasing Co., Inc.**

Sept. 27, 1961 filed \$3,000,000 of 6½% conv. subord. debentures due 1971. **Price**—By amendment. **Business**—Financing and lease of industrial and office equipment. **Proceeds**—Repay debt and increase working capital. **Office**—34 S. Stoneman Ave., Alhambra, Calif. **Underwriter**—McDonnell & Co., Inc., N. Y.

**Ancap Investment Inc.**

Oct. 2, 1961 filed 250,000 common. **Price**—\$11.25. **Business**—A small business investment company. **Proceeds**—For investment. **Address**—Chicago. **Underwriter**—None.

**Amcrete Corp.**

May 4, 1961 (letter of notification) 75,000 shares of common stock (par 10 cents). **Price**—\$4 per share. **Business**—The sale of pre-cast and pre-stressed concrete panels for swimming pools and pumps, filters, ladders, etc. **Proceeds**—For building test pools; advertising, inventory and working capital. **Office**—102 Mamaroneck Ave., Mamaroneck, N. Y. **Underwriter**—Vincent Associates, Ltd., 217 Broadway, N. Y.

**Amerel Mining Co. Ltd.**

July 31, 1961 filed 400,000 common shares. **Price**—50 cents. **Business**—The company is engaged in exploration, development and mining. **Proceeds**—For diamond drilling, construction, exploration and general corporate expenses. **Office**—80 Richmond St., W., Toronto. **Underwriter**—E. A. Manning, Ltd., Toronto.

**American Auto Stores, Inc.**

Sept. 28, 1961 ("Reg. A") 50,000 class A common. **Price**—\$5. **Proceeds**—General corporate purposes. **Office**—3333 Locust St., St. Louis. **Underwriter**—Scherck, Richter Co., St. Louis.

**American Book-Stratford Press, Inc.**

Oct. 27, 1961 filed 430,000 common. **Price**—By amendment. **Business**—Manufacture of hard-bound books for publishers. **Proceeds**—For selling stockholders. **Office**—75 Varick St., N. Y. **Underwriter**—Bear Stearns & Co., N. Y. **Offering**—Expected sometime in January.

**American Building Maintenance Industries**

Oct. 19, 1961 filed 141,000 capital shares, of which 30,000 shares are to be offered by the company and 111,000 shares by stockholders. **Price**—By amendment. **Business**—Providing of building maintenance services. **Proceeds**—For general corporate purposes. **Office**—335 Fell St., San Francisco. **Underwriters**—Carl M. Loeb, Rhoades & Co., N. Y. and Sutro & Co., San Francisco. **Offering**—Expected in late December.

**American Cellulox Corp.**

Oct. 19, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design, manufacture and sale of cellulose-acetate and other semi-rigid plastic type transparent containers. **Proceeds**—For debt repayment and general corporate purposes. **Office**—27-01 Bridge Plaza N., Long Island City, N. Y. **Underwriter**—Diran, Norman & Co., Inc., N. Y.

**American Data Machines, Inc. (11/27-12/1)**

Aug. 17, 1961 filed 150,000 common. **Price**—\$4.50. **Business**—Manufacture of data processing equipment. **Proceeds**—Repayment of loans, new products, advertising, working capital and general corporate purposes. **Office**—7 Commercial St., Hicksville, N. Y. **Underwriter**—Golkon, Bomback & Co., N. Y.

**American Electronic Laboratories, Inc.**

May 26, 1961 filed 10,632 shares of class A common stock to be offered for subscription by stockholders at the rate of one new share for each 10 shares held. **Price**—To be supplied by amendment. **Business**—The company is engaged in research and development in the field of electronic communication equipment. **Proceeds**—For construction, new equipment, and other corporate purposes. **Office**—121 North Seventh Street, Philadelphia. **Underwriter**—Suplee, Yeatman, Mosley Co., Inc., Phila. **Offering**—Imminent.

**American Finance Co., Inc.**

April 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1971; 75,000 shares of common stock, and 25,000 common stock purchase warrants to be offered for public sale in units consisting of one \$200 debenture, 30 common shares and 10 warrants. **Price**—\$500 per unit. **Business**—The company and its subsidiaries are primarily engaged in the automobile sale finance business. One additional subsidiary is a Maryland savings and loan association and two are automobile insurance brokers. **Proceeds**—For the retirement of debentures, and capital funds. **Office**—1472 Broadway, N. Y. **Underwriter**—Myron A. Lomasney & Co., N. Y. **Note**—The SEC has instituted "stop order" proceedings challenging the accuracy and adequacy of this statement.

**American Financial Corp. (12/18-22)**

Nov. 13, 1961 filed 150,000 common, of which 50,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—The operation of three savings and loan associations, an equipment, automobile and truck leasing system and a general contracting business. **Proceeds**—For leasing program, to increase holdings in a subsidiary and for working capital. **Office**—3955 Montgomery Rd., Norwood, Ohio. **Underwriters**—Shearson, Hammill & Co., N. Y. and Westheimer & Co., Cincinnati.

**American Micro Devices, Inc.**

Aug. 2, 1961 filed 1,500,000 class A common shares. **Price**—\$1.15. **Business**—The manufacture of electronic components. **Proceeds**—The purchase of equipment and materials, operational expenses, working capital and rewriter—Naftalin & Co., Inc., Minneapolis. **Offering**—Expected in early January.

**American Realty & Petroleum Corp. (12/18-22)**

Sept. 28, 1961 filed \$2,000,000 of 6½% conv. subord. debentures due 1971. **Price**—At par. **Business**—Real estate

and also the oil and gas business. **Proceeds**—For repayment of debt, sales and advertising, property improvements and possible acquisitions. **Office**—16 W. 61st St., N. Y. **Underwriter**—Troster, Singer & Co., N. Y.

**American Safety Equipment Corporation (12/4-8)**

Sept. 28, 1961 filed 80,000 common. **Price**—\$10. **Business**—Manufacture of safety seat belts. **Proceeds**—Inventory, machinery, and research. **Office**—261 Madison Ave., N. Y. **Underwriter**—Charles Plohn & Co., N. Y.

**American Sports Plan, Inc.**

June 29, 1961 filed 200,000 common shares. **Price**—\$6. **Business**—The operation of bowling centers. **Proceeds**—For expansion. **Office**—473 Winter Street, Waltham, Mass. **Underwriter**—None.

**American Technical Machinery Corp.**

(11/27-12/1)  
Aug. 29, 1961 filed 95,000 common, of which 65,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—The manufacture of machinery for fabrication of twisted wire brushes. **Proceeds**—For equipment, repayment of loans and working capital. **Office**—29-31 Elm Ave., Mt. Vernon, N. Y. **Underwriter**—M. L. Lee & Co., Inc., N. Y. C. (mgr.).

**American Variety Stores, Inc. (12/1)**

Aug. 30, 1961 filed 100,000 common. **Price**—\$4.50. **Business**—The operation of retail discount variety stores. **Proceeds**—For repayment of loans, equipment, and working capital. **Office**—Cleveland at Passaic, Fort Myers, Fla. **Underwriter**—Netherlands Securities Co., Inc., N. Y. (mgr.). **Note**—This registration has become effective.

**Amity Corp.**

Jan. 17, 1961 filed 88,739 shares of common stock (par \$1). **Price**—\$3 per share. **Business**—Land development, including the building of an air strip, a marina, and a housing cooperative. This is the issuer's first public financing. **Proceeds**—For general corporate purposes, including \$170,000 for construction and \$12,000 for debt reduction. **Office**—Equitable Building, Baltimore, Md. **Underwriter**—Karen Securities Corp., New York City. **Note**—This statement is expected to be refilled.

**Amphicar Corp. of America**

June 15, 1961 filed 100,000 common. **Price**—\$5. **Business**—Manufacture of amphibious automobiles. **Proceeds**—To establish a parts depot in Newark, N. J., set up sales and service organizations, and for working capital and general corporate purposes. **Office**—660 Madison Ave., N. Y. **Underwriter**—J. J. Krieger & Co., N. Y.

**Anaconda Real Estate Investment Trust**

Oct. 3, 1961 filed 163,636 shares of beneficial interests. **Price**—\$10. **Business**—Real estate investing. **Proceeds**—For purchase of real estate in Florida. **Office**—1776 E. Sunrise Blvd., Fort Lauderdale, Fla. **Underwriter**—None.

**Anchor Alloys, Inc.**

Oct. 27, 1961 ("Reg. A") 50,000 common. **Price**—\$6. **Business**—Purifying, alloying, and fabricating metals as components for the semi-conductor industry. **Proceeds**—For general corporate purposes. **Office**—968 Meeker Ave., Brooklyn, N. Y. **Underwriters**—Charles Plohn & Co., B. W. Pizzini & Co., Inc. and Atlas Securities Corp., New York.

**Anodyne, Inc. (11/27-12/1)**

June 20, 1961 filed \$625,000 of 5% convertible subordinated debentures, 156,250 common shares reserved for issuance on conversion of the debentures and 5-year warrants to purchase 125,000 common shares to be offered in 6,250 units, each consisting of \$100 of debentures and warrants to purchase 20 shares. The units will be offered for subscription by common stockholders on the basis of one unit for each 100 common shares held. **Price**—\$100 per unit. **Proceeds**—For expansion and working capital. **Office**—1270 N. W. 165th St., North Miami Beach, Fla. **Underwriters**—Ross, Lyon & Co., Inc., and Globus, Inc., New York.

**Anoroc Products, Inc.**

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Fabrication, manufacture and assembly of glass enclosures for bathtubs. **Proceeds**—For debt repayment and general corporate purposes. **Office**—181-14 Jamaica Ave., Jamaica, N. Y. **Underwriters**—G. Everett Parks & Co., Inc. and Parker Co., N. Y.

**Architectural Marble Co.**

Aug. 28, 1961 filed 100,000 common. **Price**—\$3.50. **Business**—The cutting, designing, polishing and installing of marble products. **Proceeds**—For plant expansion, inventory and working capital. **Office**—4425 N. E. Sixth Terrace, Oakland Park, Ft. Lauderdale, Fla. **Underwriter**—J. J. Bruno & Co., Inc., Pittsburgh. **Offering**—Imminent.

**Arizona Biochemical Co.**

Nov. 14, 1961 filed 200,000 common. **Price**—\$4. **Business**—Company plans to construct and operate refuse disposal plants. **Proceeds**—For general corporate purposes. **Office**—1001 N. Central Ave., Phoenix. **Underwriter**—Globus, Inc., N. Y. **Offering**—In January.

**Arizona Color Film Processing Laboratories, Inc.**

March 23, 1961 filed 2,100,500 shares of common stock being offered for subscription by common stockholders on the basis of one new share for each share held of record Oct. 25 with rights to expire Nov. 24, 1961. **Price**—22 cents per share. **Business**—The processing of black and white and color film. **Proceeds**—To repay loans and for working capital. **Office**—2 North 30th Street, Phoenix, Ariz. **Underwriter**—None.

**Artlin Mills, Inc.**

Sept. 28, 1961 filed 135,000 class A common shares. **Price**—\$5. **Business**—The purchase, conversion, decoration, gift packaging and distribution of terrycloth towels and cotton pillow cases. **Proceeds**—For inventory, repayment of loans and working capital. **Office**—1030 Pearl St.,

Long Branch, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., N. Y.

**Arwood Corp.**

Nov. 21, 1961 filed 230,000 common, of which 110,000 are to be offered by the company and 120,000 by the stockholders. **Price**—By amendment. **Business**—Manufacture of custom made castings. **Proceeds**—For plant improvement. **Office**—321 W. 44th St., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y.

**Astrodata, Inc.**

Aug. 28, 1961 filed 311,429 capital shares being offered for subscription by stockholders of Epsco, Inc., parent, on the basis of one new share for each Epsco share held of record Nov. 16 with rights to expire Dec. 4, 1961. **Price**—\$9. **Business**—The manufacture of electronic data handling equipment, range timing devices and standard electronic products. **Proceeds**—For repayment of loans and working capital. **Office**—240 E. Palms Rd., Anaheim, Calif. **Underwriters**—Granbery, Marache & Co., N. Y. and William R. Staats & Co., Los Angeles.

**Astro-Science Corp.**

Sept. 27, 1961 filed 232,500 common, of which 150,000 are to be offered by the company and 82,500 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of ground systems and equipment for the support and servicing of electronic systems, aircraft and missiles. **Proceeds**—Repay debt and increase working capital. **Office**—9449 W. Jefferson Blvd., Culver City, Calif. **Underwriter**—W. C. Langley & Co., N. Y.

**Atlantic Capital Corp.**

Aug. 29, 1961 filed 500,000 common. **Price**—\$12.50. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—744 Broad St., Newark, N. J. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y. C. **Offering**—Expected sometime in Jan.

**Atlantic Improvement Corp. (11/27-12/1)**

Aug. 30, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The development of residential communities. **Proceeds**—Repayment of a loan and construction, general corporate purposes. **Office**—521 Fifth Ave., N. Y. **Underwriters**—Bear, Stearns & Co., and Finkle & Co., N. Y. (mgrs.).

**Atlanta Motor Lodges, Inc.**

Oct. 30, 1961 filed 150,000 common. **Price**—\$10. **Business**—Operation of motels. **Proceeds**—For expansion and working capital. **Office**—120 North Ave., N. W., Atlanta, Ga. **Underwriter**—The Robinson-Humphrey Co., Inc., Atlanta, Ga.

**Atlas Electronics Inc.**

Sept. 28, 1961 filed 185,000 common. **Price**—\$2.10. **Business**—Distribution of electronic components, parts and equipment. **Proceeds**—To repay debt, purchase inventory, and increase working capital. **Office**—774 Pfeiffer Blvd., Perth Amboy, N. J. **Underwriters**—Hay, Fales & Co. and McLaughlin, Kaufman & Co., N. Y.

**Atmospheric Controls, Inc.**

Aug. 22, 1961 ("Reg. A") 40,000 common. **Price**—\$3.50. **Proceeds**—For repayment of loans, acquisition and working capital. **Office**—715 N. Fayette St., Alexandria, Va. **Underwriter**—First Investment Planning Co., Washington, D. C. **Offering**—Expected in late December.

**Ausco, Inc.**

Oct. 12, 1961 filed 110,000 common. **Price**—\$3. **Business**—Design, development, and manufacture of high pressure aircraft and missile valves. **Proceeds**—For engineering, product development, inventories, advertising, expansion and working capital. **Office**—17 W. 60th St., N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

**Austin Continental Industries, Inc.**

Nov. 14, 1961 filed 103,000 common. **Price**—\$7. **Business**—Manufacture of specifications of aircraft, guided missiles and electronic components, and fastening devices. **Proceeds**—For debt repayment and a new product. **Office**—4873 W. Armitage Ave., Chicago. **Underwriter**—Raymond Moore & Co., Los Angeles.

**Authenticolor, Inc. (11/27-12/1)**

Aug. 29, 1961 filed 148,200 common, of which 136,800 are to be offered by the company and 11,400 by stockholders. **Price**—\$3.25. **Business**—Furnishing of photographic service for the professional market. **Proceeds**—Working capital and repayment of loans. **Office**—525 Lexington Ave., N. Y. **Underwriter**—General Economics Corp., N. Y.

**Automata International, Inc.**

Aug. 22, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Proceeds**—For tooling, equipment and working capital. **Office**—241 S. Robertson Blvd., Beverly Hills, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Imminent.

**Automated Gift Plan, Inc.**

June 12, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture and sale of "Gift Bookards" designed to provide simplified gift giving for business and industry. **Proceeds**—For advertising, sales promotion, repayment of loans, working capital and the establishment of national dealerships. **Office**—80 Park Ave., N. Y. **Underwriter**—J. Laurence & Co., Inc., N. Y.

**Automated Sports Centers, Inc. (11/30)**

June 28, 1961 filed 1,750 units, each consisting of one \$400 principal amount debenture (with attached warrants) and 120 common. **Price**—\$1,000 per unit. **Business**—The operation of bowling centers. **Proceeds**—For repayment of debt, acquisition of a warehouse and working capital. **Office**—11459 E. Imperial Hwy., Norfolk, Calif. **Underwriter**—Holton, Henderson & Co., Los Angeles. **Note**—The company formerly was named Union Leagues, Inc.

**Automated Teaching Systems, Inc.**

Sept. 18, 1961 ("Reg. A") 30,000 common. **Price**—\$10. **Business**—Manufacture of self-instructional materials

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and devices. **Proceeds**—For equipment, research and development and other corporate purposes. **Office**—1 W. 58th St., N. Y. **Underwriter**—Arthur J. Rosenhauser Co., 95 Broad St., N. Y.

**Autrol Corp.**

Sept. 13, 1961 ("Reg. A") 60,000 common. **Price**—\$2.50. **Business**—Manufacture of automatic vending machines and related equipment. **Office**—1649 Vine St., Denver, Colo. **Underwriter**—Schmidt, Sharp, McCabe & Co., Inc., Denver, Colo.

**Aveeno Pharmaceuticals, Inc. (11/28)**

Sept. 27, 1961 filed 125,000 common. **Price**—\$8. **Business**—Development and sale of pharmaceutical products. **Proceeds**—For sales promotion, new products and working capital. **Office**—250 W. 57th St., N. Y. **Underwriter**—Laird & Company, Corp., N. Y.

**Avemco Finance Corp. (11/27-12/1)**

Aug. 15, 1961 filed 300,000 common shares. **Price**—By amendment. **Business**—The retail financing of time sales to consumers and the financing of dealer sales of aircraft and related equipment. **Proceeds**—For the repayment of debt. **Office**—8645 Colesville, Rd., Silver Spring, Md. **Underwriters**—Sterling, Grace & Co., New York and Rouse, Brewer, Becker & Bryant, Inc., Washington, D. C.

**BSF Company**

June 30, 1961 filed \$2,500,000 of 5% convertible subordinated debentures due 1966. **Price**—At par. **Proceeds**—10 repay debt and as a reserve for possible acquisitions. **Office**—818 Market St., Wilmington, Del. **Underwriter**—None.

**★ Bacharach Industrial Instrument Co.**

Nov. 15, 1961 filed 60,000 common. **Price**—By amendment. **Business**—Development and manufacture of chemical, electrical and mechanical instruments, precision products and special purpose tools. **Proceeds**—For selling stockholders. **Office**—200 N. Braddock Ave., Pittsburgh. **Underwriter**—Arthurs, Lestrangle & Co., Pittsburgh.

**★ Baker Industry & Resources Corp.**

Nov. 9, 1961 ("Reg. A") 30,000 common. **Price**—At par (\$10). **Business**—Acquisition and sale of industrial plant sites. **Proceeds**—For general corporate purposes. **Office**—1950 Third St., Baker, Ore. **Underwriter**—None.

**Bal Harbour Diagnostic Service, Inc.**

Oct. 18, 1961 filed 2,000,000 common. **Price**—\$1. **Business**—Company will operate a medical examination center. **Proceeds**—For a hotel acquisition and working capital. **Office**—10101 Collins Ave., Bal Harbour, Fla. **Underwriter**—J. R. Holt & Co., Denver.

**Barish Associates, Inc. (12/11-15)**

Sept. 1, 1961 ("Reg. A") 50,000 common. **Price**—\$4. **Business**—Aeronautical research and development. **Proceeds**—For working capital. **Office**—224 E. 38th St., N. Y. **Underwriter**—Glanis & Co., N. Y.

**Barren River Petroleum Corp.**

Oct. 23, 1961 ("Reg. A") 200,000 class B common and 100,000 class A common to be offered in units consisting of one class A and two class B shares. **Price**—\$3, per unit. **Business**—Production, refining and marketing of oil and gas. **Proceeds**—For debt repayment and other corporate purposes. **Office**—8 E. Charleston Blvd., Las Vegas, Nev. **Underwriter**—John A. Oja & Associates, Las Vegas, Nev.

**Barry (R. G.) Corp. (12/11-15)**

Sept. 21, 1961 filed 100,000 common. **Price**—\$5. **Business**—Manufacture of slippers, robes, cushions, pillows, auto-seat covers, and other specialty items. **Proceeds**—To repay debt, increase inventory and for other corporate purposes. **Office**—78 E. Chestnut St., Columbus, Ohio. **Underwriter**—Arnold Malkan & Co., N. Y.

**● Barry-Martin Pharmaceuticals, Inc. (11/27-12/1)**

Aug. 25, 1961 ("Reg. A") 150,000 class A common. **Price**—\$2. **Proceeds**—For packaging, advertising, repayment of loans and working capital. **Office**—4621 Ponce de Leon Blvd., Coral Gables, Fla. **Underwriter**—Edward Hindley & Co., N. Y. C.

**● Barton Distilling Co. (11/28)**

Oct. 5, 1961 filed 360,000 common. **Price**—By amendment. **Business**—Distilling of whiskey. **Proceeds**—For selling stockholders. **Office**—134 N. La Salle St., Chicago. **Underwriters**—Smith, Barney & Co., N. Y. and Fulton, Reid & Co., Inc., Cleveland.

**Bay State Electronics Corp.**

Oct. 27, 1961 filed 160,000 common. **Price**—By amendment. **Business**—Development of products and techniques for use in the fields of oceanography, meteorology, seismology and ionospheric phenomena. **Proceeds**—For product development and working capital. **Office**—43 Leon St., Boston. **Underwriter**—S. D. Fuller & Co., New York.

**Beau Electronics, Inc.**

Sept. 26, 1961 ("Reg. A") 3,000 common. **Price**—At-the-market. **Business**—The manufacture of special type electric motors. **Proceeds**—For a selling stockholder. **Office**—1060 Wolcott Rd., Waterbury, Conn. **Underwriter**—Cooley & Co., Hartford, Conn.

**● Bel-Aire Products, Inc. (12/14)**

Sept. 22, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Manufacture of aluminum pontoon boats. **Office**—25970 W. Eight Mile Rd., Southfield, Mich. **Underwriter**—Ehrlich, Irwin & Co., Inc., N. Y.

**Belgium (Kingdom of) (11/30)**

Nov. 9, 1961 filed \$25,000,000 of external loan sinking fund bonds due 1976. **Price**—By amendment. **Proceeds**—To be applied to funding part of Belgium's external short-term debt. **Underwriters**—Morgan Stanley & Co., and Smith, Barney & Co., N. Y.

**● Bell Television, Inc. (12/4-8)**

Aug. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The manufacture of television antenna, music and sound equipment and closed circuit television systems. **Proceeds**—For an acquisition, expansion and inventory. **Office**—552 W. 53rd St., New York 19, N. Y. **Underwriter**—Investment Planning Group, Inc., East Orange, N. J.

**★ Benjamin (W. A.), Inc.**

Nov. 15, 1961 filed 50,000 common. **Price**—By amendment. **Business**—Publication of scientific texts and reference books. **Proceeds**—For working capital. **Office**—2465 Broadway, N. Y. **Underwriter**—None.

**Berkshire Distributors, Inc.**

Sept. 14, 1961 filed 100,000 common, of which 60,000 will be sold for the company and 40,000 for certain stockholders. **Price**—By amendment. **Business**—The operation of eight discount type department stores in four states. **Proceeds**—For the repayment of debt, and working capital. **Office**—203 Ann St., Hartford, Conn. **Underwriter**—May & Gannon, Boston.

**★ Bernalen, Inc.**

Nov. 20, 1961 filed 60,000 common. **Price**—\$2.625. **Business**—Design and manufacture of photographic processing and control equipment. **Proceeds**—For general corporate purposes. **Office**—9821 Foster Ave., Brooklyn, N. Y. **Underwriter**—Amber, Burstein & Co., Inc., N. Y.

**Berne of California, Inc.**

Oct. 27, 1961 ("Reg. A") 85,000 common. **Price**—\$3. **Business**—Manufacture of handbags and related items. **Proceeds**—For debt repayment and working capital. **Office**—1621 S. San Pedro St., Los Angeles. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in January.

**Bernz (Otto) Co., Inc.**

Oct. 16, 1961 filed 150,000 class A shares, of which 100,000 are to be offered by the company and 50,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of small propane-filled steel cylinders, garden sprinklers and hose accessories. **Proceeds**—For debt repayment and general corporate purposes. **Office**—740 Driving Park Ave., Rochester, N. Y. **Underwriter**—Reynolds & Co., Inc., N. Y.

**Besco Enterprises, Inc.**

Oct. 27, 1961 filed 150,000 capital shares. **Price**—By amendment. **Business**—A holding company whose subsidiaries operate jewelry and photography departments in discount department stores. **Proceeds**—For debt repayment and expansion. **Office**—1328 Washington St., Oakland, Calif. **Underwriters**—Kleiner, Bell & Co., Beverly Hills, Calif. and Rittmaster, Voisin & Co., N. Y.

**Best Plastics Corp.**

Sept. 26, 1961 filed 125,000 common, of which 100,000 will be sold by the company and 25,000 by stockholders. **Price**—\$3. **Business**—Manufacture of plastic novelties and party favors. **Proceeds**—New plant and equipment and working capital. **Office**—945 39th St., Brooklyn, N. Y. **Underwriter**—S. B. Cantor & Co., N. Y.

**Bin-Dicator Co. (11/27-12/1)**

Aug. 25, 1961 filed 160,932 common. **Price**—By amendment. **Business**—Manufactures automatic control devices for handling bulk granular materials. **Proceeds**—For selling stockholders. **Office**—17190 Denver, Detroit. **Underwriter**—Smith, Hague & Co., Detroit.

**Binney & Smith, Inc. (11/27-12/1)**

Sept. 8, 1961 filed 171,038 common. **Price**—By amendment. **Business**—The manufacture of educational art materials. **Proceeds**—For the selling stockholders. **Office**—380 Madison Ave., N. Y. C. **Underwriter**—Lee Higginson Corp., N. Y. (mgr.).

**Bio-Zyme Chemical Corp.**

Oct. 25, 1961 ("Reg. A") 100,000 common. **Price**—At par (\$2). **Business**—Production of enzymes, chemicals and pharmaceuticals. **Proceeds**—For equipment and general corporate purposes. **Office**—4250 South Produce Plaza, Vernon, Calif. **Underwriter**—First Citizen Corp., Los Angeles.

**★ Birdseye Mountain Corp.**

Nov. 9, 1961 ("Reg. A") 20,000 common. **Price**—\$11. **Business**—Operation of a ski resort. **Proceeds**—For installing a ski lift and working capital. **Address**—P. O. Box 61, West Rutland, Vt. **Underwriter**—None.

**Bloch Brothers Tobacco Co.**

July 3, 1961 ("Reg. A") 4,000 common shares (par \$12.50). **Price**—By amendment. **Proceeds**—For the selling stockholders. **Office**—4000 Water St., Wheeling, W. Va. **Underwriter**—Fulton, Reid & Co., Inc., Cleveland.

**● Blue Haven Pools**

Nov. 1, 1961 ("Reg. A") 75,000 capital shares, of which 40,000 are to be offered by the company and 35,000 by stockholders. **Price**—\$4. **Business**—Design, construction and installation of swimming pools and equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—11933 Vose St., North Hollywood, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in January.

**Bolar Pharmaceutical Co. Inc.**

Oct. 18, 1961 ("Reg. A") 50,000 class A common. **Price**—\$2. **Business**—Compounds, manufactures and packages private label drugs and vitamins. **Proceeds**—For an acquisition and equipment. **Office**—54 McKibben St., Brooklyn, N. Y. **Underwriter**—Natale, Miller & Co., Inc., New York.

**★ Borden Co. (12/6)**

Nov. 16, 1961 filed \$50,000,000 of sinking fund debentures due 1991. **Price**—By amendment. **Business**—Manufacture and distribution of dairy, food and chemical products. **Proceeds**—Construction, debt repayment and other corporate purposes. **Office**—350 Madison Ave., N. Y. **Underwriter**—Morgan Stanley & Co., N. Y.

**Boro Electronics, Inc. (12/4-8)**

Aug. 30, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The distribution of electronic products manufactured by others. **Proceeds**—For inventory, equipment, advertising, promotion, working capital and repayment of loans. **Office**—69-18 Roosevelt Ave., Woodside, N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y.

**★ Boston Pneumatics, Inc.**

Nov. 13, 1961 ("Reg. A") 93,500 class A shares of which 85,000 will be sold for the company and 8,500 for the underwriter. **Price**—\$2. **Business**—Fabrication, assembly and sale of tools powered by compressed air. **Proceeds**—For debt repayment and working capital. **Office**—365 Arlington Ave., Brooklyn 8, N. Y. **Underwriter**—T. M. Kirsch Co., Inc., N. Y.

**Bowey's, Inc.**

Oct. 30, 1961 filed 80,000 common, of which 40,000 are to be offered by the company and 40,000 by a stockholder. **Price**—By amendment. **Business**—Manufactures, processes and supplies powders, syrups, flavorings, etc., to food industry. **Proceeds**—For repayment of debt and working capital. **Office**—679 N. Orleans St., Chicago, Ill. **Underwriter**—Cruttenden, Podesta & Co., Chicago.

**Bowling Internazionale, Ltd.**

June 30, 1961 filed 200,000 common shares. **Price**—\$5. **Proceeds**—For the construction or acquisition of a chain of bowling centers principally in Italy, and for expansion and working capital. **Office**—80 Wall St., New York. **Underwriters**—V. S. Wickett & Co., and Thomas, William, & Lee, Inc., New York City.

**Brite Universal, Inc.**

July 31, 1961 filed 100,000 common shares and \$1,000,000 of 10% subordinated debentures due 1966 to be offered for public sale and 108,365 common shares to be offered for subscription by stockholders of Brite Universal, Inc. (N. Y.) parent company, on the basis of 2½ shares for each class A and class B shares held. **Price**—By amendment. **Business**—The operation of a consumer finance business in N. Y., N. J., and Pa. **Office**—441 Lexington Avenue, New York City. **Underwriter**—None. **Offering**—Imminent.

**Bronzini, Ltd. (12/11-15)**

Aug. 23, 1961 filed 125,000 common. **Price**—\$6. **Business**—Manufacture of men's wear accessories. **Proceeds**—Redemption of the 10% preferred stock, repayment of a loan, expansion and working capital. **Office**—720 Fifth Ave., N. Y. **Underwriter**—A. J. Gabriel & Co., Inc., N. Y.

**★ Builders Finance & Mortgage Corp.**

Nov. 13, 1961 ("Reg. A") 200,000 common. **Price**—\$1.50. **Business**—Acquisition and sale of land for building sites. **Proceeds**—For working capital. **Office**—7200 Coral Way, Miami, Fla. **Underwriter**—None.

**● Building Ventures, Inc.**

Oct. 27, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Real estate. **Proceeds**—For working capital. **Office**—309 Main St., Islip, N. Y. **Underwriter**—Albion Securities Co. Inc., N. Y. **Offering**—Expected in Jan.

**Burnham & Morrill Co.**

Oct. 25, 1961 filed 187,250 common. **Price**—By amendment. **Business**—Manufacture of canned foods, frozen dinners and baked beans. **Proceeds**—For selling stockholders. **Office**—45 Water St., Portland, Me. **Underwriter**—Hornblower & Weeks, N. Y. **Offering**—In January.

**Burros Corp.**

Oct. 30, 1961 filed 70,000 common, of which 40,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—Designs, manufactures, imports and distributes artificial flowers. **Proceeds**—For repayment of debt and general corporate purposes. **Office**—111 W. 19th St., N. Y. **Underwriter**—Rodetsky, Walker & Co., Inc., N. Y.

**Burton Mount Corp.**

Sept. 22, 1961 filed 100,000 common. **Price**—\$6. **Business**—Importation and distribution of copying machines and supplies. **Proceeds**—Repayment of debt, inventory, sales promotion and other corporate purposes. **Office**—2147 Jericho Turnpike, New Hyde Park, N. Y. **Underwriter**—Reiner, Linburn & Co., N. Y.

**Bush Terminal Co.**

Nov. 7, 1961 filed 92,320 common to be offered to stockholders on a 1-for-10 basis. **Price**—By amendment. **Business**—Operation of warehouses, manufacturing buildings, piers and railroad facilities. **Proceeds**—For working capital. **Office**—48 43rd St., Brooklyn, N. Y. **Underwriter**—None.

**Business Growth Funding Corp.**

Sept. 20, 1961 filed 100,000 common. **Price**—\$4. **Business**—Making of loans to small business concerns, purchase of machinery for lease, and the providing of management counseling. **Proceeds**—For working capital. **Office**—527 Lexington Ave., N. Y. **Underwriter**—Morton Klein & Co., Inc., N. Y.

**Cable Carriers, Inc.**

March 23, 1961 filed 196,109 shares of capital stock. **Price**—\$1.15. **Business**—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. **Proceeds**—For working capital. **Office**—Kirk Boulevard, Greenville, S. C. **Underwriter**—Capital Securities Corp., Greenville, S. C.

**Caldwell Publishing Corp.**

Oct. 27, 1961 filed 137,500 capital shares. **Price**—\$5. **Business**—Publishing of text books and general educational works. **Proceeds**—For general corporate purposes. **Office**—339 W. 51st St., N. Y. **Underwriter**—S. B. Cantor Co., N. Y.

**● California Real Estate Investment Trust**

Aug. 17, 1961 filed 1,000,000 shares of beneficial interest. **Price**—\$10. **Business**—Real estate investment. **Office**—

12014 Wilshire Blvd., Los Angeles. **Underwriter**—Harnack, Gardner & Co., (same address). **Note**—This company formerly was named California Real Estate Investors. **Offering**—Imminent.

**Cambridge Fund of California, Inc.**  
Sept. 28, 1961 filed 280,000 common. **Price**—By amendment. **Business**—General real estate. **Proceeds**—Debt repayment and working capital. **Office**—324 E. Bixby Rd., Long Beach, Calif. **Underwriter**—To be named. **Offering**—Expected sometime in January.

**Camp Chemical Co., Inc. (11/27-12/1)**  
Aug. 25, 1961 filed 110,000 capital shares. **Price**—\$3. **Business**—Manufacture of sanitation chemicals. **Proceeds**—Advertising, additional sales personnel, inventories and accounts receivable. **Office**—Second Ave., and 13th St., Brooklyn. **Underwriter**—Russell & Saxe, Inc., N. Y.

**Campbell-Lurie Plastics, Inc.**  
Oct. 27, 1961 filed 574,250 common, of which 500,000 are to be offered by the company and 74,250 by a stockholder. **Price**—\$2.50. **Business**—Company is engaged in the plastic business as a converter of raw materials. **Proceeds**—For debt repayment and working capital. **Office**—5440 Highway Ave., Jacksonville, Fla. **Underwriter**—Florida Growth Securities, Inc., Jacksonville.

**Campus Casuals of California (12/11-15)**  
Oct. 11, 1961 filed 140,000 common. **Price**—By amendment. **Business**—Manufactures ladies' apparel. **Proceeds**—For selling stockholders. **Office**—719 S. Los Angeles St., Los Angeles, Calif. **Underwriter**—William R. Staats & Co., Los Angeles.

**Canbowl Centers Ltd.**  
Aug. 4, 1961 filed 131,500 common shares to be offered for subscription by stockholders of American Bowling

Enterprises, Inc., parent company, on the basis of one share for each four American shares held. **Price**—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For working capital and the construction and operation of bowling centers. **Office**—100 Wilder Bldg., Rochester, N. Y. **Underwriter**—None.

**Cap & Gown Co. (12/4-8)**  
Sept. 21, 1961 filed 192,400 class A common, of which 125,500 are to be offered by the company and 66,900 by stockholders. **Price**—By amendment. **Business**—Manufacture, rental, and sale of graduation caps, gowns, choir robes and related apparel. **Proceeds**—Plant expansion, repayment of debt and other corporate purposes. **Office**—100 N. Market St., Champaign, Ill. **Underwriter**—Kidder, Peabody & Co., Inc., N. Y.

**Capital Research Industries, Inc.**  
June 28, 1961 filed 165,000 common shares and 75,000 common stock purchase warrants. **Price**—For stock, \$2; for warrants, 20 cents. **Business**—The manufacture of X-ray film processing machines. **Proceeds**—For repayment of loans and working capital. **Office**—4206 Wheeler Ave., Alexandria, Va. **Underwriter**—None.

**Captain's Corp.**  
Oct. 11, 1961 ("Reg. A") 65,000 common. **Price**—\$3.30. **Business**—General real estate. **Proceeds**—For debt repayment and general corporate purposes. **Office**—6945 Nicollet Ave., Minneapolis. **Underwriters**—Irving J. Rice & Co., Inc., St. Paul; R. J. Steichen & Co., Minneapolis; Bardon Higgins & Co., Inc., Duluth, and C. D. Mahoney & Co., Inc., Minneapolis.

**Card Key Systems, Inc.**  
July 28, 1961 ("Reg. A") 60,000 common shares (no par). **Price**—\$5. **Proceeds**—For research and development,

advertising equipment and working capital. **Office**—923 S. San Fernando Boulevard, Burbank, Calif. **Underwriter**—Rutner, Jackson & Gray, Inc., Los Angeles. **Offering**—Expected in early February.

**Caribbean Cement Co., Ltd.**  
Oct. 18, 1961 filed 272,000 American Depositary Shares, each share representing one ordinary share. **Price**—By amendment. **Business**—Manufacture of cement. **Proceeds**—For selling stockholders. **Office**—Kingston, Jamaica. **Underwriter**—Paribas Corp., N. Y.

**Caribbean Shoe Corp.**  
Oct. 18, 1961 filed 149,794 common, of which 146,667 will be sold by the company and 3,127 by a stockholder. **Price**—\$6. **Business**—Design, manufacture and distribution of custom made shoes for women. **Proceeds**—General corporate purposes. **Office**—253 S. W. 8th St., Miami, Fla. **Underwriter**—Robert L. Ferman & Co., Inc., Miami. **Offering**—Expected sometime in January.

**Cary Chemicals, Inc.**  
Sept. 27, 1961 filed 1,031,939 common to be offered for subscription by common stockholders and holders of convertible securities at the rate of one new share for each two held. **Price**—By amendment. **Business**—Manufacture of vinyl chloride polymer and copolymer resins, polyvinyl chloride compounds, and polyvinyl chloride sheeting and laminates and polyethylene film. **Proceeds**—For expansion. **Office**—Ryders Lane, E. Brunswick, N. J. **Underwriters**—Lee Higginson Corp., and P. W. Brooks & Co., N. Y. (mgr). **Offering**—Late December.

**Casavan Industries, Inc.**  
Aug. 21, 1961 filed 350,000 capital shares. **Price**—\$7. **Business**—Production of plastics, marble and ceramics  
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## NEW ISSUE CALENDAR

### November 27 (Monday)

American Data Machines, Inc. (Golkin, Bomback & Co.) \$675,000 **Common**  
American Technical Machinery Corp. (M. L. Lee & Co., Inc.) 95,000 shares **Common**  
Anodyne, Inc. (Ross, Lyon & Co., Inc. and Globus, Inc.) \$625,000 **Units**  
Atlantic Improvement Corp. (Bear, Stearns & Co. and Finkle & Co.) 150,000 shares **Common**  
Authenticolor Inc. (General Economics Corp.) 148,200 shares **Common**  
Avemco Finance Corp. (Sterling, Grace & Co. and Rouse, Brewer, Becker & Bryant, Inc.) \$1,000,000 **Common**  
Barry-Martin Pharmaceuticals, Inc. (Edward Hindley & Co.) \$300,000 **Common**  
Bin-Dicator Co. (Smith, Hague & Co.) 160,932 shares **Common**  
Binney & Smith, Inc. (Lee Higginson Corp.) 171,038 shares **Common**  
Camp Chemical Co., Inc. (Russell & Saxe, Inc.) \$330,000 **Capital**  
Cole Vending Industries, Inc. (Straus, Blosser & McDowell) 115,000 shares **Common**  
Commonwealth Theatres of Puerto Rico, Inc. (J. R. Williston & Beane) \$1,000,000 **Com.**  
Control Lease Systems, Inc. (J. P. Penn & Co., Inc., and M. H. Bishop & Co.) \$258,750 **Common**  
Cooke Engineering Co. (Jones, Kreeger & Co.) \$352,000 **Common**  
Crossway Motor Hotels, Inc. (Candee & Co.) \$350,000 **Common**  
Floyd Bennett Stores, Inc. (Goodkind, Neufeld, Jordan Co., Inc. and Richter & Co.) 100,000 shares **Common**  
General Forms, Inc. (Equity Securities Co. and Guardian Securities Corp., Miami) \$300,000 **Common**  
Jefferson Counsel Corp. (No underwriting) \$300,000 **Common**  
Korfund, Inc. (Street & Co., Inc.) 6,000 units **Units**  
L. L. Drug Co., Inc. (Sevens Investment Co.) \$450,000 **Common**  
Louis Sherry Preserves, Inc. (Stanley Heller & Co.) \$800,000 **Common**  
Malone & Hyde, Inc. (Equitable Securities Corp.) 275,000 shares **Common**  
Metal Bellows Corp. (Estabrook & Co.) 140,000 shares **Common**  
Monmouth Electric Co., Inc. (Cruttenden, Podesta & Co. and Spear, Leeds & Kellogg) \$1,200,000 **Common**  
Municipal Investment Trust Fund, Pa. Series. **Ints.**  
NAC Charge Plan and Northern Acceptance Corp. (Sade & Co.) 33,334 shares **Common**  
National Industries, Inc. (Mayo & Co., Inc.) \$300,000 **Common**  
North American Acceptance Corp. (Hornblower & Weeks) \$850,000 **Common**  
Pakco Management & Development Co. (Woodcock, Moyer, Fricke & French, Inc.) \$3,410,000 **Common**  
Photo-Animation, Inc. (First Philadelphia Corp.) \$187,500 **Common**  
Pioneer Astro Industries, Inc. (Francis I. du Pont & Co.) 150,000 shares **Common**  
Plymouth Discount Corp. (M. Posey Associates, Ltd.) \$300,000 **Common**  
Preco Industries, Inc. (Dean Samitas & Co.) \$400,000 **Common**  
Science Research Associates, Inc. (White, Weld & Co., Inc. and William Blair & Co.) 150,040 shares **Common**  
Shaer Shoe Corp. (Dean Witter & Co.) 225,000 shares **Common**  
Southwestern Research & Development Co. (Wilson, Johnson & Higgins) \$6,000,000 **Com.**  
Star Homes, Inc. (D. E. Liederman & Co., Inc.) \$399,000 **Units**  
Thermionix Industries Corp. (D. L. Capas Co.) \$300,000 **Common**  
Tower Communications Co. (C. E. Unterberg, Towbin Co.) 125,000 shares **Common**

Tri-Chem, Inc. (P. W. Brooks & Co., Inc.) 3,500 units **Units**  
Union Rock & Materials Corp. (William R. Staats & Co., Inc.) 160,000 shares **Common**  
United Exposition Service Co. (Drexel & Co.) 100,000 shares **Common**  
United States Plastics, Inc. (Roman & Johnson) \$570,000 **Common**  
Wards Co., Inc. (Stein Eros. & Boyce) 110,000 shares **Common**  
Willner's Liquors (First Weber Securities Corp.) \$300,000 **Common**  
Windsor Texprint, Inc. (D. E. Liederman & Co., Inc.) \$530,000 **Common**

### November 28 (Tuesday)

Alpine Geophysical Associates, Inc. (S. D. Fuller & Co.) 150,000 shares **Common**  
Aveeno Pharmaceuticals, Inc. (Laird & Co., Corp.) 125,000 shares **Common**  
Barton Distilling Co. (Smith, Barney & Co. and Fulton, Reid & Co., Inc.) 360,000 shares **Common**  
Continental Vending Machine Corp. (Offering to stockholders—underwritten by Hardy & Co.) \$5,052,700 **Debentures**  
Hanna (M. A.) Co. (First Boston Corp.) 740,000 shares **Common**  
Knappe & Vogt Manufacturing Co. (Glore, Forgan & Co.) 263,750 shares **Common**  
Micro-Precision Corp. (Manufacturers Securities Corp.; Bioren & Co.; Boening & Co.; Chace, Whiteside & Winslow, Inc.; Draper, Sears & Co.; Schirmer, Atherton & Co.) \$300,000 **Common**  
Orbit Instrument Corp. (Hardy & Co.) \$400,000 **Capital**  
Pennsylvania Power & Light Co. (Bids 11:30 a.m. EST) \$30,000,000 **Bonds**  
Permanente Cement Co. (Dean Witter & Co. and First Boston Corp.) 365,000 shares **Preferred**  
Quartite Creative Corp. (Shell Associates, Inc. and Godfrey, Hamilton & Taylor & Co.) \$500,000 **Common**  
Rantec Corp. (Blyth & Co., Inc.) 100,000 shares **Common**  
Taddeo Construction & Leasing Corp. (Myron A. Lomasney & Co. and N. A. Hart & Co.) \$1,050,000 **Common**

### November 29 (Wednesday)

Southern Pacific Co. (Bids noon EST) \$7,905,000 **Equip. Trust Cfts.**  
Swift Homes, Inc. (Eastman Dillon, Union Securities & Co.) 240,000 shares **Common**  
Tropical Gas Co., Inc. (Offering to stockholders—underwritten by Glore, Forgan & Co.) 135,000 shares **Common**

### November 30 (Thursday)

Ace Trophies Corp. (Ezra Kureen Co.) \$200,000 **Common**  
Automated Sports Centers, Inc. (Holton, Henderson & Co.) \$1,750,000 **Units**  
Belgium (Kingdom of) (Morgan Stanley & Co. and Smith, Barney & Co.) \$25,000,000 **Bonds**  
Warshaw (H.) & Sons, Inc. (Lee Higginson Corp. and P. W. Brooks & Co., Inc.) 285,000 shares **Class A**

### December 1 (Friday)

American Variety Stores, Inc. (Netherlands Securities Co., Inc.) \$450,000 **Common**  
FM-Stereo Guide, Inc. (Valley Forge Securities Co., Inc.) \$300,000 **Common**  
Royal Land & Development Corp. (Lieberbaum & Co.) \$900,000 **Common**

### December 4 (Monday)

AMT Corp. (A. G. Becker & Co.) 230,000 shares **Common**  
Acro Electronic Products Co. (Roth & Co., Inc.) \$400,000 **Common**  
Aerological Research, Inc. (A. D. Gilhart & Co., Inc.) \$350,000 **Common**  
Albert Voigt Industries, Inc. (David Barnes & Co., Inc.) \$320,000 **Common**  
Alson Manufacturing Co. (Albion Securities Co., Inc.) \$300,000 **Common**

American Safety Equipment Corp. (Charles Plohn & Co.) \$800,000 **Common**  
Bell Television, Inc. (Investment Planning Group, Inc.) \$300,000 **Common**  
Boro Electronics, Inc. (McLaughlin, Kaufmann Co.) \$300,000 **Common**  
Cap & Gown Co. (Kidder, Peabody & Co.) 192,400 shares **Class A**  
Catamount, Inc. (Kennedy & Peterson, Inc.) \$30,000 **Debentures**  
Childcraft Equipment Co., Inc. (Ganis & Co., Inc.) \$195,000 **Common**  
Consolidated Vending Corp. (William, David & Mottl, Inc.) \$400,000 **Units**  
Corrigan Communications, Inc. (D. E. Liederman & Co., Inc. and Mitchum, Jones & Templeton) \$750,000 **Common**  
Coyle's Voting Machine Co. (John A. Kemper & Co.) \$147,500 **Common**  
Creative Electronics, Inc. (No underwriting) 75,000 shares **Class A**  
Demarco Business Forms Inc. (Suplee, Yeatman, Mosley Co., Inc.) 100,000 shares **Common**  
Diversified Small Business Investment Corp. (Lieberbaum & Co. and Morris Cohen & Co.) \$3,000,000 **Com.**  
Dynamic Toy, Inc. (Hancock Securities Corp.) \$243,000 **Common**  
Electronic Communications, Inc. (Laird & Co., Corp.) 150,960 shares **Common**  
Electronics Discovery Corp. (Globus, Inc.) \$150,000 **Common**  
Empire Precision Components, Inc. (Ezra Kureen Co.) \$260,000 **Class A**  
Executive House, Inc. (Bear, Stearns & Co. and Straus, Blosser & McDowell Co.) 200,000 units **Units**  
Foods Plus, Inc. (Shearson, Hammill & Co.) 150,000 shares **Common**  
Fashion Homes Inc. (Globus, Inc., and Ross, Lyon & Co., Inc.) \$244,800 **Common**  
Fashion Homes Inc. (Globus, Inc., and Ross, Lyon & Co., Inc.) \$1,000,000 **Units**  
Fleetwood Securities Corp. of America (General Securities Co., Inc.) \$700,000 **Common**  
Growth Properties (Pacific Coast Securities Co.) 50,000 shares **Common**  
Happy House, Inc. (No underwriting) \$700,000 **Common**  
Hartfield Stores, Inc. (Van Alstyne, Noel & Co. and Johnston, Lemon & Co.) \$5,000,000 **Debentures**  
High Temperature Materials, Inc. (L. F. Rothschild & Co.) 120,000 shares **Common**  
Hygiene Industries Inc. (Milton D. Blauner & Co.) \$1,000,000 **Common**  
Hygrade Packaging Corp. (P. J. Gruber & Co., Inc.) 100,000 shares **Class A**  
Illinois Capital Investment Corp. (Blair & Co., Inc.) 250,000 shares **Common**  
Jayark Films Corp. (Pacific Coast Securities Co.) 72,000 shares **Common**  
Julyn Sportswear, Inc. (Mortimer B. Burnside & Co., Inc.) \$625,000 **Class A**  
Lance, Inc. (R. S. Dickson & Co.) 364,000 shares **Common**  
Lido Corp. (Flomenhaft, Seidler & Co.) \$273,000 **Common**  
Macoid Industries, Inc. (Charles Plohn & Co.) \$1,500,000 **Common**  
Major Finance Corp. (Manhattan Eastern Corp.) \$600,000 **Units**  
Mann Research Laboratories, Inc. (L. D. Sherman & Co.) \$300,000 **Common**  
Meehan-Tooker Co., Inc. (Harry Odzer Co. and Bruno-Lenchner, Inc.) \$500,000 **Common**  
Nalley's, Inc. (Blyth & Co., Inc.) 210,000 shares **Common**  
Old Empire, Inc. (Laird, Bissell & Meeds) \$950,000 **Debentures**  
Orbit Industries, Inc. (Hodgdon & Co., Inc.) \$500,000 **Common**  
Pacific Nutrient & Chemical Co. (N. A. Hart & Co., Inc.) \$400,000 **Common**  
Pako Corp. (Paine, Webber, Jackson & Curtis) 150,000 shares **Common**  
Paramount Foam Industries (Fialkov & Co., Inc. and Stanley Heller & Co.) 137,500 shares **Common**

*Continued on page 34*

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for the packaging and building industries. Proceeds—For expansion, leasehold improvements, repayment of loans and other corporate purposes. Office—250 Vreeland Ave., Paterson, N. J. Underwriter—Foundation Securities, Inc., N. Y.

**Catamount, Inc. (12/4-8)**

Aug. 23, 1961 ("Reg. A") \$30,000 of debentures due Sept. 1, 1976, to be offered in units of \$500. Price—At par. Proceeds—For operation of a ski resort. Address—Egremont, Mass. Underwriter—Kennedy & Peterson, Inc., Hartford, Conn.

**Cavalier Radio & Electronics Corp.**

Oct. 27, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Manufacture of specialized radios and phonographs. Proceeds—New products, equipment and working capital. Office—66-02 Austin St., Forest Hills, N. Y. Underwriter—General Securities Co., Inc., N. Y. Offering—Expected sometime in January.

**Coco Steel Products Corp.**

Nov. 13, 1961 filed 18,000 common. Price—By amendment. Business—Manufacture of products for the construction industry. Proceeds—For selling stockholders. Office—5601 W. 26th St., Chicago. Underwriter—Hornblower & Weeks, N. Y. Offering—Expected in January.

**Central American Mining & Oil, Inc.**

Oct. 30, 1961 filed 494,250 common. Price—\$5. Business—Exploration for oil, gas and other minerals. Proceeds—For general corporate purposes. Office—Edificio Banco Atlantida, Tegucigalpa, D. C., Honduras. Underwriter—None.

**Certified Industries, Inc.**

Sept. 28, 1961 filed \$750,000 of 6% convertible subordinated debentures due 1976 with attached warrants to purchase 15,000 class A shares to be offered in units (of one \$250 debenture and a warrant to purchase 5 shares) for subscription by holders of class A and class B shares at the rate of one unit for each 50 shares held. Price—\$250 per unit. Business—Production of concrete for construction purposes. Proceeds—For expansion, equipment and working capital. Office—344 Duffy Ave., Hicksville, N. Y. Underwriter—Singer, Bean & Mackie, Inc., N. Y.

**Challenger Products, Inc.**

June 30, 1961 filed 125,000 common shares. Price—\$5. Proceeds—For the repayment of debt, purchase of new equipment, and working capital. Office—2934 Smallman St., Pittsburgh, Pa. Underwriter—Arthurs, Lestrangle & Co., Pittsburgh. Offering—Expected in early December.

**Chandler Leasing Corp.**

Sept. 26, 1961 filed 143,000 common. Price—By amendment. Business—Leasing of equipment. Proceeds—For the purchase of 20 class A common shares from a director, and working capital. Office—17 Dunster St., Cambridge, Mass. Underwriter—G. H. Walker & Co., N. Y.

**Chester Electronic Laboratories, Inc.**

Sept. 27, 1961 filed 100,000 common. Price—By amendment. Business—Manufacture of electronic teaching equipment. Proceeds—For acquisition of a plant and equipment, debt repayment, new products and working capital. Address—Chester, Conn. Underwriter—Putnam & Co., Hartford. Offering—Expected in December.

**Childcraft Equipment Co., Inc. (12/4-8)**

Oct. 20, 1961 ("Reg. A") 65,000 common. Price—\$3. Business—Design, development and marketing of edu-

cational equipment for children of nursery school age. Proceeds—For working capital. Office—155 E. 23rd St., N. Y. Underwriter—Gianis & Co., Inc., N. Y.

**Church Builders, Inc.**

Feb. 6, 1961 filed 50,000 shares of common stock, series 2. Price—\$5.50 per share. Business—A closed-end diversified management investment company. Proceeds—For investment. Office—501 Bailey Ave., Fort Worth, Tex. Distributor—Associates Management, Inc., Fort Worth.

**Cineque Colorfilm Laboratories, Inc.**

Aug. 29, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—The production of slides and color film strips. Proceeds—For equipment, sales promotion and advertising. Office—424 E. 89th St., N. Y. Underwriter—Paul Eisenberg Co., N. Y.

**Citizens Life Ins. Co. of New York (12/5)**

Sept. 8, 1961 filed 147,000 common, of which 100,000 will be sold by the company and 47,000 by a stockholder. Price—By amendment. Business—The writing of ordinary life, group life and group credit life insurance. Proceeds—For investment in income producing securities. Office—33 Maiden Lane, N. Y. Underwriter—A. G. Becker & Co., N. Y. (mgr.).

**Civic Center Redevelopment Corp.**

Nov. 13, 1961 filed \$21,780,000 of income debentures due 1995 and 220,000 common shares to be offered in units consisting of 1% of stock and 99% of debentures. Price—By amendment. Business—Company was formed for the purpose of revitalizing downtown St. Louis. Proceeds—For acquisition of land, construction of a stadium and related facilities. Office—407 N. 8th St., St. Louis. Underwriter—None.

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|  |         |
|--|---------|
| Popular Library, Inc. (Sutro Brothers & Co.) 127,500 shares  | Capital |
| Product Research of R. I., Inc. (Continental Bond & Share Corp.) \$676,500                                 | Common  |
| Pyrometer Co. of America, Inc. (Arnold Malkan & Co., Inc.) 300,000 shares                                  | Common  |
| Realty Equities Corp. of New York (Offering to stockholders—underwritten by Sutro Bros. & Co.) \$1,675,800 | Units   |
| Rocket Power, Inc. (Paine, Webber, Jackson & Curtis) 200,000 shares  | Common  |
| S. O. S. Photo-Cine-Optics, Inc. (William, David & Mottl, Inc.) \$200,000                                  | Units   |
| Southern Growth Industries, Inc. (Capital Securities Corp.) \$600,000                                      | Common  |
| Susan Crane Packaging, Inc. (C. E. Unterberg, Towbin Co.) 150,000 shares                                   | Common  |
| U. S. Controls, Inc. (N. A. Hart & Co.) \$270,000  | Common  |
| Val-U Homes Corp. of Delaware (Stearns & Co.) \$500,000  | Common  |
| Valley Gas Production, Inc. (White, Weld & Co.) 194,000 shares   | Common  |
| Valley Forge Products, Inc. (Hersfeld & Stern) 120,000 shares  | Capital |
| Western Semiconductors, Inc. (Currier & Carlsen, Inc.) \$300,000   | Capital |
| Windsor (Key), Inc. (Lee Higginson Corp.) 200,000 shares   | Class A |
| World Wide Bowling Enterprises, Inc. (Fraser & Co.) \$520,000  | Common  |

**December 5 (Tuesday)**

|   |        |
|---|--------|
| Citizens Life Insurance Co. of New York (A. G. Becker & Co.) 147,000 shares                 | Common |
| Sel-Rex Corp. (Eastman Dillon, Union Securities & Co.) 200,000 shares                       | Common |
| Super Valu Stores, Inc. (White, Weld & Co., Inc. and J. M. Dain & Co., Inc.) 115,000 shares | Common |

**December 6 (Wednesday)**

|  |            |
|--|------------|
| Borden Co. (Morgan Stanley & Co.) \$50,000,000   | Debentures |
| General Telephone Co. of California (Bids 11 a.m. EST) \$25,000,000                            | Bonds      |
| Gibraltar Financial Corp. of California (White, Weld & Co. and Dean Witter & Co.) \$5,500,000  | Debentures |
| National Hospital Supply Co. (Edward Lewis Co., Inc. and Underhill Securities Corp.) \$300,000 | Common     |

**December 11 (Monday)**

|   |            |
|---|------------|
| Air Master Corp. (Francis I. du Pont & Co.) 200,000 shares                                | Common     |
| All Star World Wide, Inc. (Alessandrini & Co., Inc. and Hardy & Hardy) \$250,000          | Debentures |
| All Star World Wide, Inc. (Alessandrini & Co., Inc. and Hardy & Hardy) \$750,000          | Common     |
| Barish Associates, Inc. (Gianis & Co.) \$200,000  | Common     |
| Barry (R. G.) Corp. (Arnold Malkan & Co.) \$500,000                                       | Common     |
| Bronzini, Ltd. (A. J. Gabriel & Co., Inc.) \$750,000                                      | Common     |
| Campus Casuals of California (William R. Staats & Co.) 140,000 shares                     | Common     |
| Commerce Clearing House, Inc. (Dillon, Read & Co., Inc.) \$360,000                        | Common     |
| Community Charge Plan (Troster, Singer & Co.) 36,000 units                                | Units      |
| Consolidated Chemical & Paint Corp. (Armstrong & Co. and L. C. Wegard & Co.) \$550,000    | Units      |
| Dale Systems, Inc. (Theodore Arrin & Co., Inc.) \$325,000                                 | Common     |
| Dero Research & Development Corp. (James Co.) \$129,600                                   | Common     |
| EMAC Data Processing Corp. (M. W. Janis Co., Inc.) \$250,000                              | Common     |
| Eastern Properties Improvement Corp. (Woodcock, Moyer, Fricke & French, Inc.) \$1,500,000 | Debentures |
| Eastern Properties Improvement Corp. (Woodcock, Moyer, Fricke & French, Inc.) \$2,500,000 | Common     |
| Energy Components Corp. (Albion Securities Co., Inc.) \$175,000                           | Common     |

|  |         |
|--|---------|
| Family Circle Associates, Inc. (Russell & Saxe, Inc.) \$350,000                      | Common  |
| Fram Corp. (Merrill Lynch, Pierce, Fenner & Smith Inc.) 50,000 shares                | Common  |
| General Research Corp. (Wilson, Ehl, Demos, Bailey & Co.) \$279,130                  | Units   |
| Hannett Industries, Inc. (Albion Securities Co., Inc.) \$300,000                     | Common  |
| Kenwin Shops, Inc. (D. H. Blair & Co. and Johnson, Lane, Space Corp.) \$400,000      | Common  |
| Kulicke & Soffa Manufacturing Co. (Marron, Sloss & Co., Inc.) 122,980 shares         | Common  |
| Lincoln Fund, Inc. (Horizon Management Corp.) 951,799 shares                         | Common  |
| Ludwig Engineering & Science (Dempsey-Tegeler & Co., Inc.) 125,000 shares            | Common  |
| Marlene Industries Corp. (Bernard M. Kahn & Co., Inc.) \$1,575,000                   | Common  |
| Martin Yale Business Machines Corp. (Richard Bruce & Co., Inc.) \$350,000            | Units   |
| Miss Elliette, Inc. (F. L. Rossmann & Co.) 100,000 shares                            | Common  |
| Mon-Dak Feed Lot, Inc. (Wilson, Ehl, Demos, Bailey & Co.) \$450,000                  | Common  |
| Orion Electronics Corp. (A. D. Gilhart & Co., Inc.) \$350,000                        | Common  |
| Polytronic Research, Inc. (Jones, Kreeger & Co. and Balogh & Co.) 193,750 shares     | Common  |
| Quik-Chek Electronics & Photo Corp. (J. R. Williston & Beane) \$1,100,000            | Common  |
| Raymond Engineering Laboratory, Inc. (Lee Higginson Corp.) 100,000 shares            | Common  |
| Savin Business Machines Corp. (Ira Haupt & Co.) \$1,500,000                          | Common  |
| Semicon, Inc. (S. D. Fuller & Co.) 125,000 shares                                    | Common  |
| Sierra Capital Co. (C. E. Unterberg, Towbin Co.) 1,000,000 shares                    | Capital |
| Southern Realty & Utilities Corp. (Hirsch & Co. and Lee Higginson Corp.) 8,280 units | Units   |
| Trio-Tech, Inc. (Ezra Kureen Co.) \$200,000  | Common  |
| Turner Engineering & Automation Corp. (Valley Forge Securities Co., Inc.) \$300,000  | Com.    |
| United States Crown Corp. (Adams & Peck) \$1,200,000                                 | Common  |
| Virginia Dare Stores Corp. (Lehman Brothers) 154,000 shares                          | Common  |
| Worldwide Fund Ltd. (Burnham & Co.) \$10,000,000                                     | Common  |

**December 12 (Tuesday)**

|  |            |
|--|------------|
| Tennessee Gas Transmission Co. (Stone & Webster Securities Corp.; White, Weld & Co. and Halsey, Stuart & Co., Inc.) \$50,000,000 | Debentures |
| Tip Top Products Co. (White, Weld & Co., Inc. and First Nebraska Securities Corp.) 130,222 shares                                | Class B    |
| Tip Top Products Co. (White, Weld & Co., Inc. and First Nebraska Securities Corp.) 121,778 shares                                | Class A    |

**December 13 (Wednesday)**

|  |        |
|--|--------|
| Pulp Processes Corp. (Wilson, Johnson & Higgins) \$700,000 | Common |
|--|--------|

**December 14 (Thursday)**

|  |        |
|--|--------|
| Bel-Aire Products, Inc. (Ehrlich, Irwin & Co., Inc.) \$300,000 | Common |
|--|--------|

**December 15 (Friday)**

|   |        |
|---|--------|
| Marks Polarized Corp. (Ross, Lyon & Co., Inc.; Glass & Ross, Inc. and Globus, Inc.) 95,000 shares | Common |
| North Carolina Natural Gas Corp. (Kidder, Peabody & Co.) \$2,250,000                              | Bonds  |

**December 18 (Monday)**

|  |            |
|--|------------|
| Agency Tile Industries, Inc. (International Services Corp.) \$300,000                  | Common     |
| American Financial Corp. (Shearson, Hammill & Co. and Westheimer & Co.) 150,000 shares | Common     |
| American Realty & Petroleum Corp. (Troster, Singer & Co.) \$2,000,000                  | Debentures |
| Cromwell Business Machines, Inc. (Pacific Coast Securities Co.) \$300,000              | Common     |

|   |         |
|---|---------|
| Fifth Avenue Cards, Inc. (Hardy & Co.) 115,000 shares   | Capital |
| Green (Henry J.) Instrument Co. (N. A. Hart & Co., Inc.) \$315,000                                    | Common  |
| Jarrell-Ash Co. (Stearns & Co. and Clayton Securities Corp.) 60,000 shares                            | Common  |
| Kellwood Co. (Goldman, Sachs & Co. and Lehman Brothers) 380,000 shares                                | Common  |
| Kelly Girl Service, Inc. (Dean Witter & Co.) 100,000 shares   | Common  |
| Mercury Photo Corp. (General Securities Co.; S. Kasdan & Co., Inc. and Dual Planning Corp.) \$500,000 | Class A |
| Molecular Dielectrics, Inc. (Street & Co., Inc. and Irving Weis & Co.) \$750,000                      | Common  |
| Oceanic Instruments, Inc. (Globus, Inc.) \$140,000  | Common  |
| Policy-Matic Affiliates, Inc. (Balogh & Co., Inc.) \$650,000  | Capital |
| Recco, Inc. (Midland Securities Co., Inc.) 75,000 shares  | Class A |
| Sav-Tax Club, Inc. (B. G. Harris & Co., Inc.) \$300,000   | Common  |
| Shatterproof Glass Corp. (Shields & Co.) 215,000 shares   | Common  |
| Southridge Plastic Products Inc. (H. Hentz & Co. and Allen & Co.) 205,710 shares                      | Class A |
| Space Age Materials Corp. (Manufacturers Securities Corp.) \$300,000                                  | Common  |
| Sterling Extruder Corp. (Marron, Sloss & Co.) 90,000 shares   | Common  |
| Struthers Scientific & International Corp. (Hirsch & Co., Inc.) 150,000 shares                        | Com.    |
| Tele-Communications Corp. (Edward Lewis Co., Inc.) \$300,000  | Common  |
| Union Title Co. (No underwriting) \$1,125,000   | Capital |
| Uropa International, Inc. (Dean Samitas & Co.) \$300,000  | Common  |
| Voron Electronics Corp. (John Joshua & Co., Inc. and Reuben Rose & Co.) \$300,000                     | Class A |
| World Scope Publishers, Inc. (Standard Securities Corp.) 300,000 shares                               | Common  |

**December 20 (Wednesday)**

|   |        |
|---|--------|
| Rubber & Fibre Chemical Corp. (Armstrong & Co., Inc.) \$600,000 | Common |
|---|--------|

**December 22 (Friday)**

|  |        |
|--|--------|
| Wulpa Parking Systems, Inc. (Ehrlich, Irwin & Co., Inc.) \$300,000 | Common |
|--|--------|

**December 26 (Tuesday)**

|   |            |
|---|------------|
| Interstate Hosts, Inc. (Offering to stockholders—underwritten by Glore, Forgan & Co. and H. M. Bylesby & Co., Inc.) \$2,550,000 | Debentures |
| Medex, Inc. (Globus, Inc.) 110,000 shares   | Common     |
| Univend Corp. (Ezra Kureen Co.) \$287,500   | Common     |
| Universal Lighting Products, Inc. (Globus, Inc.) \$175,000  | Common     |

**December 29 (Friday)**

|  |        |
|--|--------|
| Lunar Enterprises, Inc. (Ehrlich, Irwin & Co., Inc.) \$718,750 | Common |
|--|--------|

**January 4, 1962 (Thursday)**

|  |        |
|--|--------|
| Gluckin (Wm.) Co., Ltd. (Globus, Inc.) \$1,750,000 | Common |
|--|--------|

**January 9, 1962 (Tuesday)**

|   |       |
|---|-------|
| New York Telephone Co. (Bids to be received) \$60,000,000 | Bonds |
|---|-------|

**January 23 (Tuesday)**

|  |            |
|--|------------|
| Texas Power & Light Co. (Bids to be received) \$10,000,000 | Debentures |
|--|------------|

**February 7 (Wednesday)**

|   |       |
|---|-------|
| El Paso Electric Co. (Bids to be received) \$10,500,000 | Bonds |
|---|-------|

**March 5, 1962 (Monday)**

|  |       |
|--|-------|
| West Penn Power Co. (Bids to be received) \$25,000,000 | Bonds |
|--|-------|

★ **Clarkson N. Potter, Inc.**

Nov. 7, 1961 ("Reg. A") 190,000 capital shares. Price—\$1. Business—Book publishers. Proceeds—For debt repayment. Office—56 E. 66th St., N. Y. Underwriter—Dominick & Dominick, N. Y.

★ **Clute (Francis H.) & Son, Inc.**

July 3, 1961 filed 1,000,000 common shares. Price—\$1.50. Business—The manufacture of farm and industrial equipment. Proceeds—For materials and inventory, research and development and working capital. Office—1303 Elm St., Rocky Ford, Colo. Underwriter—Stone, Altman & Co., Inc., Denver. Offering—In late December or early January.

★ **Colby (Jane), Inc.**

Oct. 19, 1961 filed 105,000 common, of which 50,000 shares are to be offered by the company and 55,000 shares by stockholders. Price—\$10. Business—Manufacture of women's apparel. Proceeds—For general corporate purposes. Office—113 Fourth Ave., N. Y. Underwriter—Meade & Co., N. Y. Offering—Expected in Jan.

★ **Cole Vending Industries, Inc. (11/27-12/1)**

Aug. 28, 1961 filed 115,000 common. Price—\$5. Business—The manufacture, sale, and servicing of vending machines. Proceeds—For working capital. Office—560 W. Lake St., Chicago. Underwriter—Straus, Blosser & McDowell, Chicago (mgr.).

★ **Coleco Industries, Inc.**

Sept. 26, 1961 filed 120,000 common, of which 12,000 shares will be offered by the company and 108,000 by stockholders. Price—By amendment. Business—Manufactures plastic toys, play pools, toy boats and houses, and games. Proceeds—For plant expansion and working capital. Office—75-77 Windsor St., Hartford, Conn. Underwriter—Cooley & Co., Hartford, Conn.

★ **Commerce Clearing House, Inc. (12/11-15)**

Nov. 9, 1961 filed 360,000 common. Price—By amendment. Business—Creation and production of topical law reports. Proceeds—For selling stockholders. Office—4025 W. Peterson Ave., Chicago. Underwriter—Dillon, Read & Co. Inc., N. Y.

★ **Commonwealth Edison Co. (12/13)**

Nov. 17, 1961 filed \$40,000,000 of sinking fund debentures due Dec. 1, 2011. Proceeds—For redemption of all 400,000 outstanding 4.64% cumulative preferred shares (\$100 par). Office—72 West Adams St., Chicago. Underwriters—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Gloré, Forgan & Co. Bids—Expected Dec. 13 at 9:30 a.m. (CST).

★ **Commonwealth Theatres of Puerto Rico, Inc. (11/27-12/1)**

July 28, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. Price—\$10. Business—Operation of a chain of theatres in Puerto Rico. Proceeds—For construction of a drive-in movie theatre, building renovations and general corporate purposes. Address—Santurce, Puerto Rico. Underwriter—J. R. Williston & Beane, N. Y.

★ **Community Charge Plan (12/11-15)**

Sept. 22, 1961 filed \$3,600,000 of 6% subordinated debentures due 1976 (with attached warrants to purchase 72,000 common shares) and 216,000 common, to be offered in units consisting of a \$100 debenture (and a warrant to purchase two shares) and six common shares. Price—By amendment. Business—The purchase at a discount from merchant-members, their accounts receivable arising from customers who hold credit cards issued by these members. Proceeds—To repay debt and increase working capital. Office—10 Banta Place, Hackensack, N. J. Underwriter—Tröster, Singer & Co., N. Y.

★ **Computron Corp.**

Sept. 15, 1961 filed 500,000 common. Price—\$1.15. Business—Research, development, design and production of electronic automation devices. Proceeds—For equipment, research and development and working capital. Office—9330 James Ave., South, Minneapolis. Underwriter—Brandtjen & Bayliss, Inc., St. Paul, Minn.

★ **Concours Supply Co., Inc.**

Oct. 19, 1961 filed 100,000 class A common. Price—\$4. Business—Sale of food service and kitchen equipment. Proceeds—For equipment, debt repayment and other corporate purposes. Office—110 "A" St., Wilmington, Del. Underwriter—Roth & Co., Inc., Philadelphia. Offering—Expected in late January.

★ **Consolidated Aerosol Corp.**

Sept. 29, 1961 ("Reg. A") 70,000 common. Price—\$3. Business—Compounds and packages cosmetics, household pharmaceutical and industrial products. Proceeds—For debt repayment, equipment and working capital. Office—107 Sylvester St., Westbury, N. Y. Underwriter—J. E. Bayard & Co., Inc., 80 Wall St., New York City.

★ **Consolidated Bowling Corp.**

Sept. 28, 1961 filed 200,000 common. Price—By amendment. Business—Operation of bowling centers. Proceeds—For expansion and working capital. Office—880 Military Rd., Niagara Falls, N. Y. Underwriter—Doolittle & Co., Buffalo, N. Y.

★ **Continental Finance & Loan Co.**

Nov. 8, 1961 ("Reg. A") \$300,000 of 3-year 8% subordinated debentures to be offered in units of \$100 and \$1,000. Price—At par. Business—A finance company. Proceeds—For working capital. Office—362 W. Peachtree St., N. W., Atlanta, Ga. Underwriter—None.

★ **Continental Industrial Electronic Corp.**

Nov. 21, 1961 filed 200,000 common. Price—\$2.50. Business—Development and manufacture of television picture tubes. Proceeds—For debt repayment and other corporate purposes. Office—2724 Leonis Blvd., Los Angeles. Underwriter—Amos Treat & Co., Inc., N. Y.

★ **Consolidated Chemical & Paint Corp. (12/11-15)**

Aug. 29, 1961 filed \$275,000 of 6½% subordinated convertible debentures due 1968 and 68,750 common to be offered in units consisting of \$100 of debentures and 25 common. Price—\$200 per unit. Business—The company manufactures from oil, chemicals and pigments, diverse basic paint lines. Proceeds—For retirement of outstanding 6% debentures, repayment of debt and working capital. Office—456 Driggs Ave., Brooklyn, N. Y. Underwriters—Armstrong & Co., N. Y., and L. C. Wegard & Co., Trenton, N. J.

★ **Consolidated Production Corp.**

May 26, 1961 filed 125,000 shares of common stock. Price—\$15. Business—Company buys and manages fractional interests in producing oil and gas properties. Proceeds—For investment, and working capital. Office—14 North Robinson, Oklahoma City, Okla. Underwriter—Shearson, Hammill & Co., New York City (managing). Note—This company formerly was named Cadour Production Corp. Offering—Temporarily postponed.

★ **Consolidated Vending Corp. (12/4-8)**

Aug. 29, 1961 filed \$150,000 of 6% debentures due 1971 and 50,000 common to be offered in units each consisting of \$150 of debentures and 50 common. Price—\$400 per unit. Business—The operation of vending machines. Proceeds—For repayment of loans, new equipment and working capital. Office—129 S. State St., Dover, Del. Underwriter—William, David & Mottl, Inc., N. Y. C.

★ **Consumer Finance Corp. of America**

Oct. 30, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—A finance company. Proceeds—For debt repayment, expansion and working capital. Office—3000 Federal Highway, Fort Lauderdale, Fla. Underwriter—Ellis Securities, Inc., 134 Middle Neck Rd., Great Neck, N. Y.

★ **Consumers Cooperative Association**

Nov. 1, 1961 filed \$8,000,000 of 5½% sub. certificates of indebtedness due 1986 and 200,000 shares of 5½% preferred. Price—(Certificates) \$100 per unit; (preferred) \$25 per share. Business—Manufacture and distribution of petroleum products, fertilizer, feed and other farm supplies. Proceeds—For debt repayment, expansion, and other corporate purposes. Office—3315 N. Oak Trafficway, Kansas City, Mo. Underwriter—None.

★ **Consumers Utilities Corp.**

July 27, 1961 filed 302,000 common being offered for subscription by stockholders of Mobilife Corp., of Bradenton, Fla., parent company, on the basis of 3 Consumers shares for each 5 Mobilife shares held of record Nov. 3 with rights to expire Nov. 24, 1961. Price—\$1. Business—Acquisition, construction and operation of water-treatment and sewage-disposal plants in suburban areas of Florida. Proceeds—For the selling stockholder (Mobilife Corp.). Office—Sarasota, Fla. Underwriter—Golkin, Bomback & Co., N. Y.

★ **Continental Baking Co.**

Oct. 10, 1961 filed \$13,113,200 of subord. conv. debentures due 1983 being offered for subscription by stockholders on the basis of \$100 of debentures for each 15 shares held of record Nov. 16 with rights to expire Dec. 5, 1961. Price—At par. Business—Baking and selling of bread, cakes and related products. Proceeds—For debt repayment and construction. Address—P. O. Box 731, Rye, N. Y. Underwriters—Wertheim & Co., Lehman Brothers and Equitable Securities Corp., N. Y.

★ **Continental Leasing Corp.**

June 19, 1961 ("Reg. A") 75,000 common. Price—\$4. Proceeds—For purchase of new automobiles, advertising and promotion, and working capital. Office—4 Gateway Center, Pittsburgh, Pa. Underwriters—Cambridge Securities, Inc., and Stevens, Hickey & Co., N. Y. Offering—Imminent.

★ **Continental Real Estate Investment Trust**

Aug. 3, 1961 filed 300,000 shares of beneficial interest. Price—\$10. Business—Real estate. Proceeds—For investment. Office—530 St. Paul Place, Baltimore. Underwriter—R. Baruch & Co., Inc., Washington, D. C. (mgr.).

★ **Continental Vending Machine Corp. (11/28)**

Aug. 11, 1961 filed \$5,052,700 of 6% convertible subordinated debentures due 1976, to be offered for subscription by stockholders on the basis of \$100 of debentures for each 80 common shares held. Price—By amendment. Business—The manufacturing of vending machines. Proceeds—For repayment of loans and working capital. Office—956 Brush Hollow Road, Westbury, L. I., N. Y. Underwriter—Hardy & Co., N. Y.

★ **Control Dynamics, Inc.**

Oct. 24, 1961 filed 500,000 common. Price—\$1.15. Business—Development and production of electronic testing and training devices. Proceeds—For expansion and working capital. Office—9340 James Ave., S., Minneapolis. Underwriter—Brandtjen & Bayliss, Inc., St. Paul.

★ **Control Lease Systems, Inc. (11/27-12/1)**

July 21, 1961 ("Reg. A") 225,000 common. Price—\$1.15. Proceeds—For equipment, research and development and capital expenditures. Office—3386 Brownlow Ave., St. Louis Park, Minn. Underwriters—J. P. Penn & Co., Inc., and M. H. Bishop & Co., Minneapolis.

★ **Cooke Engineering Co. (11/27-12/1)**

Sept. 12, 1961 filed 32,000 common. Price—\$11. Business—The manufacture of electronic products and the furnishing of engineering services. Proceeds—For equipment, new products, sales promotion and working capital. Office—735 N. St. Asaph St., Alexandria, Va. Underwriter—Jones, Kreeger & Co., Washington, D. C.

★ **Coronet Products Co.**

Oct. 31, 1961 ("Reg. A") 62,500 common. Price—\$4. Business—Manufacture of aluminum storm windows and doors. Proceeds—For equipment, inventory and working capital. Office—2440 Charlotte St., Kansas City, Mo. Underwriter—George K. Baum & Co., Kansas City, Mo.

★ **Corrigan Communications, Inc. (12/4-8)**

Sept. 28, 1961 filed 375,000 common. Price—\$2. Business—Development and sale of tutorial electronics communications systems for use in individual class rooms. Proceeds—To repay loans, purchase machinery, and increase working capital. Office—1111 E. Ash Ave., Fullerton, Calif. Underwriters—D. E. Liederman & Co., Inc., N. Y. and Mitchum, Jones & Templeton, Los Angeles.

★ **Cosmetically Yours, Inc.**

Aug. 23, 1961 filed 42,500 common. Price—\$4. Business—The manufacture of cosmetics. Proceeds—For repayment of a loan, advertising, equipment, inventory, research and development and working capital. Office—15 Clinton St., Yonkers, N. Y. Underwriter—To be named. Note—This registration was withdrawn. It is expected to be refiled later as a larger issue.

★ **Cosnat Record Distributing Corp.**

May 26, 1961 filed 150,000 shares of common stock, of which 105,556 shares are to be offered for public sale by the company and 44,444 outstanding shares by the present holders thereof. Price—To be supplied by amendment. Business—The manufacture and distribution of phonograph records. Proceeds—For the repayment of debt, and working capital. Office—315 W. 47th St., N. Y. Underwriter—Amos Treat & Co., N. Y. Offering—Expected in January.

★ **Coyle's Voting Machine Co. (12/4-8)**

Aug. 31, 1961 ("Reg. A") 10,000 common. Price—\$14.75. Business—The sale of punch card type voting machines. Office—830 High St., Hamilton, O. Underwriter—John A. Kemper & Co., Lima, O.

★ **Cramer Electronics, Inc.**

July 27, 1961 filed 150,000 common shares, of which 107,250 shares are to be offered by the company and 42,750 shares by the stockholders. Price—By amendment. Business—The distribution of electronic components and equipment. Proceeds—For repayment of loans, inventory and working capital. Office—811 Boylston St., Boston. Underwriter—Carl M. Loeb, Rhoades & Co., N. Y. (mgr.).

★ **Creative Electronics, Inc. (12/4-8)**

Aug. 29, 1961 filed 75,000 class A. Price—By amendment. Business—The manufacture of audio reproduction devices, associated products and electrical transformers. Proceeds—For expansion, inventory, working capital and general corporate purposes. Office—4008 S. Michigan Ave., Chicago. Underwriter—None.

★ **Cromwell Business Machines, Inc. (12/18-22)**

Aug. 1, 1961 ("Reg. A") 100,000 common shares (par 50 cents). Price—\$3. Proceeds—For repayment of loans, machinery, leasehold improvements, advertising and working capital. Office—7451 Coldwater Canyon Avenue, North Hollywood, Calif. Underwriter—Pacific Coast Securities Co., San Francisco.

★ **Crossway Motor Hotels, Inc. (11/27-12-1)**

Aug. 4, 1961 filed 70,000 common shares. Price—\$5. Business—The operation of a motor hotel chain. Proceeds—For acquisition, expansion and the repayment of debt. Office—54 Tarrytown Rd., White Plains, N. Y. Underwriter—Candee & Co., New York.

★ **Cryplex Industries, Inc.**

Oct. 10, 1961 filed 80,000 common. Price—\$3.75. Business—Manufactures plastic jewelry, dress accessories and novelties. Proceeds—For product development, moving expenses and working capital. Office—37 E. 18th St., N. Y. Underwriter—Herbert Young & Co., Inc., N. Y. Offering—Expected in late December.

★ **Custom Metal Products, Inc.**

Nov. 20, 1961 filed 100,000 common. Price—\$4. Business—Manufacture of metal components and electronic hardware to precise tolerances. Proceeds—For repayment of debt and other corporate purposes. Office—626 Atkins Ave., Brooklyn, N. Y. Underwriter—Blank, Lieberman & Co., Inc., N. Y.

★ **Dale Systems, Inc. (12/11-15)**

Aug. 9, 1961 filed 100,000 common. Price—\$3.25. Business—A shopping service which checks the efficiency of retail sales employees. Proceeds—Expansion and general corporate purposes. Office—1790 B'way, N. Y. Underwriter—Theodore Arrin & Co., Inc., N. Y.

★ **Data-Design Laboratories, Inc.**

Oct. 9, 1961 filed 100,000 capital shares. Price—By amendment. Business—Publishing of technical reports and manuals covering electronic equipment. Proceeds—For debt repayment and working capital. Office—945 E. California St., Ontario, Calif. Underwriter—Morgan & Co., Los Angeles.

★ **David & Dash, Inc.**

Oct. 25, 1961 filed 108,000 common. Price—\$5. Business—Designing, converting, importing and distributing of decorative fabrics. Proceeds—For debt repayment and general corporate purposes. Office—2445 N. Miami Ave., Miami, Fla. Underwriter—Stirling, Linder & Prigal, Inc., 50 Broadway, N. Y.

★ **Deer Park Baking Co.**

Oct. 27, 1961 filed 90,000 common, of which 10,000 shares are to be offered by the company and 80,000 shares by stockholders. Price—\$6.75. Business—Manufacture of Danish-style and ice-box cookies. Proceeds—For working capital and general corporate purposes. Office—South Egg Harbor Rd., Hammonton, N. J. Underwriter—J. R. Williston & Beane, N. Y. Offering—In January.

★ **Delaware Barrel & Drum Co., Inc.**

Sept. 26, 1961 filed 100,000 common. Price—By amendment. Business—Manufacture of plastic shipping containers and tanks. Proceeds—For research and development and other corporate purposes. Office—Eden Park Gardens, Wilmington, Del. Underwriter—G. H. Walker & Co., N. Y.

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**Delford Industries, Inc.**

Sept. 28, 1961 filed 95,000 common. Price—\$3.50. Business—Manufacture of precision rubber extrusions. Proceeds—Plant expansion, equipment, debt repayment and working capital. Office—82-88 Washington St., Middletown, N. Y. Underwriter—I. R. E. Investors Corp., Levittown, N. Y.

**Delta Capital Corp.**

Aug. 9, 1961 filed 500,000 common shares. Price—By amendment. Business—A small business investment company. Proceeds—For investment. Office—610 National Bank of Commerce Building, New Orleans. Underwriters—Blair & Co., New York and Howard, Weil, Labouisse, Friedrichs & Co., New Orleans (managing). Offering—Expected in early 1962.

**Delta Venture Capital Corp.**

July 13, 1961 filed 520,000 common shares. Price—\$3.30. Business—An investment company. Office—1011 N. Hill St., Hopkins, Minn. Underwriter—None.

**Demarco Business Forms Inc. (12/4-8)**

Sept. 26, 1961 filed 100,000 class A common (with attached warrants to purchase an additional 50,000 shares). Price—By amendment. Business—Manufacture of custom-made printed business forms. Proceeds—Expansion, payment of taxes, and working capital. Office—3747 Ridge Ave., Philadelphia. Underwriter—Suplee, Yeatman, Mosley Co., Inc., Philadelphia.

**Dennis Real Estate Investment Trust**

July 24, 1961 filed 100,000 shares of beneficial interest. Price—\$100. Business—A real estate investment company. Office—90 State Street, Albany, N. Y. Underwriter—None.

**Dero Research & Development Corp. (12/11-15)**

Aug. 24, 1961 ("Reg. A") 54,000 common. Price—\$2.40. Business—The manufacture of FM Deviation Monitors. Proceeds—For development, expansion, advertising and working capital. Office—Broadway and Park Ave., Huntington, N. Y. Underwriter—James Co., N. Y.

**Deuterium Corp.**

Sept. 28, 1961 filed 140,000 common with attached warrants to purchase an additional 140,000 shares to be offered for subscription by stockholders in units (of one share and one warrant) on the basis of 3 units for each 5% preferred share held, 2 units for each 5% preferred A stock held and one unit for each 10 class B shares held. Price—\$20 per unit. Business—Company plans to manufacture and utilize all kinds of chemical materials. Proceeds—For start-up expenses for a laboratory and small plant. Office—360 Lexington Ave., New York. Underwriter—None.

**District Photo, Inc.**

Nov. 16, 1961 filed 100,000 common, of which 80,000 are to be offered by the company and 20,000 by a stockholder. Price—By amendment. Business—Processes and prints photographic film and distributes wholesale photographic equipment. Proceeds—For repayment of debt, plant expansion, and working capital. Office—3306 Wisconsin Ave., N. W., Washington, D. C. Underwriter—Auchincloss, Parker & Redpath, Washington, D. C.

**District Wholesale Drug Corp. of Washington**

Sept. 19, 1961 filed \$500,000 of 6% convertible subordinated sinking fund debentures due 1976, also 100,000 class A common. Price—Debentures—At par. Common—\$4. Business—The sale of drug products to retail stores in Washington, Maryland and Virginia. Proceeds—For the repayment of debt, and working capital. Office—52-60 O St., N. W., Washington, D. C. Underwriter—Auchincloss, Parker & Redpath, Washington, D. C.

**Diversified Small Business Investment Corp. (12/4-8)**

Sept. 27, 1961 filed 600,000 common. Price—\$5. Business—A small business investment company. Proceeds—For general corporate purposes. Office—214 Engle St., Englewood, N. J. Underwriters—Lieberbaum & Co. and Morris Cohon & Co., N. Y.

**Dixie Dinettes, Inc.**

Sept. 28, 1961 filed 144,000 common. Price—\$5. Business—Manufacture of tables and chairs for use in kitchens and dinettes. Proceeds—For selling stockholders. Office—Dabney Rd., Richmond, Va. Underwriter—Rubin, Rennert & Co., Inc.

**Dolphin-Miller Mines Ltd.**

Oct. 3, 1961 filed 1,600,000 capital shares, of which 1,200,000 shares are to be offered by the company and 400,000 shares by stockholders. Price—50c. Business—The exploration and production of ores. Proceeds—For salaries and general corporate purposes. Office—25 Adelaide St., W., Toronto, Canada. Underwriter—Brewis & White Ltd., Toronto.

**Don Mills, Inc.**

Sept. 27, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Financing of shipments of business machines. Proceeds—General corporate purposes. Office—Red Rock Bldg., Atlanta, Ga. Underwriter—Stan-Bee & Co., Washington, D. C.

**Dougherty Brothers Co.**

Oct. 24, 1961 filed 120,000 common. Price—By amendment. Business—Manufacture of medicine droppers and components and glass cartridges for the pharmaceutical industry. Proceeds—For debt repayment and general corporate purposes. Address—Buena, N. J. Underwriters—Suplee, Yeatman, Mosley Co., Inc., Philadelphia.

**Duffy-Mott Co., Inc.**

Oct. 27, 1961 filed 200,000 common, of which 154,000 shares are to be offered by the company and 46,000 shares by stockholders. Price—By amendment. Business—A diversified food processor, packer, canner and

distributor. Proceeds—For working capital. Office—370 Lexington Ave., N. Y. Underwriter—Kidder, Peabody & Co., N. Y.

**Dumas Seed Co.**

Nov. 13, 1961 ("Reg. A") 500 preferred shares; 1,530 common, of which 1,280 shares are to be offered by the company and 250 shares by stockholders. Price—\$100. Business—Purchase and processing of grains and peas. Proceeds—For inventory. Address—Moscow, Idaho. Underwriter—None.

**Dunlap Electronics**

Sept. 27, 1961 filed 80,000 common. Price—By amendment. Business—Distribution of electronic parts made by other firms. Proceeds—For a new subsidiary, repayment of debt and working capital. Office—27 S. Grant St., Stockton, Calif. Underwriter—Birr & Co., Inc., San Francisco.

**Dynamic Toy, Inc. (12/4-8)**

June 30, 1961 ("Reg. A") 81,000 common. Price—\$3. Business—Manufacture of toys. Proceeds—Advertising, development of new products, expansion and working capital. Address—109 Ainslie St., Brooklyn, N. Y. Underwriter—Hancock Securities Corp., N. Y.

**EMAC Data Processing Corp. (12/11-15)**

Sept. 8, 1961 filed 100,000 common. Price—\$2.50. Business—The company conducts an electronic data processing service. Proceeds—Rental of additional data processing equipment, sales promotion, salaries, rent, furniture and working capital. Office—46-36 53rd Ave., Maspeth, N. Y. Underwriter—M. W. Janis Co., Inc., N. Y.

**Eastern Properties Improvement Corp. (12/11-15)**

Aug. 22, 1961 filed \$1,500,000 of subordinated debentures due 1981 and 250,000 common shares. Price—For debentures, \$1,000; for stock, \$10. Business—General real estate. Proceeds—For the acquisition and development of real properties, repayment of debt and engineering, etc. Office—10 E. 40th St., New York. Underwriter—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

**Econ-O-Pay, Inc.**

Oct. 26, 1961 filed 1,000,000 common. Price—\$3. Business—A dealer recourse finance business. Proceeds—General corporate purposes. Office—164 E. Main St., Valley City, N. D. Underwriter—Reserve Funds, Inc., Valley City, N. D.

**Economy Water Conditioners of Canada Ltd.**

Sept. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Sale of water conditioning units to home owners. Proceeds—Rental of units, new distributorships and expansion. Office—36 Densley Ave., Toronto. Underwriter—S. I. Emrich Associates, Inc., N. Y.

**Edmund Laboratories, Inc.**

Nov. 7, 1961 ("Reg. A") 40,000 common, and 15,552 8% cumulative preferred (par \$10). Price—For common: \$3; for preferred, \$10. Business—Sale of trade name prescription and over-the-counter drug products. Proceeds—For real estate investment, salaries, and working capital. Office—526 Acoma St., Denver. Underwriter—None.

**Edu-tronics, Inc.**

Oct. 27, 1961 filed 80,000 common. Price—\$4. Business—Distribution of electronic parts and equipment. Company also plans to manufacture and sell electronic teaching machines. Proceeds—For product development and other corporate purposes. Office—136-05 35th Ave., Flushing, N. Y. Underwriters—Packer-Wilbur & Co., Inc. (mgr.) and Earle Securities Co., Inc., N. Y.

**Eldre Components, Inc.**

Nov. 9, 1961 filed 100,000 common, of which 75,000 are to be offered by the company and 25,000 by a selling stockholder. Price—\$4. Business—Manufacture and processing of metal parts and products. Proceeds—For expansion and other corporate purposes. Office—187 N. Water St., Rochester, N. Y. Underwriter—Charles Plohn & Co., N. Y.

**Electra International, Ltd.**

May 5, 1961 filed 70,000 capital shares. Price—To be supplied by amendment. Business—Manufacture of products in the automotive ignition field for sale outside the United States. Proceeds—For research, and development and working capital. Office—222 Park Ave., South, N. Y. Underwriter—To be named.

**Electro-Mec Instrument Corp.**

Sept. 15, 1961 filed 176,480 common. Price—\$6. Business—The design, manufacture and sale of potentiometers, digitometers and goniometers used in airborne computing devices. Proceeds—For the selling stockholder—Waltham Precision Instrument Co., Inc. Office—47-51 33rd St., Long Island City, N. Y. Underwriter—Sterling, Grace & Co., N. Y. Offering—Expected in January.

**Electromagnetics Corp.**

Nov. 17, 1961 filed 75,000 common. Price—\$5. Business—Design and manufacture of precision nuclear magnetic instrumentation. Proceeds—For general corporate purposes. Office—Sawyer Lane, Hudson, Mass. Underwriter—Gianis & Co., Inc., N. Y.

**Electro-Med, Inc.**

July 17, 1961 filed \$540,000 of convertible subordinated debentures due 1971. Price—By amendment. Business—The manufacture of medical-electronic instruments. Proceeds—For working capital. Office—4748 France Avenue, N. Minneapolis. Underwriter—Craig-Hallum, Kinnard, Inc., Minneapolis (managing).

**Electro-Tec Corp.**

July 28, 1961 filed 91,000 common shares (par 10 cents). Price—By amendment. Business—The manufacture of slip rings and brush block assemblies, switching devices, relays, and precious metal products. Proceeds—For the selling stockholders. Office—10 Romanelli Ave., South Hackensack, N. J. Underwriter—Harriman Ripley & Co., Inc., N. Y. (mgr.). Offering—Expected in December.

**Electronic Communications, Inc. (12/4-8)**

Sept. 22, 1961 filed 150,000 common. Price—By amendment. Business—Development and manufacture of electronic communication systems and equipment. Proceeds—General corporate purposes. Office—1501 72nd St. N., St. Petersburg, Fla. Underwriter—Laird & Co., Corp., Wilmington, Del.

**Electronics Discovery Corp. (12/4-8)**

July 26, 1961 filed 150,000 common shares. Price—\$1. Business—The company plans to develop a device to make non-conductors into electrical conductors by the addition of chemicals. Proceeds—For research and development. Office—1100 Shames Dr., Westbury, L. I., N. Y. Underwriter—Globus, Inc., N. Y.

**Electronic Transmission Corp.**

Oct. 27, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture, design and field testing of closed-circuit television. Proceeds—For debt repayment and other corporate purposes. Office—103 Hawthorne Ave., Valley Stream, N. Y. Underwriters—V. S. Wickert & Co., Inc. and Thomas, Williams & Lee, Inc., N. Y.

**Electrosolids Corp.**

Oct. 30, 1961 filed 100,000 cum. conv. preference shares. Price—By amendment. Business—Production of devices for converting AC-DC current for aircraft, missiles and ships. Proceeds—Debt repayment and other corporate purposes. Office—12740 San Fernando Rd., N., Sylmar, Calif. Underwriter—J. R. Williston & Beane, N. Y. Offering—Expected sometime in January.

**Elmar Electronics Inc.**

Sept. 29, 1961 filed 200,000 common, of which 100,000 will be sold by the company and 100,000 by stockholders. Price—By amendment. Business—Distribution of electronic parts and equipment. Proceeds—Debt repayment, expansion and working capital. Office—140 Eleventh St., Oakland, Calif. Underwriter—Schwabacher & Co., San Francisco.

**Emertron, Inc.**

Oct. 6, 1961 filed 320,000 common being offered for subscription by stockholders of Emerson Radio & Phonograph Corp., parent on the basis of one share of Emertron for each seven shares of Emerson of record Nov. 15, with rights to expire Nov. 30, 1961. Price—\$5. Business—Design and manufacture of electronic equipment for missiles and aircraft. Proceeds—General corporate purposes. Office—14th and Coles Sts., Jersey City, N. J. Underwriter—F. Eberstadt & Co., N. Y.

**Empire Fund, Inc.**

June 28, 1961 filed 1,250,000 shares of capital stock to be offered in exchange for blocks of designated securities. Business—A "centennial-type" fund which plans to offer a tax free exchange of its shares for blocks of corporate securities having a market value of \$20,000 or more. Office—44 School Street, Boston, Mass. Underwriter—A. G. Becker & Co., Inc., Chicago. Offering—In Jan.

**Empire Precision Components, Inc. (12/4-8)**

Aug. 29, 1961 ("Reg. A") 65,000 class A. Price—\$4. Business—The manufacture of metal component parts for precision electronic connectors. Proceeds—For moving expenses, a new plant, equipment, repayment of loans and working capital. Office—574 President St., Brooklyn, N. Y. Underwriter—Ezra Kureen Co., N. Y.

**Energy Components Corp. (12/11-15)**

Sept. 1, 1961 ("Reg. A") 50,000 common. Price—\$3.50. Business—Wholesale distribution of electronic components. Proceeds—For expansion, advertising and promotion, acquisition of a plant and equipment and other corporate purposes. Office—1626 Nostrand Ave., Brooklyn. Underwriter—Albion Securities Co., Inc., N. Y.

**Eon Corp.**

Oct. 2, 1961 filed 133,333 common. Price—By amendment. Business—Manufacture of equipment for radiation detection and measurements. Proceeds—For equipment, leasehold improvements and working capital. Office—175 Pearl St., Brooklyn. Underwriter—L. H. Rothchild & Co., N. Y.

**Equitable Credit & Discount Co.**

Oct. 27, 1961 filed \$1,000,000 of 6½% jr. subord. conv. debentures due 1977 and 50,000 common shares to be offered in units consisting of \$500 of debentures and 25 shares. Price—\$550 per unit. Business—Lending and insurance. Proceeds—For working capital. Office—674 N. Broad St., Philadelphia. Underwriter—Paul C. Kimball & Co., Chicago.

**Executive House, Inc. (12/4-8)**

Aug. 29, 1961 filed \$2,000,000 of 6% subordinated sinking fund debentures due 1971 and 400,000 common to be offered in 200,000 units, each consisting of a \$10 debenture (with 2 warrants) and two common. Price—By amendment. Business—The operation of hotels. Proceeds—For investment in a subsidiary and realty acquisitions. Office—71 E. Wacker Dr., Chicago. Underwriters—Bear, Stearns & Co., N. Y. C. and Straus, Blosser & McDowell Co., Chicago (mgrs.).

**FM-Stereo Guide, Inc. (12/1)**

Aug. 4, 1961 ("Reg. A") 50,000 common shares. Price—\$6. Business—The company plans to publish a national magazine featuring detailed FM radio program listings, reviews, interviews, etc. Proceeds—For general corporate purposes. Office—1711 Walnut Street, Philadelphia. Underwriter—Valley Forge Securities Co., Inc., New York City and Philadelphia.

**Fairbanks Wire Co., Inc.**

Oct. 30, 1961 filed 54,000 common. Price—\$3. Business—Manufactures specialized machinery and equipment. Proceeds—For debt repayment and general corporate purposes. Office—Walnut St., M. D. 23, Newburg, N. Y. Underwriter—First Madison Corp., N. Y.

**Family Circle Associates, Inc. (12/11-15)**

Aug. 30, 1961 filed 50,000 class A common. Price—\$7. Business—The operation of retail discount department

stores. **Proceeds**—For repayment of loans and working capital. **Office**—30 Main St., Keyport, N. J. **Underwriter**—Russell & Saxe, Inc., N. Y.

★ **Family Record Plan, Inc.**

Nov. 20, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Sale of photographic portraits and albums. **Proceeds**—For selling stockholders. **Office**—2015 W. Olympic Blvd., Los Angeles. **Underwriter**—Bache & Co., N. Y.

★ **Faradyne Electronics Corp.**

Jan. 30, 1961 filed \$2,000,000 of 6% convertible subordinated debentures. **Price**—100% of principal amount. **Business**—The company is engaged in the manufacture and distribution of high reliability materials and basic electronic components, including dielectric and electrolytic capacitors and precision tungsten wire forms. **Proceeds**—For the payment of debts and for working capital. **Office**—471 Cortlandt Street, Belleville, N. J. **Underwriter**—To be named. **Note**—July 11, the SEC instituted "Stop Order" proceedings challenging the accuracy and adequacy of this statement.

★ **Fashion Homes Inc. (12/4-8)**

July 18, 1961 filed \$600,000 of subordinated debentures due 1971; 100,000 common shares and 100,000 five-year warrants (exercisable at from \$4 to \$8 per share) to be offered for public sale in units of one \$60 debenture, 10 common shares and 10 warrants. The registration also covers 40,800 common shares. **Price**—\$100 per unit, and \$6 per share. **Business**—The construction of shell homes. **Proceeds**—For redemption of 8% debentures; advances to company's subsidiary; repayment of loans; advertising and promotion, and other corporate purposes. **Office**—1711 N. Glenstone, Springfield, Mo. **Underwriters**—Globus, Inc. and Ross, Lyon & Co., Inc., New York.

★ **Fashion Industries, Inc.**

Sept. 26, 1961 filed 95,600 common, of which 68,000 will be sold by the company and 27,600 by stockholders. **Price**—\$4.75. **Business**—Manufacture and sale of women's apparel. **Proceeds**—For repayment of debt, purchase of equipment, taxes, and working capital. **Office**—Gauthier St., Tuskegee, Ala. **Underwriter**—Wright, Redden, Myers & Bessell, Inc., Washington, D. C.

★ **Fastlane Inc.**

Sept. 28, 1961 filed \$400,000 of 6% conv. subord. debentures due 1971 and 40,000 common shares to be offered publicly in units of one \$500 debenture and 50 common. **Price**—\$575 per unit. **Business**—Manufacture of concealed zippers. **Proceeds**—Debt repayment, advertising and working capital. **Office**—8 Washington Place, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y.

★ **Fidelity American Financial Corp.**

Oct. 3, 1961 filed 100,000 common. **Price**—\$5. **Business**—Commercial finance company. **Proceeds**—General corporate purposes. **Office**—42 S. 15th St., Phila. **Underwriter**—Netherlands Securities Co., Inc., N. Y.

★ **Fifth Avenue Cards, Inc. (12/18-22)**

Sept. 28, 1961 filed 115,000 class A capital shares. **Price**—By amendment. **Business**—Operation of a chain of retail greeting card stores. **Proceeds**—Debt repayment, working capital and expansion. **Office**—18 W. 34th St., N. Y. **Underwriters**—Hardy & Co. and Filor, Bullard & Smyth, N. Y.

★ **First Hartford Realty Corp.**

Oct. 30, 1961 filed 500,000 common. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For property acquisitions, debt repayment and other corporate purposes. **Office**—380-390 W. Middle Turnpike, Manchester, Conn. **Underwriter**—Putnam & Co., Hartford.

★ **First Federated Life Insurance Co.**

Sept. 20, 1961 filed 10,000 capital shares to be offered for subscription by stockholders at the rate of one new share for each two held. **Price**—\$35. **Proceeds**—To increase capital. **Office**—Munsey Bldg., Baltimore, Md. **Underwriter**—None.

★ **First Midwest Capital Corp.**

Sept. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—512 Nicollet Ave., Minneapolis. **Underwriters**—Paine, Webber, Jackson & Curtis, N. Y., and Craig-Hallum, Kinard, Inc., Minneapolis. **Offering**—Expected in January.

★ **First New York Capital Fund, Inc.**

Oct. 27, 1961 filed 2,770,000 capital shares. **Price**—\$1. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—1295 Northern Blvd., Manhasset, N. Y. **Underwriter**—None.

★ **Fleetwood Securities Corp. of America (12/4-8)**

Aug. 8, 1961 filed 70,000 common shares, of which 56,000 shares are to be offered by the company and 14,000 shares by stockholders. **Price**—\$10. **Business**—Distributor of Electronics Investment Corp., Contractual Plans and a broker-dealer registered with NASD. **Proceeds**—To increase net capital and for investment. **Office**—44 Wall St., N. Y. **Underwriter**—General Securities Co., Inc., N. Y.

★ **Florida Distributing & Mfg. Co., Inc.**

Oct. 24, 1961 ("Reg. A") 60,000 class A common. **Price**—\$5. **Business**—Manufacture of shutters, doors and other equipment for buildings. **Proceeds**—For general corporate purposes. **Office**—100 S. Westmoreland, Orlando, Fla. **Underwriter**—Midland Securities Co., Inc., Kansas City, Mo.

★ **Florida Palm-Aire Corp.**

Oct. 19, 1961 filed 463,000 common, of which 310,000 shares are to be offered for subscription by the stockholders on a 1-for-3 basis, and 153,000 shares will be sold to the public. **Price**—\$2. **Business**—Purchase, development and sale of undeveloped real property and

related activities. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1790 N. Federal Highway, Pompano Beach, Fla. **Underwriter**—Hardy & Co., N. Y. **Offering**—Expected sometime in January.

★ **Floyd Bennett Stores, Inc. (11/27-12/1)**

Aug. 30, 1961 filed 100,000 common. **Price**—By amendment. **Business**—The operation of discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—300 W. Sunrise Highway, Valley Stream, N. Y. **Underwriters**—Goodkind, Neufeld, Joraon Co., Inc. and Richter & Co., N. Y. (mgrs.).

★ **Fluorocarbon Co.**

Oct. 23, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Processing and fabrication of fluorocarbon plastic raw materials and parts. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1754 S. Clementine St., Anaheim, Calif. **Underwriter**—D. A. Lomasney & Co., N. Y.

★ **Focus/Midwest Publishing Co., Inc.**

Nov. 6, 1961 ("Reg. A") 300 class A common. **Price**—At par (\$100). **Business**—Publisher of a periodical magazine. **Proceeds**—For general corporate purposes. **Office**—884 Berick Dr., University City, Mo. **Underwriter**—None.

★ **Folz Vending Co., Inc.**

Sept. 26, 1961 filed 55,000 common. **Price**—\$6. **Business**—The distribution of novelties, candy, etc. through vending machines. **Proceeds**—To repay loans, purchase machines, and increase working capital. **Office**—990 Long Beach Rd., Oceanside, N. Y. **Underwriter**—None.

★ **Food Corp. of America**

Oct. 5, 1961 filed 50,000 common. **Price**—\$2.50. **Business**—The acquisition of enterprises engaged in the food processing industry. **Proceeds**—For repayment of debt and working capital. **Office**—1207 Foshay Tower, Minneapolis, Minn. **Underwriter**—None.

★ **Foods Plus, Inc. (12/4-8)**

Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A manufacturer, wholesaler, and retailer of vitamin products. **Proceeds**—For selling stockholders. **Office**—62 W. 45th St., N. Y. **Underwriter**—Shearson, Hammill & Co., N. Y.

★ **Foote & Davies, Inc.**

Sept. 22, 1961 filed 165,000 common; 70,000 to be offered by the company and 95,000 by present stockholders. **Price**—By amendment. **Business**—Printing and binding of books, magazines, catalogs, pamphlets, advertising material, etc. **Proceeds**—Repayment of debt and working capital. **Office**—764 Miami Circle, N.E., Atlanta, Ga. **Underwriters**—J. C. Bradford & Co., Nashville, Tenn. and Courts & Co., Atlanta, Ga.

★ **Fram Corp. (12/11-15)**

Sept. 1, 1961 filed 50,000 common. **Price**—By amendment. **Business**—The manufacture of oil and air filtration equipment for engines. **Proceeds**—To reimburse Treasury for a recent acquisition. **Office**—105 Pawtucket Ave., East Providence, R. I. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

★ **Futura Airlines**

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Furnishing of scheduled air transportation service. **Proceeds**—For debt repayment and general corporate purposes. **Office**—8170 Beverly Rd., Los Angeles. **Underwriters**—Raymond Moore & Co., Los Angeles and Pacific Coast Securities Co., San Francisco.

★ **G-W Inc.**

Jan. 25, 1961 filed 80,000 shares of common stock and 100,000 warrants to purchase a like number of common shares, to be offered for public sale in units, each consisting of one share of common stock and two warrants. Each warrant will entitle the holder thereof to purchase one share of common stock at \$2 per share from March to August 1961 and at \$3 per share from September 1962 to February 1964. **Price**—\$4 per unit. **Business**—The company (formerly Gar Wood Philadelphia Truck Equipment, Inc.), distributes, sells, services and installs Gar Wood truck bodies and equipment in Pennsylvania, Delaware, and New Jersey, under an exclusive franchise. **Proceeds**—For general corporate purposes. **Office**—Kensington and Sedgley Avenues, Philadelphia, Pa. **Underwriter**—None. **Note**—This registration will be withdrawn.

★ **GYM Toys, Inc.**

Oct. 31, 1961 ("Reg. A") 275,000 common. **Price**—\$1. **Business**—Design and manufacturer of polystyrene foam toys, and water sports equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—5238 Vineland Ave., North Hollywood, Calif. **Underwriter**—First Madison Corp., N. Y.

★ **Garden State Small Business Investment Co.**

Oct. 27, 1961 filed 330,000 common. **Price**—\$3. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—1180 Raymond Blvd., Newark, N. J. **Underwriter**—Godfrey, Hamilton, Taylor & Co., N. Y.

★ **Gas Hills Uranium Co.**

Aug. 29, 1961 filed 847,035 common to be offered for subscription by stockholders on a 1-for-10 basis. **Price**—By amendment. **Business**—The operation of uranium mines and a mill. **Proceeds**—For repayment of loans, acquisitions and working capital. **Office**—224 Ivinson St., Laramie, Wyo. **Underwriter**—None.

★ **General Forms, Inc. (11/27-12/1)**

Aug. 15, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Proceeds**—For repayment of loans, plant improvements, equipment and working capital. **Office**—7325 Northwest 43rd St., Miami. **Underwriters**—Equity Securities Co., N. Y., and Guardian Securities Corp., Miami.

★ **General Research Corp. (12/11-15)**

Oct. 6, 1961 ("Reg. A") 23,599 preferred and 115,966 common to be offered in units as follows: (1) one pre-

ferred and three common; (2) one preferred and six common; (3) one preferred and nine common. **Price**—(1) \$8 per unit; (2) \$14 per unit; (3) \$20 per unit. **Proceeds**—For debt repayment, equipment, advertising and working capital. **Office**—3203 Third Ave., N., Billings, Mont. **Underwriter**—Wilson, Ehli, Demos Bailey & Co., Billings, Mont.

★ **General Telephone Co. of California (12/6)**

Nov. 8, 1961 filed \$25,000,000 of first mortgage bonds, series N, due 1991. **Proceeds**—For debt repayment and construction. **Office**—2020 Santa Monica Blvd., Santa Monica, Calif. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.—Equitable Securities Corp. (jointly); Halsey, Stuart & Co. Inc.; White, Weld & Co.—Kidder, Peabody & Co. (jointly); Paine, Webber, Jackson & Curtis, Stone & Webster Securities Corp. (jointly). **Bids**—Dec. 6 (11 a.m. EST) at office of General Telephone & Electronics Corp., 730 Third Ave., N. Y. **Information Meeting**—Dec. 4 (3 p.m. EST) at same address.

★ **Gibraltar Financial Corp. of California (12/6)**

Oct. 3, 1961 filed \$5,500,000 of conv. subord. debentures due Nov. 1, 1976. **Price**—By amendment. **Business**—A holding company for a savings and loan association, a bank, an escrow company and a real estate trustee. **Proceeds**—Debt repayment, additional investment in the bank and other corporate purposes. **Office**—9111 Wilshire Blvd., Beverly Hills, Calif. **Underwriters**—White, Weld & Co., N. Y., and Dean Witter & Co., San Francisco.

★ **Girtown, Inc.**

Sept. 28, 1961 filed 200,000 class A common shares. **Price**—By amendment. **Business**—The manufacture of young women's sportswear. **Proceeds**—For selling stockholders. **Office**—35 Morrissey Blvd., Boston. **Underwriter**—Hemphill, Noyes & Co., N. Y.

★ **Glacier Publishing International, Inc.**

Sept. 15, 1961 filed 112,500 common. **Price**—\$3. **Business**—Publishing of crossword puzzle magazines, pricing guide directories and certain annual publications. **Proceeds**—Repayment of debt, and working capital. **Office**—26 B'way, N. Y. **Underwriter**—Farrell Securities Co., N. Y.

★ **Glass-Tite Industries, Inc.**

Sept. 27, 1961 filed 185,000 common, of which 135,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Manufacture of glass-to-metal hermetic seals. **Proceeds**—For purchase of equipment, investment in a subsidiary, research and development, moving expenses, and working capital. **Office**—725 Branch Ave., Providence, R. I. **Underwriter**—Hemphill, Noyes & Co., N. Y.

★ **Glen Industries, Inc.**

Sept. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of die casting and zipper machinery. **Proceeds**—General corporate purpose. **Office**—130 County Courthouse Rd., New Hyde Park, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y.

★ **Global Steel Products Corp.**

Nov. 3, 1961 filed 68,000 common. **Price**—By amendment. **Business**—Manufacture of prefabricated metal toilet compartments. **Proceeds**—Debt repayment and general corporate purposes. **Office**—10014 Avenue D, Brooklyn, N. Y. **Underwriter**—Treibick, Seiden & Forsyth, N. Y.

★ **Globe Coliseum, Inc.**

July 21, 1961 ("Reg. A") 300,000 common shares. **Price**—At par (\$1). **Proceeds**—For construction of a coliseum building, furnishings and incidental expenses. **Address**—c/o Fred W. Layman, 526 S. Center, Casper, Wyo. **Underwriter**—Northwest Investors Service, Inc., Billings, Mont. **Offering**—Imminent.

★ **Globe Industries, Inc.**

Oct. 30, 1961 filed 200,000 common, of which 100,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of miniature electric motors, powdered metal products and devices for the missile and aircraft industries. **Proceeds**—For debt repayment and working capital. **Office**—1784 Stanley Ave., Dayton, Ohio. **Underwriter**—McDonald & Co., Cleveland.

★ **Gluckin (Wm.) Co. Ltd. (1/4)**

Aug. 25, 1961 filed 175,000 common. **Price**—\$10. **Business**—The manufacture of ladies' underclothing. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—Bank of Bermuda Bldg., Hamilton, Bermuda. **Underwriter**—Globus, Inc., N. Y. (mgr.)

★ **Golf Courses, Inc.**

Aug. 28, 1961 filed 100,000 capital shares. **Price**—\$6. **Business**—The company plans to operate a public golf course and a private country club. **Proceeds**—For purchase of land, construction and general corporate purposes. **Office**—1352 Easton Rd., Warrington, Bucks County, Pa. **Underwriter**—Metropolitan Securities, Inc., Philadelphia (mgr.)

★ **Gotham Investment Corp.**

Nov. 21, 1961 filed 100,000 common. **Price**—\$6. **Business**—Real estate investment. **Proceeds**—For working capital and other corporate purposes. **Office**—1707 H St., N. W., Washington, D. C. **Underwriter**—Rouse, Brewer, Becker & Bryant, Inc., Washington, D. C.

★ **Gould Paper Co.**

Sept. 28, 1961 filed 140,000 common. **Price**—\$11. **Business**—Manufacture of paper. **Proceeds**—Expansion and working capital. **Office**—Lyons Falls, N. Y. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—In early Jan.

★ **Gradiatz, Annis & Co., Inc.**

Sept. 27, 1961 filed 116,875 common, of which 25,350 shares will be offered by the company and 91,525 by a

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stockholder. Price—By amendment. **Business**—Manufacture of cigars. **Proceeds**—To prepay notes and increased working capital. **Office**—2311-18th St., Tampa, Fla. **Underwriter**—W. C. Langley & Co., N. Y.

**Grafco Industries, Inc.**  
Sept. 27, 1961 filed 77,250 common. Price—\$4. **Business**—Manufacture of graphic arts equipment, chemicals and supplies. **Proceeds**—For the operation of a subsidiary, new product development, equipment and other corporate purposes. **Office**—291 Third Ave., N. Y. **Underwriter**—Philips, Rosen and Appel, N. Y.

**Greater Pittsburgh Capital Corp.**  
Nov. 14, 1961 filed 250,000 common. Price—\$11. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—952 Union Trust Bldg., Pittsburgh. **Underwriters**—Moore, Leonard & Lynch and Singer, Dean & Scribner, Pittsburgh.

● **Green (Henry J.) Instrument Co. (12/18-22)**  
Aug. 24, 1961 filed 140,000 common. Price—\$2.25. **Business**—The manufacture of precision meteorological instruments. **Proceeds**—For repayment of loans, equipment, salaries and general corporate purposes. **Office**—2500 Shames Dr., Westbury, N. Y. **Underwriter**—N. A. Hart & Co., Bayside, N. Y. (mgr.).

**Griesedieck Co.**  
Sept. 11, 1961 filed 100,000 common to be offered for subscription by stockholders on the basis of one new share for each three held. Price—By amendment. **Business**—A closed-end investment company. **Proceeds**—General corporate purposes. **Office**—314 N. B'way, St. Louis. **Underwriter**—Edward D. Jones & Co., St. Louis.

● **Growth Properties (12/4-8)**  
May 9, 1961 filed 50,000 shares of common stock. Price—To be supplied by amendment. **Business**—The company plans to engage in all phases of the real estate business. **Proceeds**—To reduce indebtedness, construct apartment units, buy land, and for working capital. **Office**—Suite 418, Albert Bldg., San Rafael, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco, Calif.

**Gulf American Fire & Casualty Co.**  
Sept. 28, 1961 filed 226,004 common to be offered for subscription by stockholders on the basis of three new shares for each 10 held. Price—\$2. **Business**—Writing of fire and casualty insurance. **Proceeds**—To increase capital and surplus. **Office**—25 S. Perry St., Montgomery, Ala. **Underwriter**—None.

**Haltone Rental Corp.**  
Sep. 29, 1961 ("Reg. A") 150,000 common. Price—\$2. **Business**—Rental of fur coats. **Proceeds**—For leasehold improvements, equipment, advertising, working capital and inventory. **Office**—350 Seventh Ave., N. Y. **Underwriter**—B. G. Harris & Co., N. Y. **Offering**—In January.

● **Hanna (M. A.) Co. (11/28)**  
Oct. 20, 1961 filed 740,000 common. Price—By amendment. **Business**—A closed-end and non-diversified investment company. **Proceeds**—For the selling stockholder (Hanna Mining Co.). **Office**—1300 Leader Bldg., Cleveland. **Underwriter**—First Boston Corp., N. Y.

● **Mannett Industries, Inc. (12/11-15)**  
Aug. 11, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—Fabrication of components for missiles, jet engines, aircraft landing gears and precision machines. **Proceeds**—Machinery, research and development and working capital. **Office**—40 Sea Cliff Ave., Glen Cove, N. Y. **Underwriter**—Albion Securities Co., Inc., N. Y.

**Happy House, Inc. (12/4-8)**  
July 28, 1961 filed 700,000 common shares. Price—\$1. **Business**—The marketing of gifts, candies and greeting cards through franchised dealers. **Proceeds**—For equipment, inventory and working capital. **Office**—11 Tenth Ave., S., Hopkins, Minn. **Underwriter**—None.

**Harleysville Life Insurance Co.**  
Sept. 21, 1961 filed 40,000 common. Price—\$15. **Business**—The writing of all types of life insurance and annuities. **Proceeds**—Working capital. **Office**—Harleysville, Pa. **Underwriter**—None.

**Hartfield Stores, Inc. (12/4-8)**  
Sept. 25, 1961 filed \$5,000,000 of conv. subord. debentures due 1981. Price—By amendment. **Business**—Operation of retail apparel and discount department stores. **Proceeds**—Repayment of debt, expansion and working capital. **Office**—5330 W. 102nd St., Los Angeles. **Underwriters**—Van Alstyne, Noel & Co., N. Y., and Johnston, Lemon & Co., Wash., D. C.

**Hartman Marine Electronics Corp.**  
Oct. 27, 1961 filed 100,000 common, of which 75,000 are to be offered by the company and 25,000 by a selling stockholder. Price—\$4. **Business**—Manufacture of marine and mobile communications and electronic equipment and military transmitter-receivers. **Proceeds**—For general corporate purposes. **Office**—30-30 Northern Blvd., Long Island City, N. Y. **Underwriter**—Charles Plohn & Co., N. Y.

**Harvey Radio Co., Inc.**  
Oct. 27, 1961 filed 200,000 common, of which 100,000 are to be offered by the company and 100,000 by a selling stockholder. Price—\$5. **Business**—Distribution of electronic components including high fidelity, radio and television parts and equipment. **Proceeds**—For working capital and general corporate purposes. **Office**—103 W. 43rd St., N. Y. **Underwriter**—Michael G. Kletz & Co., New York.

**Herman & Appley, Inc.**  
Oct. 27, 1961 filed 100,000 class A common. Price—By amendment. **Business**—General real estate. **Proceeds**—For investment. **Office**—16 Court St., Brooklyn, N. Y. **Underwriter**—Arnold, Wilkens & Co., N. Y.

**Hickory Industries, Inc.**  
Aug. 31, 1961 ("Reg. A") 40,000 common. Price—\$5. **Business**—The manufacture of barbecue machines and allied equipment. **Proceeds**—For equipment, inventory, sales promotion, expansion and working capital. **Office**—10-20 47th Rd., Long Island City, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y. **Offering**—Imminent.

**High Temperature Materials, Inc. (12/4-8)**  
Sept. 28, 1961 filed 120,000 common. Price—By amendment. **Business**—Manufacture of products from test models. **Proceeds**—For equipment, research and development, leasehold improvements, repayment of debt and working capital. **Office**—130 Lincoln St., Brighton, Mass. **Underwriter**—L. E. Rothschild & Co., N. Y.

**Hill Street Co.**  
Oct. 16, 1961 filed 2,265,138 common to be offered for subscription by stockholders of Union Bank of California on a share-for-share basis. Price—\$3. **Business**—A management investment company. **Proceeds**—For investment. **Office**—760 S. Hill St., Los Angeles. **Underwriter**—None.

● **Hoffman International Corp.**  
July 18, 1961 filed \$2,250,900 7% convertible subordinated debentures due 1973 being offered for subscription by stockholders on the basis of \$100 of debentures for each 21 shares held of record Nov. 21 with rights to expire Dec. 6, 1961. Price—At par. **Business**—The manufacture of pressing and dry-cleaning equipment. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—107 Fourth Ave., New York. **Underwriter**—J. R. Williston & Beane, New York.

● **Honolulu Gas Co., Ltd.**  
Oct. 11, 1961 filed 73,062 common, of which 66,420 will be offered for subscription by stockholders on a 1-for-5 basis. Price—By amendment. **Proceeds**—For construction and debt repayment. **Office**—1050 Bishop St., Honolulu, Hawaii. **Underwriter**—None. **Note**—This registration has become effective.

**House of Westmore, Inc.**  
Oct. 27, 1961 filed 150,000 common. Price—\$4. **Business**—Sale and distribution of cosmetics. **Proceeds**—For selling stockholders. **Office**—120 E. 16th St., N. Y. **Underwriters**—Brand, Grumet & Seigel, Inc. and Kesselman & Co., Inc., N. Y. **Offering**—Expected in January.

**Houston Corp.**  
June 9, 1961 filed 583,334 common shares to be offered for subscription by holders of common and class A stock. Price—By amendment. **Business**—The operation of a pipe line system of natural gas. **Proceeds**—For expansion, working capital and general corporate purposes. **Office**—First Federal Bldg., St. Petersburg, Fla. **Underwriters**—Blyth & Co., Inc., Lehman Brothers and Allen & Co., New York.

**Hyatt Corp.**  
Oct. 20, 1961 filed 350,000 capital shares. Price—\$10. **Business**—Operates a chain of motor hotels. **Proceeds**—For debt repayment and general corporate purposes. **Office**—1290 Bayshore Highway, Burlingame, Calif. **Underwriters**—J. Barth & Co., San Francisco and Shearson, Hammill & Co., N. Y.

**Hydra-Loc, Inc.**  
Oct. 10, 1961 ("Reg. A") 60,000 common. Price—\$2. **Business**—Design, development and manufacture of a brake control. **Proceeds**—For debt repayment and general corporate purposes. **Office**—101 Park Ave., Hudson, N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—Expected sometime in January.

● **Hygiene Industries, Inc. (12/4-8)**  
Sept. 20, 1961 filed 200,000 common. Price—\$5. **Business**—Manufacturer of shower and window curtains. **Proceeds**—For selling stockholders. **Office**—261 5th Ave., N. Y. **Underwriter**—Milton D. Blauner & Co., N. Y.

● **Hygrade Packaging Corp. (12/4-8)**  
Aug. 30, 1961 filed 100,000 class A. Price—By amendment. **Business**—The manufacture of paper cartons and boxes. **Proceeds**—For product development, expansion, repayment of a loan and working capital. **Office**—92-00 Atlantic Ave., Ozone Park, N. Y. **Underwriter**—P. J. Gruber & Co., Inc., N. Y. (mgr.).

**Ihnen (Edward H.) & Son, Inc.**  
May 16, 1961 filed 75,000 shares of common stock. Price—\$5 per share. **Business**—The construction of public and private swimming pools and the sale of pool equipment. **Proceeds**—To reduce indebtedness, to buy equipment, and for working capital. **Office**—Montvale, N. J. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—Expected sometime in January.

**Illinois Capital Investment Corp. (12/4-8)**  
Sept. 19, 1961 filed 250,000 common. Price—By amendment. **Business**—A small business investment company. **Office**—20 North Wacker Dr., Chicago, Ill. **Underwriter**—Blair & Co., Inc., N. Y.

**Industrial Finance & Thrift Corp.**  
Oct. 30, 1961 filed \$2,000,000 of 6% subordinated debentures due 1974. Price—At par. **Business**—A consumer finance firm. **Proceeds**—For repayment of debt and expansion. **Office**—339 Carondelet St., New Orleans, La. **Underwriter**—None.

★ **Industrial Gauge & Instrument Co., Inc.**  
Nov. 9, 1961 ("Reg. A") 95,250 common. Price—\$3. **Business**—Purchase, distribution and sale of industrial gauges, thermometers, etc. **Proceeds**—For debt repayment and working capital. **Office**—1403-07 E. 180 St., Bronx, N. Y. **Underwriter**—R. F. Dowd & Co., Inc., N. Y.

**Information Systems, Inc.**  
Nov. 13, 1961 filed 1,266,000 common to be offered to preferred and common stockholders of Ling-Temco-Vought, Inc. (parent) of record Nov. 30, 1961. Price—By amendment. **Business**—Furnishes industrial information, handling and control systems. **Proceeds**—For selling

stockholders. **Office**—10131 National Blvd., Los Angeles. **Underwriter**—None.

**Inpak Systems, Inc.**  
Oct. 25, 1961 filed 90,000 common. Price—\$4.25. **Business**—Designs, develops, sells and leases automatic packaging machines. **Proceeds**—For debt repayment and general corporate purposes. **Office**—441 Lexington Ave., N. Y. **Underwriters**—Stearns & Co. and Joseph Nadler & Co., N. Y. **Offering**—Expected sometime in January.

**Intercontinental Dynamics Corp.**  
July 18, 1961 ("Reg. A") 200,000 common. Price—\$1.50. **Business**—Manufacture of electronic and electro-mechanical devices used to determine the accuracy of aircraft flight instruments. **Office**—170 Coolidge Ave., Englewood, N. J. **Underwriter**—M. H. Woodhill Inc., N. Y. **Offering**—Imminent.

**International Management Corp.**  
Aug. 21, 1961 ("Reg. A") 100,000 common (par \$1). Price—\$3. **Proceeds**—For loans to subsidiaries and working capital. **Office**—7510 B. Granby St., Norfolk, Va. **Underwriter**—J. B. McLean & Co., Inc., Norfolk. **Offering**—Imminent.

● **International Mech-Tronics, Inc.**  
Sept. 1 1961 ("Reg. A") 120,000 common. Price—\$2. **Business**—The manufacture of precision instruments. **Proceeds**—For equipment and working capital. **Office**—176 E. 15th St., Paterson, N. J. **Underwriter**—Theodore Arrin & Co., Inc., N. Y. **Note**—This firm formerly was known as Electronic International, Inc.

**Interphoto Corp.**  
Sept. 15, 1961 filed 200,000 class A common. Price—\$9. **Business**—The wholesale distribution of photographic and sound equipment and supplies. **Proceeds**—For the selling stockholders. **Office**—45-17 Pearson St., Long Island City, N. Y. **Underwriters**—C. E. Unterberg, Towbin Co., and Arnold & S. Bleichroeder, Inc., N. Y. **Offering**—Expected in late December.

● **Interstate Hosts, Inc. (12/26-29)**  
Oct. 2, 1961 filed \$2,550,000 of con. subord. debentures due 1981 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 33 shares held. Price—At par. **Business**—The operation of restaurants, other food establishments and gift shops. **Proceeds**—For expansion. **Office**—11255 W. Olympic Blvd., Los Angeles. **Underwriters**—Glore, Forgan & Co., N. Y. and H. M. Bylesby & Co., Inc., Chicago.

**Interworld Film Distributors, Inc.**  
Sept. 29, 1961 filed 106,250 common. Price—\$4. **Business**—Theatrical distribution and co-production of foreign and domestic feature films. **Proceeds**—For acquisition, co-production, dubbing, adaptation and distribution of films, and working capital. **Office**—1776 B'way, N. Y. **Underwriters**—General Securities Co., Inc., and S. Kasdan & Co., Inc., N. Y. **Offering**—Expected in December.

**Jackson Optical, Inc.**  
Oct. 30, 1961 ("Reg. A") 75,000 common. Price—\$2. **Business**—Wholesale distribution of optical goods. **Proceeds**—For expansion and working capital. **Office**—64 N. Park Ave., Rockville Centre, N. Y. **Underwriter**—Stan-Bee & Co., Washington, D. C.

● **(The) Japan Fund, Inc.**  
Oct. 19, 1961 filed 2,000,000 common. Price—\$12.50. **Business**—A diversified investment company. **Office**—25 Broad St., N. Y. **Proceeds**—For investment in Japanese securities. **Underwriters**—Bache & Co., and Paine, Webber, Jackson & Curtis, N. Y., and Nikko Securities Co., Ltd., Tokyo, Japan. **Offering**—In early January.

● **Jarrell-Ash Co. (12/18-22)**  
Aug. 17, 1961 filed 60,000 class A common shares and 9,000 outstanding voting trust certificates (representing beneficial interest in 9,000 class B common shares). Price—By amendment. **Business**—The manufacture of optical instrumentation. **Proceeds**—For repayment of loans and working capital. **Office**—7 Farwell St., Newtonville, Mass. **Underwriters**—Stearns & Co., New York and Clayton Securities Corp., Boston.

**Jayark Films Corp. (12/4-8)**  
Aug. 24, 1961 filed 72,000 common, of which 50,000 are to be offered by the company and 22,000 by stockholders. Price—By amendment. **Business**—The distribution of motion picture and television films. **Proceeds**—For production of films and working capital. **Office**—15 E. 48th St., N. Y. **Underwriter**—Pacific Coast Securities Co., San Francisco.

● **Jaylis Industries, Inc.**  
Oct. 18, 1961 filed \$850,000 of 6½% subord. debentures due 1971 and 212,500 class A common shares to be offered in units of one \$100 debenture and 25 class A shares. Price—\$200. **Business**—Manufactures patented traversing screens for use as window coverings, room dividers, folding doors, etc. **Proceeds**—For debt repayment and general corporate purposes. **Office**—514 W. Olympic Blvd., Los Angeles. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. **Offering**—In January.

● **Jefferson Counsel Corp. (11/27)**  
March 13, 1961 filed 30,000 of class B common stock (non-voting). Price—\$10 per share. **Business**—The company was organized under Delaware law in January 1961 to sponsor the organization of the Jefferson Growth Fund, Inc., a new open-end diversified investment company of the management type. **Proceeds**—For organizational and operating expenses. **Office**—52 Wall St., N.Y.C. **Underwriter**—None. **Note**—This registration has become effective.

**Johnson Electronics, Inc.**  
Sept. 8, 1961 filed 125,000 capital shares. Price—By amendment. **Business**—The design and production of special electronic components for the commercial and military market. **Proceeds**—For the repayment of debt,

and working capital. Address—Box 7, Casselberry, Fla. Underwriter—Warner, Jennings, Mandel & Longstreth, Philadelphia.

**Jomar Plastics, Inc.**

See Ripley Industries, Inc., below.

**Jorn's Greeting Card Co., Inc.**

Sept. 28, 1961 filed 110,000 common. Price—By amendment. Business—Manufacture and sale of greeting cards. Proceeds—For repayment of loans, expansion and working capital. Office—106-11 157th St., Jamaica, N. Y. Underwriter—Godfrey Hamilton, Taylor & Co., Inc., N. Y.

**Joyce Teletronics Corp.**

Aug. 31, 1961 ("Reg. A") 55,000 common. Price—\$5. Business—The manufacture of electronic instruments used in communication. Proceeds—For working capital, new products and repayment of loans. Office—20 Madison Ave., Hicksville, N. Y. Underwriter—General Securities Co., Inc., N. Y. Offering—Expected in January.

**Julyn Sportswear, Inc. (12/4-8)**

Sept. 7, 1961 filed 125,000 class A. Price—\$5. Business—The manufacture of maternity clothes and sportswear. Proceeds—For working capital. Office—237 W. 35th St., N. Y. Underwriter—Mortimer B. Burnside & Co., Inc., N. Y.

**Kaiser Electronics, Inc.**

Aug. 22, 1961 ("Reg. A") 50,000 common. Price—\$4.50. Business—The manufacture of electronic power conversion equipment. Proceeds—For repayment of loans, new products, equipment, inventory, sales promotion and working capital. Office—3 Monroe St., Union N. J. Underwriter—Schirmer, Atherton & Co., Boston. Offering—Imminent.

**Kann-Ellert Electronics, Inc.**

Oct. 24, 1961 filed 108,000 common. Price—\$6.50. Business—Wholesaling of electronic parts and components and equipment. Proceeds—For debt repayment and general corporate purposes. Office—2050 Rockrose Ave., Baltimore. Underwriter—Rubin, Rennert & Co., Inc., N. Y.

**Keller Corp.**

June 29, 1961 filed \$1,200,000 of 6½% convertible subord. debentures due 1968. Price—At 100%. Business—Development of land, construction of homes and related activities in Florida. Proceeds—Repayment of debt, acquisition of Yetter Homes, Inc., and general corporate purposes. Office—101 Bradley Place, Palm Beach, Fla. Underwriter—Casper Rogers & Co., Inc., N. Y. Offering—Expected late in December.

**Kellwood Co. (12/18-22)**

Oct. 24, 1961 filed 380,000 common. Price—By amendment. Business—Manufacture of clothing, camping equipment and bedding items principally for Sears, Roebuck & Co. Proceeds—For selling stockholders. Office—111 W. Monroe St., Chicago. Underwriters—Goldman, Sachs & Co. and Lehman Brothers, N. Y.

**Kelly Girl Service, Inc. (12/18-22)**

Oct. 27, 1961 filed 100,000 common, of which 25,000 are to be offered by the company and 75,000 by a stockholder. Price—By amendment. Business—Furnishes temporary office clerical services. Proceeds—For working capital. Office—13314 Woodward Ave., Highland Park, Mich. Underwriter—Dean Witter & Co., San Francisco.

**Kendall Industries, Inc.**

Sept. 11, 1961 filed 150,000 common, of which 100,000 are to be offered by the company and 50,000 by a selling stockholder. Price—\$4. Business—The manufacture of sliding aluminum windows and doors. Proceeds—For equipment and general corporate purposes. Office—5581 Air Terminal Dr., Fresno, Calif. Underwriter—Currier & Carlsen, Inc., Los Angeles. Offering—In December.

**Kent Dry Cleaners, Inc.**

Aug. 25, 1961 filed 165,000 common, of which 45,000 are to be offered by the company and 120,000 by stockholders. Price—\$5. Business—The dry cleaning and storage of clothes. Proceeds—For working capital and general corporate purposes. Office—1745 Clintonville St., Whitestone (Queens) N. Y. Underwriter—Arnold Malkan & Co., Inc., N. Y. C. Offering—Imminent.

**Kenwin, Shops, Inc. (12/11-15)**

Sept. 27, 1961 filed 80,000 common. Price—\$5. Business—Operates a chain of women's and children's apparel stores. Proceeds—Repayment of debt, expansion and working capital. Office—249 W. 34th St., N. Y. Underwriters—D. H. Blair & Co., N. Y., and Johnson, Lane, Space Corp., Savannah.

**Kiddie Rides, Inc.**

Sept. 12, 1961 filed 1,000,000 of 7% convertible subordinated debentures due 1971 and 30,000 common to be offered in units of \$1,000 debentures and 30 of common. Price—By amendment. Business—The operation of coin operated children's amusement equipment. Proceeds—For repayment of loans; equipment and general corporate purposes. Office—2557 W. North Ave., Chicago. Underwriter—Paul C. Kimball & Co., Chicago.

**Kine Camera Co. Inc.**

Nov. 21, 1961 filed 75,000 common. Price—\$5. Business—Importing and distribution of cameras, binoculars and photographic equipment. Proceeds—For debt repayment and working capital. Office—889 Broadway, N. Y. Underwriter—Underhill Securities Corp., N. Y.

**King Louie Bowling Corp.**

Sept. 27, 1961 filed 325,000 common. Price—\$3. Business—Operates a chain of bowling centers. Proceeds—Repay debt and for other corporate purposes. Office—8785 Metcalfe Rd., Overland Park, Kan. Underwriter—George K. Baum & Co., Kansas City, Mo.

**Knappe & Vogt Manufacturing Co. (11/28)**

Sept. 11, 1961 filed 263,750 common. Price—By amendment. Business—The manufacture of specialty hardware items. Proceeds—For the selling stockholders. Office—

658 Richmond St., N. W. Grand Rapids, Mich. Underwriter—Glore, Forgan & Co., N. Y. (mgr.).

**Kinckerbocker Toy Co., Inc.**

Sept. 27, 1961 filed 100,000 common. Price—By amendment. Business—Design and manufacture of toys. Proceeds—For working capital. Office—401 Butler St., Brooklyn, N. Y. Underwriter—Herbert Young & Co., Inc., and Netherlands Securities Co., Inc., N. Y.

**Kollmorgen Corp.**

Nov. 9, 1961 filed 100,000 common, of which 40,000 are to be sold by the company and 60,000 by stockholders. Price—By amendment. Business—Manufacture of optical equipment. Proceeds—For debt repayment. Office—347 King St., Northampton, Mass. Underwriter—Putnam & Co., Hartford.

**Korfund, Inc. (11/27-12/1)**

Sept. 8, 1961 filed \$600,000 of 6½% convertible subord. debentures due 1971 and 180,000 common to be offered for public sale in units, each consisting of \$100 of debentures and 30 common. Of the 180,000 shares, 40,000 will be sold by the company and 140,000 by Massachusetts Mohair Plush Co., Inc., sole stockholder. Price—By amendment. Business—The manufacture of vibration, shock and noise control products and the distribution of European made electronic and mechanical instruments. Proceeds—For the repayment of debt, and working capital. Office—16 E. 34th St., N. Y. Underwriter—Street & Co., Inc., N. Y. (mgr.).

**Koster-Dana Corp.**

Sept. 28, 1961 filed 70,000 common. Price—\$5. Business—Publishing of informational booklets for financial, commercial and industrial organizations. Proceeds—Debt repayment and working capital. Office—76 Ninth Ave., N. Y. Underwriter—Gianis & Co., N. Y. Offering—In late December.

**Kratter Corp.**

Sept. 27, 1961 filed \$100,000,000 of 6% subord. debentures due 1976 (with attached five-year warrants to purchase 2,000,000 class A common) to be offered to holders of class A and class B shares at the rate of \$1,000 of debentures for each 50 shares held. Price—\$1,000. Business—Real Estate investment. Proceeds—Repayment of debt, investment, and corporate purposes. Office—521 5th Ave., N. Y. Underwriter—None.

**Krylon, Inc.**

Nov. 15, 1961 filed 250,000 common. Price—By amendment. Business—Manufacture of aerosol spray paints, protective coatings and other aerosol products. Proceeds—For selling stockholders. Office—Norristown, Pa. Underwriter—Eastman Dillon, Union Securities & Co., N. Y.

**Kulicke & Soffa Manufacturing Co. (12/11-15)**

Aug. 15, 1961 filed 122,980 common shares, of which 100,000 shares are to be offered by the company and 22,980 shares by stockholders. Price—By amendment. Business—The manufacture of machinery for production of transistors and similar devices. Proceeds—For payment of taxes, new products, down payment on a new plant and general corporate purposes. Office—401 N. Broad St., Philadelphia. Underwriter—Marron, Sloss & Co., Inc., New York (managing).

**L. L. Drug Co., Inc. (11/27-12/1)**

July 26, 1961 filed 100,000 common shares. Price—\$4.50. Business—The manufacture of pharmaceuticals. Proceeds—For repayment of a loan, purchase of equipment, research and development, advertising and working capital. Office—1 Bala Ave., Bala-Cynwyd, Pa. Underwriter—Stevens Investment Co., Bala-Cynwyd, Pa.

**Laboratory Procedures, Inc.**

Sept. 29, 1961 ("Reg. A") 100,000 capital shares. Price—\$2.50. Proceeds—For debt repayment, equipment, advertising, leases, and working capital. Office—2701 Stocker St., Los Angeles. Underwriter—Pacific Coast Securities Co., San Francisco. Offering—In January.

**Lakeway Chemicals, Inc.**

Nov. 13, 1961 ("Reg. A") 10,000 common. Price—\$10. Business—Manufacture of chemical products. Proceeds—For general corporate purposes. Office—525 Evanston Ave., Muskegon, Mich. Underwriter—None.

**Lance, Inc. (12/4-8)**

Aug. 30, 1961 filed 364,000 common. Price—By amendment. Business—The manufacture of peanut butter filled delicacies. Proceeds—For the selling stockholders. Office—1304 S. Blvd., Charlotte, N. C. Underwriter—R. S. Dickson & Co., Charlotte, N. C. (mgr.).

**Larr Optics & Electronics Co.**

Oct. 2, 1961 ("Reg. A") 75,000 common. Price—\$2. Proceeds—For expansion, equipment, research and development and working capital. Office—1375 West Maple St., Denver. Underwriter—Schmidt, Sharp, McCabe & Co., Inc., Denver.

**Lehigh Press, Inc.**

Nov. 3, 1961 filed 155,000 common, of which 45,000 are to be offered by the company and 110,000 by stockholders. Price—By amendment. Business—A commercial printer. Proceeds—For a new plant, moving expenses and equipment. Office—2400 E. Huntingdon St., Philadelphia. Underwriter—Harrison & Co., Philadelphia.

**Leslie (Joyce), Inc.**

Sept. 28, 1961 filed 100,000 common. Price—\$5.50. Business—Retailing of women's apparel. Proceeds—For expansion, inventories and working capital. Office—850 Flatbush Ave., Brooklyn. Underwriter—Seymour, Bernard & DuBoff, Inc., N. Y.

**Libby International Corp.**

Aug. 3, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—The distribution of tractors and farm equipment manufactured by Kramer-Werke, a German company. Proceeds—For repayment of loans,

inventory and working capital. Office—325 W. Houston Street, N. Y. Underwriter—To be named. Offering—Expected sometime in January.

**Liberian American-Swedish Minerals Co.**

Sept. 14, 1961 filed \$5,871,500 of 4.167% subordinated debentures due 1985 to be offered for subscription by stockholders of International African American Corp. Latter stockholders will receive Class C rights to acquire the debentures and 176,145 of Liberian Iron Ore Ltd., parent, in units, each consisting of \$100 of debentures and 3 Liberian Iron Ore. Price—\$104 per unit. Business—The commercial exploitation of iron ore deposits in Liberia. Proceeds—For the selling stockholder. Address—Monrovia, Liberia. Underwriter—None.

**Liberian Iron Ore Ltd.**

Sept. 14, 1961 filed 436,327 capital shares being offered for subscription by stockholders of International African American Corp. Latter stockholders will receive class A rights to acquire 40,000 capital shares on the basis of one for each 22 held; class B rights to acquire 220,182 on the basis of one for each four held; and class C rights to acquire 176,145 shares and \$5,871,500 of debentures of Liberian American-Swedish Minerals Co., subsidiary, in units, each consisting of \$100 of debentures and three Liberian Iron shares. Price—Class A—\$10; Class B—\$15.85; Class C—\$104 per unit. Proceeds—For the selling stockholder. Business—A holding company for stock of Liberian American-Swedish Minerals Co., which is engaged in the exploitation of iron ore deposits in Liberia. Address—Prince Edward Island, Canada. Underwriter—None. Note—The record date for the offering is Nov. 15 and the rights expiration date Dec. 27, 1961.

**Lido Corp. (12/4-8)**

Aug. 29, 1961 ("Reg. A") 84,000 common. Price—\$3.25. Business—The manufacture of toys, games and novelties. Proceeds—For new equipment, advertising, and repayment of loans. Office—349 Rider Ave., Bronx 51, N. Y. Underwriter—Flomenhaft, Seidler & Co., Inc., N. Y.

**Lincoln Fund, Inc. (12/11-15)**

March 30, 1961 filed 951,799 shares of common stock. Price—Net asset value plus a 7% selling commission. Business—A non-diversified, open-end, management-type investment company whose primary investment objective is capital appreciation and, secondary, income derived from the sale of put and call options. Proceeds—For investment. Office—300 Main St., New Britain, Conn. Distributor—Horizon Management Corp., New York.

**Lincoln Income Life Insurance Co.**

Oct. 31, 1961 filed 45,000 common. Price—By amendment. Business—A life insurance company. Proceeds—For the selling stockholder. Office—Louisville, Ky. Underwriters—J. C. Bradford & Co., Nashville, Tenn. and W. L. Lyons & Co., Louisville, Ky.

**Litho-Tone, Inc.**

Nov. 17, 1961 filed \$247,500 of convertible subordinated 7% debentures due 1971 (with attached warrants) and 55,000 common shares to be offered in units consisting of one \$4.50 debenture (with one warrant) and one common share. Price—\$6 per unit. Business—Lithography printing and the manufacture of offset printing plates. Proceeds—For general corporate purposes. Office—333 Hudson St., N. Y. Underwriter—Continental Bond & Share, Maplewood, N. J.

**Lomart Perfected Devices, Inc.**

Sept. 14, 1961 filed 100,000 common. Price—\$5. Business—The manufacture of pool filters and accessories and tools, dies, metal stampings, etc. Proceeds—For moving expenses, purchase of equipment, promotion of a new product and working capital. Office—199 Bleecker St., Brooklyn, N. Y. Underwriter—None.

**Louis Sherry Preserves, Inc. (11/27-12/1)**

Sept. 21, 1961 filed 200,000 common. Price—\$4. Business—Manufacture of fresh fruit preserves and jellies. Proceeds—Plant expansion, advertising, repayment of debt, and working capital. Office—30-30 Northern Blvd., Long Island City, N. Y. Underwriter—Stanley Heller & Co., N. Y.

**Ludwig Engineering & Science (12/11-15)**

Oct. 5, 1961 filed 125,000 common. Price—By amendment. Business—Renders engineering and research services. Proceeds—For equipment, debt repayment and working capital. Office—150 E. Foodhill Blvd., Arcadia, Calif. Underwriter—Dempsey-Tegeler & Co., Inc., St. Louis.

**Lunar Enterprises, Inc. (12/29)**

Aug. 31, 1961 filed 125,000 common. Price—\$5.75. Business—The production of television films. Proceeds—For filming and production and working capital. Office—1501 Broadway, N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., 50 Broadway, N. Y.

**Macfadden Publications, Inc.**

Sept. 28, 1961 filed \$5,300,000 of convertible subord. debentures due 1971. Price—At par. Business—Book and magazine publishing. Proceeds—Debt repayment, moving expenses and working capital. Office—205 E. 42nd St., N. Y. Underwriters—First Broad Street Corp. and Lieberbaum & Co., N. Y. Note—This registration will be refilled.

**MacLevy Associates, Inc.**

July 20, 1961 ("Reg. A") 150,000 common shares (par one cent). Price—\$2. Business—The distribution of health, exercise and slenderness equipment. Proceeds—For repayment of loans, equipment, new products, sales promotion and advertising, plant removal and working capital. Office—189 Lexington Ave., N. Y. 16, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J. Offering—Expected sometime in Nov.

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**Macoid Industries, Inc. (12/4-8)**

Sept. 28, 1961 filed 300,000 common, of which 100,000 are to be offered by the company and 200,000 by stockholders. Price—\$5. Business—Molding of plastic products for the automobile, electrical utility and telephone industries. Proceeds—For working capital. Office—12340 Cloverdale, Detroit. Underwriter—Charles Plohn & Co., N. Y.

**Magazines For Industry, Inc.**

Aug. 2, 1961 filed 135,000 common shares. Price—By amendment. Business—The publishing of business periodicals. Proceeds—For promotion, a new publication and working capital. Office—660 Madison Ave., New York. Underwriter—To be named.

**Major Finance Corp. (12/4-8)**

Aug. 18, 1961 filed \$200,000 of 7% senior subordinated debentures due 1971 (with attached warrants) and 100,000 common shares to be offered in units consisting of \$100 debenture (with a warrant to purchase one common share at \$4) and 50 common shares. Price—\$300 per unit. Business—Consumer finance. Proceeds—For working capital. Office—912 Thayer Ave., Silver Spring, Md. Underwriter—Manhattan Eastern Corp., N. Y. (mgr.)

**Malone & Hyde, Inc. (11/27-12/1)**

Sept. 1, 1961 filed 275,000 common, of which 100,000 are to be offered by the company and 175,000 by the stockholders. Price—By amendment. Business—The procurement, warehousing and sale of groceries, meats, produce, etc., to retail grocers. Proceeds—For working capital. Office—1700 Dunn Ave., Memphis. Underwriter—Equitable Securities Corp., Nashville (mgr.).

**Mann Research Laboratories, Inc. (12/4-8)**

Sept. 21, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Sale of scientifically tested biochemicals and pharmaceuticals. Proceeds—For new quarters, equipment, a laboratory, inventories and working capital. Office—136 Liberty St., N. Y. Underwriter—L. D. Sherman & Co., N. Y.

**Manson Laboratories, Inc.**

Sept. 26, 1961 filed 200,000 common. Price—\$5. Business—Research and manufacture of equipment for military and industrial applications. Proceeds—Repayment of debt, equipment research and development, and working capital. Office—375 Fairfield Ave., Stamford, Conn. Underwriter—Amos Treat & Co., N. Y. Offering—In late December.

**March Dynamics Inc.**

Aug. 28, 1961 filed 125,000 common. Price—\$2.50. Business—The manufacture of mechanical and electro-mechanical components. Proceeds—For equipment and working capital. Office—920 S. Oyster Bay Rd., Hicksville, N. Y. Underwriter—Paul Eisenberg & Co., N. Y. C.

**Markite Corp.**

Oct. 26, 1961 filed 100,000 common. Price—By amendment. Business—Development, design, manufacture and sale of precision electromechanical devices. Proceeds—For debt repayment and working capital. Office—155 Waverly Place, N. Y. Underwriter—C. E. Unterberg, Towbin Co., N. Y. Offering—Expected sometime in Jan.

**Marks Polarized Corp. (12/15)**

June 27, 1961 filed 95,000 common shares. Price—By amendment. Proceeds—For expansion, acquisition of new facilities and other corporate purposes. Office—153-16 Tenth Ave., Whitestone, N. Y. Underwriters—Ross, Lyon & Co., Inc. (mgr.), Glass & Ross, Inc., and Globus, Inc., N. Y. C.

**Marlene Industries Corp. (12/11-15)**

Aug. 29, 1961 filed 225,000 common, of which 150,000 are to be offered by the company and 75,000 by stockholders. Price—\$7. Business—The manufacture of ladies' wear. Proceeds—For working capital. Office—141 W. 36th St., N.Y.C. Underwriter—Bernard M. Kahn & Co., Inc., N.Y.C.

**Marshall Electronics Co.**

Nov. 1, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of rectifiers, regulators, thermocouple tubes, and thyatrons. Proceeds—For expansion, research and development, and working capital. Office—54 Summer Ave., Newark, N. J. Underwriter—Richard Bruce & Co., Inc., N. Y.

**Martin Yale Business Machines Corp. (12/11-15)**

Sept. 27, 1961 filed 100,000 common (with attached three-year warrants to purchase 40,000 shares at \$5, to be offered in units of one share and a warrant to purchase 0.4 share. Price—\$3.50 per unit. Business—Manufacture of paper cutters and trimmers, paper folding machines, photographic dark room accessories and envelope opening machines. Proceeds—Advertising sales, promotion, new products and working capital. Office—2450 Estes Ave., Elk Grove Village, Ill. Underwriter—Arnold Malkan & Co., Inc., N. Y.

**Matrix Corp.**

Oct. 20, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Furnishes consultative and research services. Proceeds—For development of teaching machines and working capital. Office—507 18th St., S., Arlington, Va. Underwriter—Mackall & Coe, Washington, D. C.

**Maust Coal & Coke Corp.**

Nov. 13, 1961 filed 250,000 common. Price—By amendment. Business—Mining of bituminous coal. Proceeds—For debt repayment and purchase of equipment. Office—530 Fifth Ave., N. Y. Underwriter—Eastman Dillon, Union Securities & Co., N. Y.

**Maxam, Inc.**

Oct. 26, 1961 filed 200,000 common, of which 100,000 shares are to be offered by the company and 100,000 shares by stockholders. Price—By amendment. Business—Operation of self-service discount department stores. Proceeds—For debt repayment and working cap-

ital. Office—525 Hyde Park Ave., Roslindale, Mass. Underwriter—McDonnell & Co., Inc., N. Y.

**Mayfield Engineering Co.**

Oct. 5, 1961 ("Reg. A") 300,000 common. Price—\$1. Proceeds—For equipment, debt repayment and working capital. Office—330 W. Costilla St., Colorado Springs. Underwriter—Amos C. Sudler & Co., Denver.

**Measurements Spectrum, Inc.**

Oct. 9, 1961 ("Reg. A") 56,000 common. Price—At par (\$5). Proceeds—For equipment, debt repayment and working capital. Office—815 S. Fremont Ave., Alhambra, Calif. Underwriter—Adams & Co., Los Angeles.

**Medex, Inc. (12/26-29)**

Sept. 27, 1961 filed 110,000 common. Price—By amendment. Business—Development and manufacture of a limited line of hospital and surgical supplies. Proceeds—For construction, inventory, research and working capital. Office—1488 Grandview Ave., Columbus, Ohio. Underwriter—Globus, Inc., N. Y.

**Medical Fund, Inc.**

Oct. 26, 1961 filed 2,000,000 capital shares. Price—\$10. Business—A closed-end diversified investment company. Proceeds—For investment in firms serving modern medicine. Address—New York, N. Y. Underwriter—Fleetwood Securities Corp. of America, 44 Wall St., N. Y.

**Medical Industries Fund, Inc.**

Oct. 23, 1961 filed 25,000 common. Price—\$10. Business—A closed-end investment company which plans to become open-end. Proceeds—For investment in the medical industry and capital growth situations. Office—677 Lafayette St., Denver. Underwriter—Medical Associates, Inc., Denver.

**Medical Video Corp.**

Nov. 13, 1961 filed 250,000 common. Price—\$10. Business—Manufacture of medical electronic equipment. Proceeds—For general corporate purposes. Office—Studio City, Calif. Underwriter—Financial Equity Corp., Los Angeles.

**Meehan-Tooker Co., Inc. (12/4-8)**

Sept. 8, 1961 filed 100,000 common. Price—\$5. Business—The printing of advertising material, annual reports, booklets etc., by offset lithography. Proceeds—For the purchase of a high-speed press, the repayment of debt, establishment of a new department, and working capital. Office—170 Varick St., N. Y. Underwriters—Harry Odzer Co., N. Y. and Bruno-Lenchner, Inc., Pittsburgh.

**Melnor Industries, Inc.**

Nov. 15, 1961 filed 152,500 common, of which 52,500 are to be offered by the company and 100,000 by stockholders. Price—By amendment. Business—Manufacture of lawn and garden sprinkling equipment. Proceeds—For general corporate purposes. Office—Moonachie, N. J. Underwriter—Francis I. duPont & Co., N. Y.

**Mercury Photo Corporation (12/18-22)**

Sept. 26, 1961 filed 100,000 class A. Price—\$5. Business—Processing and wholesaling of photographic film, etc. Proceeds—For expansion, equipment, and working capital. Office—275 Clinton Ave., Newark, N. Y. Underwriter—General Securities Co., S. Kasdan & Co., Inc., N. Y. C., and Dual Planning Corp., Garden City, N. Y.

**Merit Associates, Inc.**

Sept. 5, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Plastic fabrication. Proceeds—For debt payment, equipment, advertising and working capital. Office—3 Sidney Court, Lindenhurst, N. Y. Underwriters—M. Posey Associates Ltd., and Alkow & Co., Inc., N. Y. Offering—Imminent.

**Metal Bellows Corp. (11/27-12/1)**

Sept. 1, 1961 filed 140,000 common, of which 120,000 are to be offered by the company and 20,000 by a stockholder. Price—By amendment. Business—The manufacture of welded diaphragm bellows. Proceeds—For moving expenses, equipment, research and development, repayment of debt and working capital. Office—27 Mica Lane, Wellesley, Mass. Underwriter—Estabrook & Co., Boston.

**Metallurgical International, Inc.**

Sept. 2, 1961 filed 145,000 class A. Price—\$3. Business—Reprocessing and manufacturing of rare refractory metals. Proceeds—Repay debt, taxes, purchase equipment, and working capital. Office—174 Main Ave., Wellington, N. J. Underwriter—Mortimer B. Burnside & Co., N. Y.

**Metalfab, Inc.**

Oct. 27, 1961 filed \$600,000 of 6% s. f. conv. debentures due 1976 and 100,000 common (of which 20,000 shares are to be offered by the company and 80,000 by stockholders). Price—By amendment. Business—Manufactures products and parts of the automotive and electrical industries. Proceeds—For debt repayment and working capital. Office—First and Elm Sts., Beaver Dam, Wis. Underwriters—Cruttenden, Podesta & Co., Chicago and Splaine & Frederic, Inc., Milwaukee.

**Metatronics Manufacturing Corp.**

Oct. 18, 1961 filed 100,000 common. Price—\$2. Business—Manufacture of electronic cases and containers, and precision sheet metal products. Proceeds—For debt repayment, and other corporate purposes. Office—111 Bloomingdale Rd., Hicksville, N. Y. Underwriter—Frank Karasik & Co., N. Y.

**Meteor Enterprises, Inc.**

Oct. 31, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of electric barbecue motors, igniters, etc. Proceeds—For debt repayment and general corporate purposes. Office—5356 Riverton Ave., North Hollywood, Calif. Underwriter—Kolb & Lawrence, Inc., Las Vegas, Nev.

**Metropolitan Acceptance Corp.**

Oct. 2, 1961 filed \$300,000 of 6% subordinated convertibles due 1967 and 60,000 common shares to be offered

in units consisting of \$100 of debentures and 20 common shares. Price—\$150 per unit. Business—Financing of retail sales. Proceeds—For working capital. Office—5422 Western Ave., Chevy Chase, Md. Underwriter—R. Baruch & Co., Washington, D. C.

**★ Metrodynamics Corp.**

Nov. 13, 1961 ("Reg. A") 100,000 common. Price—\$1.10. Business—Research, design and manufacture of specialized electronic instruments and devices. Proceeds—For debt repayment and working capital. Office—8 Westover Ave., Caldwell, N. J. Underwriter—First Philadelphia Corp., N. Y.

**Micro-Lectric, Inc.**

June 12, 1961 ("Reg. A") 55,000 common shares (par 10 cents). Price—\$4. Business—The manufacture and design of potentiometers used in computers, ground control guidance systems and missiles. Proceeds—For tooling and production; repayment of loans; equipment; advertising; research and development and working capital. Office—19 Debevoise Avenue, Roosevelt, N. Y. Underwriter—Underhill Securities Corp., N. Y. Offering—Imminent.

**★ Micro-Precision Corp. (11/28)**

July 28, 1961 ("Reg. A") 100,000 common shares (par 20 cents). Price—\$3. Business—The development and manufacture of language laboratories for the electronics educational field and the manufacture of electronic and micro-wave components. Proceeds—For expansion and working capital. Office—55 Ninth St., Brooklyn, N. Y. Underwriters—Manufacturers Securities Corp., New York (managing); Bioren & Co., Boenning & Co., Philadelphia, Chace, Whiteside & Winslow, Inc., Draper, Sears & Co., and Schirmer, Atherton & Co., Boston.

**Micron Plastics Corp.**

Sept. 15, 1961 ("Reg. A") 50,000 common. Price—\$4. Business—Manufacture of plastic film. Proceeds—For building improvements, new equipment and working capital. Office—640 Dean St., Brooklyn. Underwriter—S. Schramm & Co., N. Y.

**Midwestern Investment Corp.**

Oct. 16, 1961 filed 200,000 common. Price—\$2. Business—Company plans to engage in the commercial finance and factoring business. Proceeds—General corporate purposes. Office—1730 K St., N. W., Washington, D. C. Underwriter—Affiliated Underwriters, Inc.

**★ Milgray Electronics, Inc.**

Sept. 26, 1961 filed 166,667 common. Price—By amendment. Business—Wholesaler and distributor of electronic parts. Office—136 Liberty St., N. Y. Underwriter—Marion, Sloss & Co., Inc., N. Y. Offering—In early January.

**★ Milo Components, Inc.**

Aug. 15, 1961 ("Reg. A") 170,000 class A shares (par 10 cents). Price—\$1. Business—The manufacture of precision components, assemblies for aircraft, armaments, computers, floor waxers and industrial vacuum cleaners. Proceeds—For equipment, research and development, repayment of loans and working capital. Office—9 Cleveland Street, Valley Stream, N. Y. Underwriter—Nelson Securities, Inc., Hempstead, N. Y. Note—This letter was withdrawn.

**★ Mitron Research & Development Corp.**

Nov. 21, 1961 filed 130,000 common. Price—\$3. Business—Research and development of new products for the electronic industry. Proceeds—For general corporate purposes, new products. Office—899 Main St., Waltham, Mass. Underwriter—Stanley Heller & Co., N. Y.

**Minuit Investing Corp.**

Aug. 4, 1961 ("Reg. A") 28,000 shares of 80 cents cumulative, participating preferred stock (par \$1). Price—\$10. Business—An investment company. Proceeds—For acquisitions, working capital and general corporate purposes. Office—225 Broadway, New York 7, N. Y. Underwriter—Pine Tree Securities, Inc., N. Y.

**★ Miss Euliette, Inc. (12/11-15)**

Oct. 10, 1961 filed 100,000 common. Price—By amendment. Business—Design, manufacture and distribution of women's dresses. Proceeds—For debt repayment, inventory and expansion. Office—1919 S. Los Angeles St., Los Angeles. Underwriter—F. L. Rossmann & Co., N. Y.

**Mobile Estates, Inc.**

June 27, 1961 filed 140,000 common shares. Price—\$6. Proceeds—To purchase land, construct and develop about 250 mobile home sites, form sales agencies and for working capital. Office—26 Dalbert, Carteret, N. J. Underwriter—Harry Odzer Co., N. Y. Offering—In mid-Jan.

**Mobile Rentals Corp.**

Oct. 13, 1961 filed 215,000 common, of which 165,000 are to be offered by the company and 50,000 by a stockholder. Price—By amendment. Business—Sale and leasing of trailers. Proceeds—For expansion, repayment of debt, and working capital. Office—8472 S. Figueroa St., Los Angeles. Underwriters—Kleiner, Bell & Co., Beverly Hills, Calif. and Hardy & Co., N. Y.

**★ Modern Pioneers' Life Insurance Co.**

Nov. 6, 1961 ("Reg. A") 105,297 common. Price—\$2. Business—A life insurance company. Proceeds—To increase capital and surplus. Office—811 N. Third St., Phoenix. Underwriter—Associated General Agents of North America, Inc.

**★ Molecular Dielectrics, Inc. (12/18-22)**

Sept. 1, 1961 filed 150,000 common, of which 135,000 are to be offered by the company and 15,000 by Cardia Co. Price—\$5. Business—The manufacture of high-temperature electronic and electrical insulation materials. Proceeds—For equipment, a new product and working capital. Office—101 Clifton Blvd., Clifton, N. J. Underwriters—Street & Co., Inc. and Irving Weis & Co., N. Y.

**★ Mon-Dak Feed Lot, Inc. (12/11-15)**

July 17, 1961 filed 150,000 common shares. Price—\$3. Business—The breeding of livestock owned by others.

**Proceeds**—For drilling of water test wells, purchase of land, construction, general administrative costs and working capital. **Address**—Glendive, Mont. **Underwriter**—Wilson, Ehl; Demos, Bailey & Co., Billings, Mont.

**Manmouth Electric Co., Inc. (11/27-12/1)**  
Aug. 28, 1961 filed 200,000 common, of which 125,000 are to be offered by the company and 75,000 by stockholders. **Price**—\$6. **Business**—Manufacture of electronic and electro-mechanical equipment. **Proceeds**—Machinery, repay loans and working capital. **Office**—1802 Corliss Ave., Neptune, N. J. **Underwriters**—Cruttenden, Podesta & Co., Chicago and Spear, Leeds & Kellogg, N. Y.

**Monticello Lumber & Mfg. Co., Inc.**  
April 11, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Sale of lumber, building supplies and hardware. **Proceeds**—To repay loans and for working capital. **Address**—Monticello, N. Y. **Underwriter**—J. Laurence & Co., Inc., N. Y.

**Motor Parts Industries, Inc.**  
Oct. 30, 1961 filed 120,000 class A shares. **Price**—By amendment. **Business**—Distribution of automobile parts. **Proceeds**—For debt repayment and working capital. **Office**—900-908 S. Oyster Bay Rd., Hicksville, N. Y. **Underwriter**—Street & Co., Inc., N. Y. **Offering**—In Jan.

**Municipal Investment Trust Fund, First Pa. Series (11/27-12/1)**  
April 28, 1961 filed \$6,375,000 (6,250 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of the Commonwealth of Pennsylvania and its political subdivisions. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C.

**Municipal Investment Trust Fund, Series B**  
April 28, 1961 filed \$12,750,000 (12,500 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of states, counties, municipalities and territories of the U. S. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C. **Offering**—Expected in early 1962.

**Murray Magnetics Corp.**  
Aug. 15, 1961 filed 150,000 common shares. **Price**—\$6. **Business**—The financing, exploitation and sale of a new line of electric kitchen and household appliances. **Proceeds**—For the purchase of inventory, sales promotion and working capital. **Office**—230 Fifth Ave., New York. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Note**—This registration will be withdrawn and then refiled.

**Mutual Credit Corp.**  
Nov. 3, 1961 ("Reg. A") \$300,000 of 6½% convertible subord. debentures, due 1971. **Price**—At par. **Business**—A finance company. **Proceeds**—For general corporate purposes. **Address**—Keene, N. H. **Underwriter**—Chilson, Newbery & Co., Inc., Kingston, N. Y.

**NAC Charge Plan and Northern Acceptance Corp. (11/27-12/1)**  
June 27, 1961 filed 33,334 class A common shares. **Price**—By amendment. **Proceeds**—For working capital. **Office**—16 East Pleasant St., Baltimore, Md. **Underwriter**—Sade & Co., Washington, D. C. (mgr.)

**Nalley's, Inc. (12/4-8)**  
Oct. 9, 1961 filed 210,000 common, of which 130,000 are to be offered by the company and 80,000 by stockholders. **Price**—By amendment. **Business**—The production of food products. **Proceeds**—For a new plant, leasehold and plant improvement and working capital. **Office**—3410 S. Lawrence St., Tacoma, Wash. **Underwriter**—Blyth & Co., Inc., N. Y.

**Narrows Premium Corp.**  
Sept. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—Financing of casualty insurance premiums in New York State. **Proceeds**—General corporate purposes. **Office**—9805 Fourth Ave., Brooklyn, N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

**National Bowling Lanes, Inc.**  
July 21, 1961 filed 150,000 capital shares. **Price**—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For expansion, repayment of loans, and working capital. **Office**—220 S. 16th Street, Philadelphia. **Underwriter**—Edward Lewis & Co., Inc., N. Y. **Offering**—Expected some time in January.

**National Capital Acceptance Corp.**  
Oct. 20, 1961 ("Reg. A") 150,000 class A common. **Price**—\$2. **Business**—Purchase of second trust notes and other securities. **Proceeds**—For working capital. **Office**—8719 Colesville Rd., Silver Spring, Md. **Underwriter**—Guardian Investment Corp., Washington, D. C.

**National Equipment & Plastics Corp.**  
Sept. 28, 1961 filed 105,000 common. **Price**—\$5. **Business**—Operation of a cleaning and pressing plant and affiliated stores. **Proceeds**—For debt repayment, store expansion and working capital. **Address**—Portage, Pa. **Underwriter**—Cortlandt Investing Corp., N. Y.

**National Hospital Supply Co., Inc. (12/6)**  
June 22, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Distribution of medical supplies. **Proceeds**—For inventory, advertising and promotion, expansion, repayment of loans and working capital. **Office**—38 Park Row, N. Y. **Underwriters**—Edward Lewis & Co., Inc. and Underhill Securities Corp., N. Y.

**National Industries, Inc. (11/27-12/1)**  
Aug. 28, 1961 ("Reg. A") 50,000 common. **Price**—\$6. **Proceeds**—For equipment, inventory and operating expenses. **Office**—1622 Chestnut St., Philadelphia. **Underwriter**—Mayo & Co., Inc., Phila.

**National Mercantile Clearing House, Inc.**  
Oct. 23, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—A collection agency. **Proceeds**—For general corporate purposes. **Office**—4539 Ponce de Leon Blvd., Miami, Fla. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Expected sometime in January.

**National Real Estate Investment Trust**  
Nov. 9, 1961 filed 1,000,000 common. **Price**—\$15. **Business**—A real estate investment company. **Proceeds**—For investment. **Office**—20 Broad St., New York City. **Underwriter**—Lee Higginson Corp., N. Y. **Offering**—Expected in January.

**National Recreation Corp.**  
Sept. 27, 1961 filed 337,500 common. **Price**—\$8. **Business**—Operates a national chain of bowling centers. **Proceeds**—For the acquisition of new centers, repayment of debt and for working capital. **Office**—Time and Life Bldg., N. Y. **Underwriter**—Berger-Derman, Inc., N. Y.

**National Semiconductor Corp.**  
May 11, 1961 filed 75,000 shares of capital stock. **Price**—To be supplied by amendment. **Business**—The design, development, manufacture and sale of quality transistors for military and industrial use. **Proceeds**—For new equipment, plant expansion, working capital, and other corporate purposes. **Office**—Mallory Plaza Bldg., Danbury, Conn. **Underwriters**—Lee Higginson Corp., N. Y. C. and Piper, Jaffray & Hopwood, Minneapolis (mgr.). **Note**—This registration has been indefinitely postponed.

**National Systems Corp.**  
Sept. 28, 1961 ("Reg. A") 70,000 capital. **Price**—\$4. **Proceeds**—For equipment, improvement of a TV repair course and working capital. **Office**—1036 S. La Brea Ave., Los Angeles. **Underwriter**—Gregory-Massari, Inc., Beverly Hills.

**National Tel-Tronics Corp.**  
Sept. 11, 1961 filed 133,000 common. **Price**—\$3. **Business**—The manufacture of electronic components. **Proceeds**—For repayment of a loan, expansion, new products, working capital and general corporate purposes. **Office**—52 St. Casimer Ave., Yonkers, N. Y. **Underwriter**—Frank Karasik & Co., Inc., N. Y. (mgr.).

**National Vended Ski Insurance Corp.**  
Oct. 30, 1961 filed 550,000 common. **Price**—By amendment. **Business**—Distribution of coin-operated insurance vending machines to brokers at sporting centers. **Proceeds**—For inventory, advertising and working capital. **Office**—420 Lexington Ave., N. Y. **Underwriter**—Pacific Coast Securities Co., San Francisco. **Offering**—Expected sometime in February.

**Nationwide Bowling Corp.**  
Oct. 19, 1961 filed 100,000 capital shares (with attached warrants). **Price**—By amendment. **Business**—The operation of bowling centers. **Proceeds**—For a realty acquisition and working capital. **Office**—11 Commerce St., Newark, N. J. **Underwriter**—Warner, Jennings, Mandel & Longstreth, Philadelphia.

**New Campbell Island Mines Ltd.**  
Oct. 13, 1961 filed 475,000 common, of which 400,000 are to be offered by the company and 75,000 by a stockholder. **Price**—50c. **Business**—Exploration, development and mining. **Proceeds**—General corporate purposes. **Office**—90 Industry St., Toronto, Canada. **Underwriter**—A. C. MacPherson & Co., Toronto.

**New West Land Corp.**  
June 30, 1961 ("Reg. A") 200,000 common shares (par \$1). **Price**—\$1.50. **Proceeds**—For repayment of notes and acquisition of real estate interests. **Office**—3252 Broadway, Kansas City, Mo. **Underwriter**—Barret, Fitch, North & Co., Kansas City, Mo.

**Nor-Ski Ridge, Inc.**  
Nov. 9, 1961 ("Reg. A") 325 common. **Price**—At par (\$100). **Business**—Operation of a ski resort. **Proceeds**—For debt repayment and working capital. **Address**—Fish Creek, Wis. **Underwriter**—None.

**North American Acceptance Corp. (11/27-12/1)**  
Sept. 18, 1961 filed 100,000 common. **Price**—\$8.50. **Business**—Automobile retail sales financing. **Proceeds**—For working capital. **Office**—66 East South Water St., Chicago. **Underwriter**—Hornblower & Weeks, N. Y.

**North America Real Estate Trust**  
Nov. 13, 1961 filed 2,000,000 shares of beneficial interest. **Price**—\$10. **Business**—Real estate investment trust. **Proceeds**—For acquisition of property and working capital. **Office**—475 Fifth Ave., N. Y. **Underwriter**—None.

**North Atlantic Industries, Inc.**  
Sept. 26, 1961 filed 131,500 common, of which 120,000 will be sold by the company and 11,500 by a stockholder. **Price**—By amendment. **Business**—Manufacture of precision electronic instruments. **Proceeds**—Repayment of debt, new product development, inventory and working capital. **Office**—Terminal Dr., Plainview, N. Y. **Underwriter**—G. A. Saxton & Co., Inc., N. Y.

**Nutri-Bio Corp.**  
Oct. 17, 1961 filed 1,200,000 common. **Price**—\$5. **Business**—Distribution and sale of vitamins, minerals and dietary food supplements. **Proceeds**—For selling stockholders. **Office**—291 S. La Cienega Blvd., Beverly Hills, Calif. **Underwriter**—Vickers, McPherson & Warwick, Inc., N. Y.

**Nutri-Laboratories, Inc.**  
Sept. 14, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture and distribution of animal foods and dog products. **Proceeds**—For marketing of "Doctor's Choice" brand, working capital and operating expenses. **Office**—1511 K St., N. W., Washington, D. C. **Underwriter**—Hirschel & Co., Silver Spring, Md.

**Nuveen Tax-Exempt Bond Fund, Series 2**  
Feb. 23, 1961 filed \$10,000,000 (100,000 units) ownership certificates. **Price**—To be filed by amendment. **Business**—The fund will invest in interest bearing obligations of states, counties, municipalities and territories of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—135 South La Salle Street, Chicago. **Sponsor**—John Nuveen & Co., Chicago. **Offering**—Expected in early 1962. **Note**—This fund form-

erly was known as Tax-Exempt Public Bond Trust Fund, Series 2.

**Nuveen Tax-Exempt Bond Fund, Series 3**  
Oct. 17, 1961 filed \$15,300,000 of units representing fractional interests in the Fund. **Price**—By amendment. **Business**—The Fund will invest in interest bearing obligations of states, counties and municipalities of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—Chicago, Ill. **Sponsor**—John Nuveen & Co., 135 So. La Salle St., Chicago.

**Nuveen Tax-Exempt Bond Fund, Series 4**  
Oct. 17, 1961 filed \$15,000,000 of units representing fractional interests in the Fund. **Price**—By amendment. **Business**—The Fund will invest in interest-bearing obligations of states, counties, and municipalities of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—Chicago, Ill. **Sponsor**—John Nuveen & Co., 135 So. La Salle St., Chicago.

**Oceanic Instruments, Inc. (12/18-22)**  
Aug. 24, 1961 filed 140,000 common. **Price**—\$1. **Business**—The company plans to manufacture scientific marine instruments and provide consultation services. **Proceeds**—For organizational expenses and purchase of equipment. **Office**—1515 Norton Bldg., Seattle. **Underwriter**—Globus, Inc., N. Y.

**Old Empire, Inc. (12/4-8)**  
May 1, 1961 filed \$950,000 of convertible subordinated debentures due 1971. **Price**—At par. **Business**—The manufacture, packaging and distribution of cosmetics, pharmaceuticals and household, chemical and industrial specialties. **Proceeds**—For the repayment of bank loans, property improvements and working capital. **Office**—865 Mt. Prospect Avenue, Newark, N. J. **Underwriter**—Laird, Bissell & Meeds, N. Y.

**Olympia Mines, Inc.**  
Sept. 1, 1961 filed 300,000 capital shares. **Price**—\$1.35. **Business**—The exploration and development of mines. **Proceeds**—For mining operations. **Office**—44 Court St., Brooklyn, N. Y. **Underwriter**—Gaumont Corp., Ltd., Toronto. **Offering**—Expected in late December.

**Orbit Industries, Inc. (12/4-8)**  
Aug. 22, 1961 filed 125,000 common shares. **Price**—\$4. **Business**—Research, development, engineering and manufacturing in the telephone, electronics and related fields. **Proceeds**—For repayment of loans, and equipment. **Office**—213 Mill St., N. E., Vienna, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

**Orbit Instruments Corp. (11/28-30)**  
Aug. 29, 1961 filed 100,000 capital shares. **Price**—\$4. **Business**—Production of miniature precision electro-mechanical components. **Proceeds**—Equipment, products, expansion and repayment of loans. **Office**—131 Eileen Way, Syosset, N. Y. **Underwriter**—Hardy & Co., N. Y.

**Originala Inc.**  
Aug. 29, 1961 filed 150,000 common. **Price**—\$9.25. **Business**—The manufacture of women's coats. **Proceeds**—For the selling stockholders. **Office**—512 Seventh Ave., N. Y. **Underwriters**—Globus, Inc., and Divine & Fishman, Inc., N. Y. **Offering**—Expected some time in January.

**Orion Electronics Corp. (12/11-15)**  
Aug. 28, 1961 filed 100,000 common. **Price**—\$3.50. **Business**—The manufacture of precision electronic sub-systems for the generation, detection and control of frequencies up through the microwave region. **Proceeds**—For expansion, equipment and working capital. **Address**—Tuckahoe, N. Y. **Underwriter**—A. D. Gilhart & Co., Inc., N. Y. C.

**Orlando Paper Corp.**  
Oct. 11, 1961 ("Reg. A") 80,000 common. **Price**—\$2.50. **Business**—Manufacturer of miscellaneous paper products. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Oceanside, L. I., N. Y. **Underwriter**—Professional & Executive Planning Corp., Long Beach, New York.

**Oz Publishing Corp.**  
Sept. 15, 1961 filed 140,000 common. **Price**—By amendment. **Business**—The design, production and sale of greeting cards. **Proceeds**—For the repayment of debt, installation of additional equipment, modernization of a department and working capital. **Office**—156 Fifth Ave., N. Y. **Underwriter**—Laren Co., N. Y.

**Ozon Products, Inc.**  
Sept. 28, 1961 filed 105,000 common. **Price**—By amendment. **Business**—Manufacture of toiletries and cosmetics. **Proceeds**—For repayment of debt and working capital. **Office**—50 Wallabout St., Brooklyn, N. Y. **Underwriter**—Carter, Berlind, Potoma & Weill, N. Y. **Offering**—Expected in January.

**PCS Data Processing, Inc.**  
Oct. 6, 1961 filed 100,000 common of which 50,000 are to be offered by the company and 50,000 by stockholders. **Price**—\$3.75. **Business**—Furnishing of statistical information. **Proceeds**—For training personnel, new equipment, expansion and working capital. **Office**—75 W. St., N. Y. **Underwriters**—Harry Odzer Co., N. Y., and Lenchner, Covato & Co., Inc., Pittsburgh, Pa. **Offering**—Expected in January.

**P-G Products Manufacturing Co., Inc.**  
Oct. 10, 1961 filed 110,055 common. **Price**—By amendment. **Business**—Manufactures appliance replacement parts and accessories. **Proceeds**—For debt repayment, expansion and working capital. **Office**—230 E. 162nd St., N. Y. **Underwriters**—Kahn & Peck, Cohn & Co., N. Y.

**P. & H. Tube Corp.**  
Oct. 25, 1961 filed 120,000 common (with attached warrants to purchase 60,000 additional shares) to be offered in units consisting of two shares and one warrant. **Price**

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—\$12 per unit. **Business**—Manufacture of electric resistance welded steel tubing. **Proceeds**—For debt repayment and working capital. **Office**—413 Hamilton Rd., Bossier City, La. **Underwriters**—Howard, Weil, Labouisse, Friedrichs & Co., New Orleans and Clark, Landstreet & Kirkpatrick, Inc., Nashville.

**Pacific Big Wheel**

Oct. 26, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Sale and installation of automobile accessories. **Proceeds**—For expansion and working capital. **Office**—6125 El Cajon Blvd., San Diego. **Underwriter**—N. C. Roberts & Co., Inc., San Diego.

**Pacific Lighting Corp.**

Nov. 6, 1961 filed 600,000 common. **Price**—By amendment. **Business**—A holding company for firms engaged in the natural gas business in southern California. **Proceeds**—For debt repayment and construction. **Office**—600 California St., San Francisco. **Underwriter**—Blyth & Co., Inc., N. Y. **Offering**—Expected in early December.

● **Pacific Nutrient & Chemical Co. (12/4)**

Sept. 15, 1961 filed 120,000 common. **Price**—\$4. **Business**—The manufacture and sale of chemical fertilizers, animal nutrients, crop seeds, insecticides, etc. **Proceeds**—For additional equipment, a new plant and working capital. **Office**—North Oak and Hazel St., Burlington, Wash. **Underwriter**—N. A. Hart & Co., Inc.

**Pacific States Steel Corp.**

June 21, 1961 filed 100,000 outstanding shares of capital stock (par 50 cents) to be sold by stockholders. **Price**—\$6. **Business**—The manufacture of steel products. **Proceeds**—For the selling stockholder. **Office**—35124 Alvarado-Niles Road, Union City, Calif. **Underwriters**—First California Co., Inc., and Schwabacher & Co., San Francisco (mgr.). **Offering**—Indefinitely postponed.

● **Pakco Management & Development Co. (11/27-28)**

Aug. 25, 1961 filed 310,000 common. **Price**—\$11. **Business**—The large scale production of blueberries, cranberries, etc. **Proceeds**—For repayment of loans, property improvements and general corporate purposes. **Office**—104 Bellevue Ave., Hammondon, N. J. **Underwriter**—Woodcock, Moyer, Fricke & French, Philadelphia (mgr.).

**Pako Corp. (12/4-8)**

Sept. 25, 1961 filed 150,000 common, of which 100,000 will be sold by the company and 50,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of equipment used to process and print photographs. **Proceeds**—Working capital. **Office**—6300 Olson Hwy., Minneapolis. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y.

**Palmetto Pulp & Paper Corp.**

June 23, 1961 filed 1,000,000 common. **Price**—\$3.45. **Business**—The growth of timber. **Proceeds**—Working capital and the possible purchase of a mill. **Address**—Box 199, Orangeburg, S. C. **Underwriter**—Stone & Co. c/o E. Lowitz & Co., 29 Broadway, N. Y.

**Pan-Alaska Fisheries, Inc.**

July 26, 1961 filed 120,000 common. **Price**—By amendment. **Business**—Processing of Alaska king crab. **Proceeds**—Acquisition of fishing boats, equipment and working capital. **Office**—Dexter Horton Bldg., Seattle. **Underwriter**—Robert L. Ferman & Co., Inc., N. Y. **Offering**—Imminent.

**Paragon Pre-Cut Homes, Inc.**

Aug. 25, 1961 filed \$1,000,000 of 15-year sinking fund debentures due 1976 (with warrants attached) and 100,000 common to be offered in 10,000 units each consisting of 10 common and \$100 of debentures. **Price**—By amendment. **Business**—The packaging and direct sale of pre-cut home building materials. **Proceeds**—For repayment of loans and working capital. **Office**—499 Jericho Turnpike, Mineola, N. Y. **Underwriter**—L. F. Rothschild & Co., N. Y. C. (mgr.).

**Paramount Foam Industries (12/4-8)**

Sept. 25, 1961 filed 137,500 common. **Price**—By amendment. **Business**—The manufacture of polyester foams. **Proceeds**—Additional equipment, debt repayment and working capital. **Office**—Mercer and Arnot Sts., Lodi, N. J. **Underwriters**—Fialkov & Co., Inc., and Stanley Heller & Co., N. Y.

**Parker Finance Corp.**

Oct. 27, 1961 filed 135,000 common. **Price**—\$6. **Business**—Financing of commercial accounts receivable. **Proceeds**—For debt repayment. **Office**—8650 Cameron St., Silver Spring, Md. **Underwriter**—D. E. Liederman & Co., Inc., N. Y.

**Pellegrino Aggregate Technico, Inc.**

Aug. 10, 1961 filed 130,000 class A common shares. **Price**—\$5. **Business**—The manufacture of building materials. **Proceeds**—For payment of income taxes and loans and for working capital. **Office**—Woodbridge-Carteret Road, Port Reading, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., New York.

**Pennon Electronics Corp.**

Sept. 28, 1961 ("Reg. A") 135,000 common. **Price**—\$2.20. **Business**—Manufacture of solid state electronic devices. **Proceeds**—For working capital. **Office**—7500 S. Garfield Ave., Bell Gardens, Calif. **Underwriter**—Darius Inc., N. Y.

● **Pennsylvania Power & Light Co. (11/28)**

Oct. 31, 1961 filed \$30,000,000 of first mortgage bonds due 1991. **Proceeds**—For construction and repayment of debt. **Underwriters**—(Competitive) Probable bidders: Halsey, Stuart & Co. Inc.; Smith, Barney & Co.; First Boston Corp. **Bids**—Nov. 28, 1961 (11:30 a.m. EST) in Conference Room C, 26th floor, Chase Manhattan Bank, One Chase Manhattan Plaza, N. Y. **Information Meeting**—Nov. 21 (11 a.m. EST) in the Conference Room, 34th floor, same address.

**Permanente Cement Co. (11/28)**

Oct. 25, 1961 filed 365,000 convertible preferred shares. **Price**—By amendment. **Business**—Production of cement and gypsum products. **Proceeds**—For debt repayment and expansion. **Office**—300 Lakeside Dr., Oakland. **Underwriters**—Dean Witter & Co., San Francisco and First Boston Corp., N. Y.

**Perpetual Investment Trust**

Nov. 9, 1961 filed 500,000 shares of beneficial interest. **Price**—(For the first 10,000 shares) \$10.80 per share. (For the balance) Net asset value plus 8% commission. **Business**—A real estate investment trust. **Proceeds**—For investment. **Office**—1613 Eye St., N. W., Washington, D. C. **Underwriter**—Sidney Z. Mensh Securities Co., Washington, D. C.

**Personal Property Leasing Co.**

Oct. 13, 1961 filed \$2,000,000 of conv. subord. debentures due 1976. **Price**—By amendment. **Business**—Leasing of equipment to industrial and commercial firms. **Proceeds**—For purchase of equipment and collateral for bank credit. **Office**—6381 Hollywood Blvd., Los Angeles. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis. **Offering**—Imminent.

**Philippine Oil Development Co., Inc.**

Sept. 25, 1961 filed 95,270,181 capital shares to be offered for subscription by common stockholders on the basis of one new share for each six held of record Sept. 9. **Price**—One cent. **Business**—Exploration for oil in the Philippines. **Proceeds**—Repayment of debt and the drilling of test wells. **Office**—Manila, Philippines. **Underwriter**—None.

● **Photo-Animation, Inc. (11/27-12/1)**

July 26, 1961 filed 150,000 common shares. **Price**—\$1.25. **Business**—The manufacture of machines, equipment and devices used in the creation of animated motion pictures. **Proceeds**—For development of new products, repayment of loans and working capital. **Office**—34 S. West St., Mount Vernon, N. Y. **Underwriter**—First Philadelphia Corp., New York.

**Photon, Inc.**

Aug. 24, 1961 filed \$1,785,000 of 5% convertible subordinated income debentures due 1971 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 40 common held. **Price**—At par. **Business**—The manufacture of a photographic type setting machine. **Proceeds**—For repayment of a loan and working capital. **Office**—58 Charles St., Cambridge, Mass. **Underwriter**—None.

● **Pioneer Astro Industries, Inc. (11/27-12/1)**

July 27, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Manufacture of precision machined components and assemblies for missile guidance systems. **Proceeds**—New plant, additional equipment and working capital. **Office**—7401 W. Lawrence Ave., Chicago. **Underwriter**—Francis I. du Pont & Co., N. Y.

**Plastic Industries, Inc.**

Sept. 23, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design and manufacture of women's handbags. **Proceeds**—Debt repayment and working capital. **Office**—6700 N. W. 37th Court, Miami, Fla. **Underwriter**—Ellis Securities, Inc., Great Neck, N. Y.

**Plasticrete Corp.**

Nov. 15, 1961 filed 160,000 common. **Price**—By amendment. **Business**—Manufactures masonry units for the construction industry. **Proceeds**—For general corporate purposes. **Office**—1883 Dixwell Ave., Hamden, Conn. **Underwriter**—Blair & Co., Inc., N. Y.

**Plastiline, Inc.**

Sept. 27, 1961 filed 100,000 common. **Price**—\$3. **Business**—Manufacture of plastic products. **Proceeds**—For new molds, inventory, repayment of loans and working capital. **Office**—1251 N. E. 48th St., Pompano Beach, Fla. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

**Plymouth Discount Corp. (11/27-12/1)**

Aug. 28, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Consumer sales financing. **Proceeds**—For repayment of notes and working capital. **Office**—2211 Church Ave., Brooklyn, N. Y. **Underwriter**—M. Posey Associates, Ltd., 50 Broadway, N. Y.

**Policy-Matic Affiliates, Inc. (12/18-22)**

Oct. 16, 1961 filed 200,000 capital shares. **Price**—\$3.25. **Business**—Leasing of insurance vending machines. **Proceeds**—General corporate purposes. **Office**—1001 15th St., N. W., Washington, D. C. **Underwriter**—Balogh & Co., Inc., Washington, D. C.

● **Polytronic Research, Inc. (12/11-15)**

June 7, 1961 filed 193,750 common shares, of which 150,000 will be sold for the company and 43,750 for stockholders. **Price**—By amendment. **Business**—Research and development, engineering and production of certain electronic devices for aircraft, missiles, oscilloscopes, electronic vending machines and language teaching machines. **Proceeds**—For expansion, repayment of debt and working capital. **Office**—7326 Westmore Rd., Rockville, Md. **Underwriters**—Jones, Kreeger & Co., and Balogh & Co., Washington, D. C. (managing).

**Popular Library, Inc. (12/4-8)**

Oct. 17, 1961 filed 127,500 capital shares. **Price**—By amendment. **Business**—Publishing of paperback books and magazines. **Proceeds**—General corporate purposes. **Office**—355 Lexington Ave., N. Y. **Underwriter**—Sutro Bros. & Co., N. Y.

**Precision Metal Products, Inc.**

Oct. 5, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For debt repayment, inventory, equipment and working capital. **Office**—278 N. W. 27th St., Miami, Fla. **Underwriter**—Armstrong & Co., Inc., N. Y. **Offering**—Imminent.

**Preco Industries, Inc. (11/27-12/1)**

Aug. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—The sale of custom built swimming pools. **Proceeds**

—For repayment of loans and working capital. **Office**—203 Bala Ave., Bala Cynwyd, Pa. **Underwriter**—Dean Samitas & Co., N. Y.

**President Airlines, Inc.**

June 13, 1961 ("Reg. A") 150,000 class A common shares (par one cent). **Price**—\$2. **Business**—Air transportation of passengers and cargo. **Proceeds**—For payment of current liabilities and taxes; payment of balance on CAB certificate and working capital. **Office**—630 Fifth Avenue, Rockefeller Center, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J. **Note**—This offering has been temporarily postponed.

**Prestige Capital Corp.**

Oct. 19, 1961 filed 200,000 common. **Price**—\$5. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—485 Fifth Ave., N. Y. **Underwriters**—D. Gleich & Co., N. Y., and Laird, Bissell & Meeds, Wilmington, Del.

**Prevor-Mayrhoth International, Inc.**

July 31, 1961 ("Reg. A") 80,000 common shares (par 10 cents). **Price**—\$3.75. **Business**—Export, import, brokerage and wholesale marketing of fruits, vegetables and poultry. **Proceeds**—For expansion, sales promotion, advances to growers, working capital and general corporate purposes. **Office**—99 Hudson Street, New York. **Underwriter**—J. J. Krieger & Co., Inc., New York.

**Pride Industries, Inc.**

Aug. 29, 1961 filed 75,000 common. **Price**—\$5. **Business**—The sale of pet foods. **Proceeds**—For inventory, repayment of a loan, machinery, new products, advertising. **Office**—4408 Fairmount Ave., Philadelphia. **Underwriter**—Steven Investment Corp., Bala Cynwyd, Pa. **Offering**—In late December.

● **Product Research of Rhode Island, Inc. (12/4-8)**

July 28, 1961 filed 330,000 common shares. **Price**—\$2.05. **Business**—The manufacture of vinyl plastic products used in the automotive, marine and household fields. **Proceeds**—For repayment of debt, new equipment and working capital. **Office**—184 Woonasquatucket Avenue, North Providence, R. I. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

**Programming and Systems, Inc.**

Oct. 11, 1961 filed 40,000 common. **Price**—\$3.50. **Business**—Instructs classes in computer programming and the operation of electronic data processing machines. **Proceeds**—For expansion. **Office**—45 W. 35th St., N. Y. **Underwriter**—D. M. Stuart & Co., Inc., N. Y.

**Programs For Television, Inc.**

Aug. 29, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The distribution of films for motion pictures and television. **Proceeds**—For repayment of debt and working capital. **Office**—1150 Avenue of the Americas, N. Y. **Underwriter**—To be named.

**Progressitron Corp.**

June 9, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacturers of electronic, electro mechanical and mechanical devices. **Proceeds**—For general corporate purposes. **Office**—14-25 128th St., College Point, N. Y. **Underwriter**—Charles Plohn & Co., N. Y. **Offering**—Imminent.

**Prufcoat Laboratories, Inc.**

Sept. 25, 1961 filed 60,000 common, of which 13,000 shares are to be offered by the company and 47,000 by a stockholder. **Price**—By amendment. **Business**—Development and production of plastic-base protective coatings, paints and primers. **Proceeds**—Purchase of equipment and other corporate purposes. **Office**—63 Main St., Cambridge, Mass. **Underwriter**—Chace, Whiteside & Winslow, Inc., Boston.

**Publishers Vending Services, Inc.**

July 3, 1961 filed \$600,000 of 5½% convertible subordinated debentures due 1971; 120,000 common shares which underlie 2-year first warrants exercisable at \$7.50 per share, and 120,000 common shares which underlie 5-year second warrants, exercisable at \$10 per share. The securities are to be offered for public sale in units of one \$100 debenture, 20 first warrants and 20 second warrants. **Price**—\$100 per unit. **Business**—The design, manufacture, sale and leasing of coin-operated vending machines for magazines, newspapers and paperback books. **Proceeds**—For the repayment of debt, advertising, sales promotion, and the manufacture of new machines. **Office**—1201 South Clover Drive, Minneapolis. **Underwriter**—D. H. Blair & Co., New York.

**Puerto Rico Capital Corp.**

Sept. 13, 1961 filed 750,000 common. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Address**—San Juan, Puerto Rico. **Underwriter**—Hill, Darlington & Grimm, N. Y.

● **Pulp Processes Corp. (12/13-15)**

Sept. 20, 1961 filed 140,000 common. **Price**—\$5. **Business**—Development of pulping and bleaching devices. **Proceeds**—General corporate purposes. **Office**—Hoge Bldg., Seattle, Wash. **Underwriter**—Wilson, Johnson & Higgins, San Francisco.

● **Fu'sa-Tronics, Inc.**

Sept. 28, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—The manufacture of a massaging mattress. **Proceeds**—For establishment of distributorships, purchase of materials, repayment of debt, advertising and working capital. **Office**—5913 Carrier St., N. St. Petersburg, Fla. **Underwriters**—To be named. **Note**—This registration has been withdrawn.

**Pyrometer Co. of America, Inc. (12/4-8)**

Sept. 26, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Design and manufacture of thermocouple temperature transducers and electronic indicating and controlling instruments. **Proceeds**—To finance the purchase of Hamilton Manufacturing Co., Inc. **Office**

—600 E. Lincoln Highway, Penndel, Pa. Underwriter—Arnold Malkan & Co., Inc., N. Y.

**Quartite Creative Corp. (11/28-29)**

Sept. 27, 1961 filed 100,000 common. Price—\$5. Business—Manufacture of home furnishing products. Proceeds—For research, new products and working capital. Office—34-24 Collins Place, Flushing, N. Y. Underwriter—Shell Associates, Inc. and Godfrey, Hamilton, Taylor & Co., N. Y.

**Quick-Chek Electronics & Photo Corp. (12/11-15)**

Sept. 28, 1961 filed 110,000 common, of which 70,000 shares are to be offered by the company and 40,000 by stockholders. Price—\$10. Business—Manufacture of self-service tube testers and the sale of television, radio and high fidelity receiving tubes. Proceeds—For debt repayment and working capital. Office—5212 Pulaski Ave., Philadelphia. Underwriter—J. R. Williston & Beane, N. Y.

**RF Interonics, Inc.**

Oct. 30, 1961 filed 40,000 common. Price—\$5. Business—Manufacture of radio frequency interference filters and capacitors. Proceeds—For equipment, working capital and other corporate purposes. Office—15 Neil Court, Oceanside, N. Y. Underwriter—Arnold Malkan & Co., N. Y. Offering—Expected sometime in January.

**Racing Inc.**

Oct. 16, 1961 filed 1,250,000 common. Price—Up to \$4. Business—Company plans to build and operate an automobile racing center. Proceeds—General corporate purposes. Office—21 N. 7th St., Stroudsburg, Pa. Underwriter—None.

**Radar Design Corp.**

Sept. 22, 1961 ("Reg. A") 25,000 common. Price—At-the-market. Business—Manufacture of electronic products. Proceeds—For acquisition of a laboratory, equipment and working capital. Office—104 Pickard Dr., Syracuse, N. Y. Underwriters—Bertner Bros., N. Y.; Earl Edden Co.; Rockville Centre, N. Y. and Max Philipson & Co., Inc., Utica, N. Y.

**Rainbow Photo Laboratories, Inc.**

Sept. 28, 1961 filed 150,000 common. Price—By amendment. Business—Processing of film and distributing of photographic equipment. Proceeds—For moving expenses, expansion, advertising and promotion, repayment of debt and working capital. Office—29-14 Northern Blvd., Long Island City, N. Y. Underwriter—Rodetsky, Walker & Co., Inc., N. Y.

**Rantec Corp. (11/28)**

Oct. 16, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. Price—By amendment. Business—Design, development and manufacture of microwave components. Proceeds—General corporate purposes. Office—23999 Ventura Blvd., Calabasas, Calif. Underwriter—Blyth & Co., Inc., N. Y.

**Rapid-American Corp.**

Nov. 1, 1961 filed \$3,367,000 of conv. subord. debentures due 1976, to be offered for subscription by common stockholders and 5¼% conv. debenture holders at the rate of \$100 of new debts. For each 25 common held and \$100 of new debts. For each 25 common into which the outstanding 5¼% conv. debts are convertible. Price—At par. Business—Manufacture of metal signs, plastic toys, novelties, etc. Proceeds—To increase ownership in McCrory Corp. and general corporate purposes. Office—711 Fifth Ave., N. Y. Underwriter—None.

**Rapid Film Technique, Inc.**

Sept. 19, 1961 filed 70,000 common. Price—\$4. Business—The rejuvenating and repairing of motion picture film. Proceeds—For debt repayment and general corporate purposes. Office—37-02 27th St., Long Island City, N. Y. Underwriter—Herbert Young & Co., Inc., N. Y.

**Raritan Plastics Corp.**

Sept. 28, 1961 filed 100,000 class A common. Price—\$5. Business—Extrusion of plastic sheets. Proceeds—Equipment, debt repayment and working capital. Office—1 Raritan Rd., Oakland, N. J. Underwriter—Gianis & Co., Inc., N. Y. Offering—Expected in late December.

**Raymond Engineering Laboratory, Inc. (12/11-15)**

Aug. 15, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—By amendment. Business—The manufacture of timing devices, accelerometers and related equipment for missiles, satellites and space vehicles. Proceeds—For repayment of loans, equipment, and working capital. Office—Smith Street, Middletown, Conn. Underwriter—Lee Higginson Corp., New York

**Real Estate Fund, Inc.**

Sept. 28, 1961 ("Reg. A") 14,634 units each consisting of seven common shares and one 20-year 6% convertible subordinated debenture. Price—\$20.50 per unit. Business—Development and operation of shopping centers and other properties. Proceeds—General corporate purposes. Address—Greenville, S. C. Underwriter—McCarley & Co., Inc., Asheville, N. C.

**Realty Equities Corp. of New York (12/4-8)**

Sept. 28, 1961 filed 1,675,800 of subord. debentures due 1971 (with warrants attached) to be offered for subscription by stockholders in 16,758 units, each consisting of \$100 of debentures and a warrant to purchase 12.5 shares on the basis of one unit for each 20 shares held. Price—\$100 per unit. Business—General real estate and construction. Proceeds—General corporate purposes. Office—666 Fifth Ave., N. Y. Underwriter—Sutro Bros. & Co., New York.

**Recco, Inc. (12/18-22)**

Oct. 19, 1961 filed 75,000 class A shares. Price—By amendment. Business—Operates record, card and stationery departments in discount stores. Proceeds—For

expansion. Office—1211 Walnut St., Kansas City, Mo. Underwriters—Midland Securities Co., Inc., Kansas City, Mo.

**Recreation Associates, Inc.**

Aug. 14, 1961 filed 100,000 class A common. Price—\$3. Business—The operation of a bowling center. Proceeds—For working capital. Office—8905 Columbia Pike, Falls Church, Va. Underwriter—None.

**Red Rope Stationery Industries, Inc.**

Aug. 23, 1961 filed 160,000 common. Price—\$3.50. Business—The manufacture of stationery supplies. Proceeds—For working capital, equipment, expansion and repayment of debt. Office—70 Washington St., Brooklyn, N. Y. Underwriter—George, O'Neill & Co., Inc., N. Y. (mgr.). Offering—Imminent.

**Red Wing Fiberglass Products, Inc.**

July 28, 1961 ("Reg. A") 260,000 common. Price—\$1.15. Proceeds—Debt repayment, building improvements, equipment, research and development, and working capital. Office—Industrial Park, Red Wing, Minn. Underwriter—York & Mavroulis, Minneapolis. Note—This letter was temporarily postponed.

**Regal Homes, Inc.**

Aug. 15, 1961 filed 51,000 capital shares. Price—\$12. Business—For construction and sale of "shell" homes and mortgage financing. Proceeds—For working capital. Address—Hopkinsville, Ky. Underwriter—J. B. Hilliard & Sons, Louisville. Offering—Imminent.

**Reher Simmons Research, Inc.**

May 8, 1961 filed 150,000 shares of capital stock. Price—\$6 per share. Business—The research and development of processes in the field of surface and biochemistry. Proceeds—For plant construction, equipment, research and development, sales promotion and working capital. Office—545 Broad St., Bridgeport, Conn. Underwriter—McLaughlin, Kaufmann & Co., N. Y. (mgr.). Offering—Imminent.

**Riptey Industries, Inc., and Jomar Plastics, Inc.**

Oct. 27, 1961 filed 100,000 common shares of Ripley and 100,000 of Jomar to be offered in units consisting of one share of each company. Price—By amendment. Business—Manufacture of wood and plastic heels for women's shoes, metal molds and dies, bowling pins, bowling shoes and related products. Proceeds—For general corporate purposes. Office—4067 Folsom Ave. St. Louis and Rio Piedras, Puerto Rico. Underwriters—Paine, Webber, Jackson & Curtis and American Securities Corp., N. Y. Offering—Expected sometime in January.

**★ Roberts & Porter, Inc.**

Nov. 20, 1961 filed 80,200 common, of which 16,680 are to be offered by the company and 63,520 by stockholders. Price—By amendment. Business—Sale of specialized photographic, plate making and press room supplies and equipment to the graphic arts industry. Proceeds—For working capital. Office—4140 W. Victoria Ave., Chicago, Ill. Underwriters—Blunt Ellis & Simmons, Chicago, and Schmidt, Roberts & Parke, Philadelphia.

**Rochester Capital Leasing Corp.**

Oct. 30, 1961 filed \$625,000 of 6% convertible subordinated debentures due 1972 and 100,000 class A to be offered in 12,500 units each consisting of \$50 of debentures and eight shares. Price—\$90 per unit. Business—Manufacture and sale of furniture, equipment, and supplies to schools, hotels, hospitals and industrial companies. Proceeds—For working capital. Office—8 Jay St., Rochester, N. Y. Underwriter—Saunders, Stiver & Co., Cleveland.

**● Rocket Power, Inc. (12/4-8)**

Sept. 20, 1961 filed 200,000 common. Price—By amendment. Business—Development and manufacture of solid propellants, rocket motors, rocket catapults and related products. Proceeds—To repay debt. Office—Falcon Field, Mesa, Ariz. Underwriters—Paine, Webber, Jackson & Curtis and Prescott & Co., N. Y.

**Rodale Electronics, Inc.**

Sept. 29, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Manufacture of electronic equipment. Proceeds—Debt repayment, new products, equipment, sales promotion and advertising. Office—562 Grand Blvd., Westbury, N. Y. Underwriter—Charles Plohn & Co., N. Y.

**Rogers (John) Co.**

Oct. 24, 1961 filed \$600,000 of 6% conv. subord. debentures due 1976 and 120,000 common shares to be offered in units consisting of one debenture and two shares. Price—\$25 per unit. Business—Sale of rebuilt automobile engines and reground crankshafts to automobile parts jobbers. Proceeds—For working capital and general corporate purposes. Office—1060 Huff Rd., N. W., Atlanta, Ga. Underwriters—Robinson-Humphrey Co., Inc., and Courts & Co., Atlanta.

**● Royal Land & Development Corp. (12/1)**

Aug. 2, 1961 filed 900,000 class A common shares. Price—\$1. Business—General real estate and construction. Proceeds—For construction and general corporate purposes. Office—400 Stanley Ave., Brooklyn, N. Y. Underwriter—Lieberbaum & Co., N. Y. (mgr.). Note—This registration has become effective.

**Rubber & Fibre Chemical Corp. (12/20)**

Sept. 25, 1961 filed 120,000 common. Price—\$5. Business—Exploitation of a new process for reclaiming vulcanized rubber. Proceeds—Purchase of equipment and existing plant building, repayment of debt, and working capital. Office—300 Butler St., Brooklyn, N. Y. Underwriter—Armstrong & Co., Inc., N. Y.

**Russell Stover Candies, Inc.**

Nov. 1, 1961 filed 130,000 common. Price—By amendment. Business—Manufacture of candies. Proceeds—For selling stockholders. Office—1206 Main St., Kansas City, Mo. Underwriters—Harriman Ripley & Co., Inc., N. Y. and Stern Bros. & Co., Kansas City, Mo.

**S. O. S. Photo-Cine-Optics, Inc. (12/4-8)**

June 29, 1961 filed \$50,000 of 6% subordinated debentures due 1969 and 50,000 common shares to be offered in units consisting of \$10 of debentures and 10 common shares. Price—\$40 per unit. Business—The manufacturing, renting and distributing of motion picture and television production equipment. Proceeds—For new equipment, advertising, research and development, working capital and other corporate purposes. Office—602 W. 52nd St., New York. Underwriter—William, David & Motti, Inc., N. Y.

**Sabre, Inc.**

Sept. 25, 1961 ("Reg. A") 50,000 common. Price—\$2. Business—Manufacture of pre-painted aluminum siding and accessories. Proceeds—For inventory, dies, inventory equipment and working capital. Office—4990 E. Asbury, Denver. Underwriter—Schmidt, Sharp, McCabe & Co., Inc., Denver.

**Saegertown Glasseals, Inc.**

Sept. 27, 1961 filed 210,500 common, of which 100,000 are to be offered by the company and 110,500 by stockholders. Price—By amendment. Business—Manufacture of electronic parts, including diodes and rectifiers. Proceeds—For general corporate purposes. Office—South Main St., Saegertown, Pa. Underwriter—Carl M. Loeb, Rhoades & Co., N. Y. Note—This company plans to merge with Glass-Tite Industries, Inc., subject to approval of stockholders.

**Sav-Mor Oil Corp.**

July 5, 1961 ("Reg. A") 92,000 common shares (par one cent). Price—\$2.50. Business—Wholesale distribution of gasoline and oil to service stations. Proceeds—For expansion. Office—151 Birchwood Park Dr., Jericho, L. I., N. Y. Underwriter—Armstrong & Co., Inc., N. Y. Offering—Expected sometime in January.

**Save-Tax Club, Inc. (12/18-22)**

July 6, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—A plan to stimulate retail merchandising in New York City. Retail establishments who join the plan will give 3% discounts to members of the Save-Tax Club. Proceeds—For salaries to salesmen, advertising, public relations, additional employees, and working capital. Office—135 W. 52nd St., N. Y. Underwriter—B. G. Harris & Co., Inc., N. Y.

**Savin Business Machines Corp. (12/11-15)**

Sept. 28, 1961 filed 150,000 common. Price—\$10. Business—Distribution of products for use in photocopy machines. Proceeds—For initial production of xerographic machines, additional equipment, expansion and working capital. Office—161 Ave. of the Americas, N. Y. Underwriter—Ira Haupt & Co., N. Y.

**Schultz Sav-O-Stores, Inc.**

Nov. 13, 1961 filed 160,000 common, of which 75,000 are to be offered by the company and 85,000 by stockholders. Price—By amendment. Business—Wholesale food distribution and operation of supermarkets. Proceeds—For expansion. Office—2215 Union Ave., Sheboygan, Wis. Underwriter—Blunt Ellis & Simmons, Chicago.

**Science Research Associates, Inc. (11/27-12/1)**

Sept. 22, 1961 filed 150,040 common, of which 100,000 shares are to be offered by the company and 50,040 shares by stockholders. Price—By amendment. Business—Publication of standardized intelligence, aptitude, and achievement tests, and instructional materials for schools. Proceeds—For repayment of debt, redemption of 6% preferred stock and working capital. Office—259 E. Erie St., Chicago. Underwriters—White, Weld & Co., N. Y. and William Blair & Co., Chicago.

**● Seashore Food Products, Inc.**

Aug. 29, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—The manufacturing and processing of assorted food products. Office—13480 Cairo Lane, Opa Locka, Fla. Underwriters—Terrio & Co., and Shaw & Co., Washington, D. C.

**Sea-Wide Electronics, Inc.**

Sept. 26, 1961 filed 200,000 common. Price—\$4. Business—Importing of goods from Japan. Proceeds—For debt repayment. Office—Stokely St., and Roberts Ave., Philadelphia, Pa. Underwriter—Amos Treat & Co., N. Y. Offering—Expected in late December.

**Security Acceptance Corp.**

March 7, 1961 filed 100,000 shares of class A common stock and \$400,000 of 7½% 10-year debenture bonds, to be offered in units consisting of \$100 of debentures and 25 shares of stock. Price—\$200 per unit. Business—The purchase of conditional sales contracts on home appliances. Proceeds—For working capital and expansion. Office—724 9th St., N. W., Washington, D. C. Underwriter—None.

**Security Group, Inc.**

Oct. 3, 1961 ("Reg. A") 272,700 common. Price—\$1.10. Proceeds—General corporate purposes. Office—1020 E. Wendover Ave., Greensboro, N. C. Underwriter—Allied Securities Corp., Greensboro, N. C. Offering—Imminent.

**Seg Electronics Co., Inc.**

Sept. 28, 1961 filed 110,000 common. Price—By amendment. Business—Design and manufacture of networks for data and program transmission, filters, transceivers and related electronic equipment. Proceeds—For equipment, research and development, repayment of loans and working capital. Office—12 Hinsdale St., Brooklyn. Underwriter—Searight, Ahalt & O'Connor, Inc., N. Y.

**Self-Service Shoes, Inc.**

Sept. 19, 1961 ("Reg. A") 300,000 common. Price—\$1. Business—Retailing of shoes on a self-service basis. Office—504 N. Grand, Pueblo, Colo. Underwriter—Amos C. Sudler & Co., Denver, Colo.

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**Sel-Rex Corp. (12/5)**

Sept. 27, 1961 filed 200,000 common, of which 33,000 will be sold by the company and 167,000 by a stockholder. **Price**—By amendment. **Business**—Production of gold compounds and chemicals for electroplating. **Office**—Nutley, N. J. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y.

**Sell 'N Serv Dispensers, Inc.**

Oct. 17, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of dispensers for hot and cold beverages. **Proceeds**—For debt repayment and general corporate purposes. **Office**—20 Simmons St., Boston. **Underwriter**—Goldsmith, Heiken & Co., Inc., Brooklyn, N. Y.

**Semicon, Inc. (12/11-15)**

June 30, 1961 filed 125,000 class A common shares. **Price**—By amendment. **Business**—The manufacture of semiconductor devices for military, industrial and commercial use. **Proceeds**—For equipment, plant expansion and new products. **Address**—Sweetwater Avenue, Bedford, Mass. **Underwriter**—S. D. Fuller & Co., New York (managing).

**Servonuclear Corp.**

Sept. 12, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of medical electronic products. **Proceeds**—For plant relocation, equipment, inventory, new products, debt repayment and working capital. **Office**—28-21 Astoria Blvd., Astoria, L. I., N. Y. **Underwriter**—Rothenberg, Heller & Co., Inc., N. Y.

**Servotron Corp.**

Sept. 25, 1961 filed 100,000 common. **Price**—\$5. **Business**—Sale of automatic film processing machines and other electronic products. **Proceeds**—Purchase of equipment and inventory, sales promotion, research and development, and working capital. **Office**—29503 West Nine Mile Rd., Farmington, Mich. **Underwriter**—None.

**Shaer Shoe Corp. (11/27-12/1)**

Sept. 18, 1961 filed 225,000 common. **Price**—By amendment. **Business**—The manufacture and sale of women's shoes. **Proceeds**—For the selling stockholders. **Office**—Canal and Dow St., Manchester, N. H. **Underwriter**—Dean Witter & Co., San Francisco.

**Shasta Minerals & Chemical Co.**

April 24, 1961 filed 500,000 shares of common stock. **Price**—\$2.50 per share. **Business**—Acquisition, development, and exploration of mining properties. **Proceeds**—For general corporate purposes. **Office**—1406 Walker Bank Bldg., Salt Lake City, Utah. **Underwriter**—None. **Note**—The SEC has ordered "stop order" proceedings challenging the accuracy and adequacy of this registration statement.

**Shatterproof Glass Corp. (12/18-22)**

Oct. 27, 1961 filed 215,000 common. **Price**—By amendment. **Business**—Manufactures and distributes laminated safety glass. **Proceeds**—For selling stockholders. **Office**—4815 Cabot Ave., Detroit. **Underwriter**—Shields & Co., N. Y.

**Sheraton Corp. of America**

Oct. 30, 1961 filed \$8,000,000 of 7½% capital income sinking fund debentures due 1989. **Price**—By amendment. **Business**—Operates hotels and other real estate properties. **Proceeds**—For general corporate purposes. **Office**—470 Atlantic Ave., Boston. **Underwriters**—Paine, Webber, Jackson & Curtis, Boston and S. D. Lunt & Co., Buffalo, N. Y. **Offering**—Expected some time in Jan.

**Siconor Mines Ltd.**

Sept. 18, 1961 filed 250,000 common. **Price**—By amendment. **Business**—The exploratory search for silver in northern Ontario. **Proceeds**—For general corporate purposes. **Office**—62 Richmond St., West, Toronto, Canada. **Underwriter**—None.

**Sierra Capital Corp. (12/11-15)**

Sept. 5, 1961 filed 1,000,000 capital shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—105 Montgomery St., San Francisco. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y.

**Silo Discount Centers, Inc.**

Nov. 15, 1961 filed 165,000 common. **Price**—By amendment. **Business**—Operation of retail discount stores. **Proceeds**—For general corporate purposes. **Office**—2514 N. Broad St., Philadelphia, Pa. **Underwriters**—Boenning & Co., Philadelphia, and Rodetsky, Walker & Co., Inc., N. Y.

**Sokol Brothers Furniture Co., Inc.**

Sept. 28, 1961 filed 240,000 common. **Price**—\$2.50. **Business**—The instalment retailing of furniture, appliances and other household goods. **Proceeds**—For expansion and modernization of buildings, repayment of debt and working capital. **Office**—253 Columbia St., Brooklyn, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

**Sonic Development Corp. of America**

Oct. 27, 1961 filed 56,000 common, of which 30,000 are to be offered by the company and 26,000 by stockholders. **Price**—\$5. **Business**—Design, development and manufacture of devices using sound or fluids as a source of energy. **Proceeds**—For general corporate purposes. **Office**—260 Hawthorne Ave., Yonkers, N. Y. **Underwriter**—Meadowbrook Securities Inc., Hempstead, N. Y.

**Sonic Systems, Inc.**

Oct. 30, 1961 ("Reg. A") 75,000 common. **Price**—\$2. **Business**—Manufacture of ultrasonic cleaning equipment, systems and transducers. **Proceeds**—For expansion and working capital. **Office**—1250 Shames Dr., Westbury, N. Y. **Underwriter**—Keene & Co., Inc., N. Y.

**Southbridge Plastic Products Inc. (12/18-22)**

Sept. 28, 1961 filed 205,710 class A shares. **Price**—By amendment. **Business**—Manufacture of vinyl sheetings. **Proceeds**—For equipment and working capital. **Office**—

241 Church St., N. Y. **Underwriters**—H. Hentz & Co. and Allen & Co., N. Y.

**Southern Frontier Finance Co.**

Sept. 22, 1961 filed \$1,000,000 of sinking fund subordinated debentures due 1976 with warrants to purchase 200,000 shares of common stock, to be offered in units consisting of \$100 of debentures with a warrant to purchase 20 common shares. **Price**—By amendment. **Business**—Repurchase of mortgage notes, contracts, leases, etc. **Proceeds**—Repayment to debt, investments and other corporate purposes. **Office**—615 Hillsboro St., Raleigh, N. C. **Underwriter**—J. C. Wheat & Co., Richmond, Va.

**Southern Growth Industries, Inc. (12/4-8)**

June 28, 1961 filed 100,000 common shares. **Price**—\$6. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—Poinsett Hotel Building, Greenville, S. C. **Underwriter**—Capital Securities Corp., Greenville, S. C.

**Southern Realty & Utilities Corp. (12/11-15)**

May 26, 1961 filed \$4,140,000 of 6% convertible debentures due 1976, with warrants to purchase 41,000 common shares, to be offered for public sale in units of \$500 of debentures and warrants for five common shares. **Price**—At 100% of principal amount. **Business**—The development of unimproved land in Florida. **Proceeds**—For the repayment of debt, the development of property, working capital and other corporate purposes. **Office**—1674 Meridian Avenue, Miami Beach, Fla. **Underwriters**—Hirsch & Co., and Lee Higginson Corp., both of New York City (managing).

**Southern Syndicate, Inc.**

Sept. 13, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For repayment of loans and working capital. **Office**—2501 Bank of Georgia Bldg., Atlanta. **Underwriter**—Johnson, Lane, Space Corp., Savannah.

**Southwest Factories, Inc.**

Oct. 10, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Proceeds**—For debt repayment, equipment, research and development and general corporate purposes. **Office**—1432 W. Main St., Oklahoma City, Okla. **Underwriter**—Best & Garey Co., Inc., Washington, D. C. **Offering**—Expected sometime in January.

**Southwestern Research & Development Co. (11/27-12/1)**

Aug. 28, 1961 filed 600,000 common. **Price**—\$10. **Business**—A business investment company. **Proceeds**—for investments. **Office**—1101 N. First St., Phoenix. **Underwriter**—Wilson, Johnson & Higgins, San Francisco (mgr).

**Space Age Materials Corp. (SAMCO) (12/18-22)**

Sept. 19, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—The manufacture of high temperature materials for the space, nuclear and missile fields, and components used in the communications field. **Proceeds**—For equipment, research and development, and working capital. **Office**—31-26 Greenpoint Avenue, Long Island City, N. Y. **Underwriter**—Manufacturers Securities Corp., 511 5th Ave., N. Y.

**Spandex Corp.**

Oct. 25, 1961 ("Reg. A") 90,000 common. **Price**—\$3. **Business**—Manufacture of a synthetic elastic yarn and other synthetic fibres. **Proceeds**—For general corporate purposes. **Office**—186 Grand St., N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y. **Offering**—In January.

**Spears (L. B.), Inc.**

Oct. 30, 1961 filed 65,000 common. **Price**—\$5. **Business**—Operation of retail furniture stores. **Proceeds**—For working capital. **Office**—2212 Third Ave., N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y. **Offering**—In January.

**Standard Industries, Inc.**

Oct. 13, 1961 filed 210,000 common, of which 183,000 are to be offered by the company and 27,000 by a stockholder. **Price**—By amendment. **Business**—Production of crushed limestone, gravel, and ready-mix concrete and construction of highways, etc. **Proceeds**—General corporate purposes. **Office**—731 Mayo Bldg., Tulsa, Okla. **Underwriter**—Allen & Co., N. Y. **Offering**—In Jan.

**Standard & Poor's Corp.**

Nov. 13, 1961 filed 261,896 common. **Price**—By amendment. **Business**—Publishers of financial information. **Proceeds**—For selling stockholders. **Office**—345 Hudson St., N. Y. **Underwriter**—Smith, Barney & Co., N. Y. **Offering**—Expected in late January.

**Stanley Industries Corp.**

Oct. 26, 1961 filed 80,000 common. **Price**—\$4. **Business**—Design, manufacture and sale of heavy-duty stainless steel equipment. **Proceeds**—For debt repayment and general corporate purposes. **Office**—454 Livonia Ave., Brooklyn, N. Y. **Underwriter**—Edwards & Hanly, Hempstead, N. Y.

**Star Homes, Inc. (11/27-12/1)**

June 28, 1961 filed 133,000 common and 133,000 warrants to be offered in units, each unit consisting of one common share and one warrant. **Price**—\$3 per unit. **Business**—The construction and sale of shell homes. **Proceeds**—For repayment of loans, advances to a subsidiary, establishment of branch sales offices and working capital. **Office**—336 S. Salisbury Street, Raleigh, N. C. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. (mgr.).

**Starmatic Industries, Inc.**

Nov. 3, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of boxes, brochures, packaging materials and packaging machines. **Proceeds**—For debt repayment and general corporate purposes. **Office**—252 W. 30th St., N. Y. **Underwriter**—N. A. Hart & Co., Bayside, N. Y.

**Steel Plant Equipment Corp.**

Oct. 2, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For equipment and working capital. **Address**—Norristown, Pa. **Underwriter**—Joseph W. Hurley & Co., Norristown, Pa.

**Sterile Medical Products, Inc.**

Aug. 29, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—The manufacture and sharpening of scalpels. **Proceeds**—For expansion and the manufacture of scalpels. **Office**—434 Buckelew Ave., Jamesburg, N. J. **Underwriter**—Louis R. Dreyling & Co., Inc., New Brunswick, N. J. **Offering**—Expected sometime in January.

**Sterling Extruder Corp. (12/18-22)**

Sept. 12, 1961 filed 90,000 common, of which 20,000 are to be offered by the company and 70,000 by the stockholders. **Price**—\$10. **Business**—The manufacture of plastic extrusion machinery and auxiliary equipment. **Proceeds**—For working capital. **Office**—1537 W. Elizabeth Ave., Linden, N. J. **Underwriter**—Marron, Sloss & Co., N. Y.

**Struthers Scientific & International Corp. (12/18-22)**

Oct. 23, 1961 filed 150,000 class A common. **Price**—By amendment. **Business**—Company was recently formed by Struthers Wells Corp., to take over latter's recent developments in saline water conversion and certain manufacturing, international engineering and sales activities. **Proceeds**—For general corporate purpose. **Office**—111 W. 50th St., N. Y. **Underwriter**—Hirsch & Co. Inc., N. Y.

**Sun City Dairy Products, Inc.**

Oct. 27, 1961 filed 120,000 common. **Price**—\$5. **Business**—Distribution of eggs and dairy products in Florida and other southeastern states. **Proceeds**—General corporate purposes. **Office**—3601 N. W. 50th St., Miami, Fla. **Underwriter**—Seymour Blauner Co., N. Y.

**Super Valu Stores, Inc. (12/5)**

Oct. 11, 1961 filed 115,000 common. **Price**—By amendment. **Business**—Distributes food and associated products to franchised retail stores. **Proceeds**—Debt repayment, inventories, expansion and other corporate purposes. **Office**—101 Jefferson Ave., Hopkins, Minn. **Underwriters**—White, Weld & Co., Inc., N. Y. and J. M. Dain & Co., Inc., Minneapolis.

**Susan Crane Packaging, Inc. (12/4-8)**

Aug. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The manufacture of gift wrap, packaging materials and greeting cards. **Proceeds**—For repayment of loans, expansion, working capital and general corporate purposes. **Office**—8107 Chancellor Row, Dallas. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C.

**Swift Homes, Inc. (11/29)**

Sept. 15, 1961 filed 240,000 common, of which 80,000 will be sold by the company and 160,000 by stockholders. **Price**—By amendment. **Business**—The manufacture, sale and financing of factory-built homes. **Proceeds**—To expand credit sales and open new sales offices. **Address**—1 Chicago Ave., Elizabeth, Pa. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y.

**Taddeo Construction & Leasing Corp. (11/28)**

March 31, 1961 filed 210,000 common. **Price**—\$5. **Business**—The construction of bowling centers. **Proceeds**—For purchase of land and working capital. **Office**—873 Merchants Rd., Rochester, N. Y. **Underwriters**—Myron A. Lomasney & Co., and N. A. Hart & Co., N. Y. **Note**—This company was formerly named Taddeo Bowling & Leasing Corp.

**★ (James) Talcott, Inc.**

Nov. 17, 1961 filed 57,396 common. **Price**—By amendment. **Business**—Commercial financing and accounts receivable factoring. **Proceeds**—For selling stockholders. **Office**—225 Park Ave., South, N. Y. **Underwriters**—F. Eberstadt & Co., and White, Weld & Co., N. Y.

**Tavart Co.**

Oct. 19, 1961 ("Reg. A") 40,000 capital shares. **Price**—\$5. **Business**—Manufacture of steel hardware sets and accessories for garage doors. **Proceeds**—For debt repayment and general corporate purposes. **Office**—14134 S. Orizaba Ave., Paramount, Calif. **Underwriter**—Raymond Moore & Co., Los Angeles.

**Tech Serv, Inc.**

Sept. 29, 1961 ("Reg. A") 75,000 common. **Price**—\$3. **Proceeds**—For debt repayment, advertising, equipment and working capital. **Office**—4911 College Ave., College Park, Md. **Underwriter**—Switzer & Co., Silver Spring, Md.

**Tel-A-Sign, Inc.**

Oct. 30, 1961 filed \$900,000 of convertible subordinated debentures due 1974 and 180,000 common to be offered in units consisting of \$100 of debentures and 20 common. **Price**—By amendment. **Business**—Manufacture of illuminated and non-illuminated signs and other advertising material. **Proceeds**—For debt repayment and working capital. **Office**—3401 W. 47th St., Chicago. **Underwriter**—Clayton Securities Corp., Boston.

**Tele-Communications Corp. (12/18-22)**

Sept. 29, 1961 ("Reg. A") 100,000 class A common. **Price**—\$3. **Proceeds**—For debt repayment, advertising, research and development, plant improvement and working capital. **Office**—41 E. 42nd St., N. Y. **Underwriter**—Edward Lewis Co., Inc., N. Y.

**Telecredit, Inc.**

July 24, 1961 filed 155,000 common shares. **Price**—\$1. **Business**—The development of high-speed electronic data processing systems. **Proceeds**—For organizational expenses, establishment of service centers and reserves. **Office**—100 W. 10th Street, Wilmington, Del. **Underwriter**—Globus, Inc., N. Y. (mgr.). **Offering**—Imminent.

**Tennessee Gas Transmission Co. (12/12)**

Nov. 8, 1961 filed \$50,000,000 of debentures due 1981. **Price**—By amendment. **Proceeds**—For debt repayment, expansion and other corporate purposes. **Office**—Ten-

nessee Bldg., Houston, Tex. **Underwriters**—Stone & Webster Securities Corp., White, Weld & Co., and Halsey, Stuart & Co. Inc., N. Y.

**Texas Electro-Dynamic Capital, Inc.**

Oct. 16, 1961 filed 250,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—1947 W. Gray Ave., Houston. **Underwriter**—Moroney, Beissner & Co., Inc., Houston.

**Texas Tennessee Industries, Inc.**

Oct. 26, 1961 filed 175,000 common, of which 150,000 shares are to be offered by the company and 25,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of water coolers, water cans and portable hot beverage dispensers. **Proceeds**—For debt repayment and general corporate purposes. **Office**—6502 Rusk Ave., Houston. **Underwriter**—S. D. Fuller & Co., N. Y.

● **Thermionix Industries Corp. (11/27-12/1)**

July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). **Price**—\$2. **Business**—The manufacture of a flexible heating tape. **Proceeds**—For construction of a machine, research and development, sales engineering and working capital. **Office**—500 Edgewood Avenue, Trenton, N. J. **Underwriter**—D. L. Capas Co., New York.

● **30 North La Salle Street Realty Fund**

July 3, 1961 filed 200,000 shares of beneficial interests. **Price**—\$5. **Business**—A real estate investment company. **Proceeds**—For investment. **Office**—30 N. LaSalle St., Chicago. **Underwriter**—None. **Note**—This registration was withdrawn.

**Thoroughbred Enterprises, Inc.**

June 2, 1961 filed 85,000 common shares. **Price**—\$4. **Business**—The breeding of thoroughbred race horses. **Proceeds**—To purchase land, build a stable, and buy additional horses. **Office**—8000 Biscayne Blvd., Miami, Fla. **Underwriter**—Sandkuhl & Co., Inc., Newark, N. J., and New York City. **Offering**—Imminent.

**Tidewater Lumber Co.**

Oct. 23, 1961 filed 200,000 common. **Price**—\$5. **Business**—Wholesale lumber company. **Proceeds**—For debt repayment and working capital. **Office**—1600 Hillside Ave., New Hyde Park, N. Y. **Underwriter**—Rubin, Renert & Co., Inc., N. Y.

**Tip Top Products Co. (12/12)**

Oct. 23, 1961 filed 121,778 class A and 130,222 class B common. **Price**—By amendment. **Business**—Design and manufacture of hair care items. **Proceeds**—For the selling stockholder. **Office**—16th and Cuming Sts., Omaha. **Underwriters**—White, Weld & Co., Inc., N. Y., and First Nebraska Securities Corp., Lincoln.

**Topsy's International, Inc.**

Oct. 16, 1961 ("Reg. A") 60,000 class A common. **Price**—\$5. **Business**—Operates catering companies. **Proceeds**—For working capital. **Office**—208 Nichols Rd., Kansas City, Mo. **Underwriters**—George K. Baum & Co., and Midland Securities Co., Inc., Kansas City, Mo.

**Tower Communications Co. (11/27-12/1)**

Aug. 24, 1961 filed 125,000 common. **Price**—By amendment. **Business**—The design, manufacture and erection of communications towers. **Proceeds**—For repayment of debt and working capital. **Office**—2700 Hawkeye Dr., Sioux City, Iowa. **Underwriter**—C. E. Unterberg, Townbin Co., N. Y. C. (mgr.).

**Tri-Chem, Inc. (11/27-12/1)**

Aug. 16, 1961 filed \$350,000 of sinking fund debentures, 6½% series due 1976 and 140,000 common shares to be offered in units consisting of \$100 of debentures and 40 common shares. **Price**—By amendment. **Business**—The manufacture of paints for hobbyists. **Proceeds**—For repayment of bank loans and working capital. **Office**—82 Main St., West Orange, N. J. **Underwriter**—P. W. Brooks & Co., Inc., N. Y. (mgr.).

**Tri-Point Industries, Inc.**

Sept. 28, 1961 filed 160,000 common, of which 80,000 are to be offered by the company and 80,000 shares by stockholders. **Price**—By amendment. **Business**—Manufacture of precision, plastic components. **Proceeds**—For repayment of loans, advertising, equipment and working capital. **Office**—175 I. U. Willets Rd., Albertson, L. I., N. Y. **Underwriter**—Hill, Darlington & Grimm, N. Y.

**Tri-State Displays, Inc.**

July 24, 1961 ("Reg. A") 260,000 common shares (par five cents). **Price**—\$1.15. **Proceeds**—For working capital. **Office**—1221 Glenwood Ave., Minneapolis. **Underwriter**—To be named. **Offering**—Expected in January.

● **Trio-Tech, Inc. (12/11-15)**

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of Electronic Parts and Equipment. **Proceeds**—For debt repayment, machinery, new products, leasehold improvements and working capital. **Office**—3410 W. Cohasset St., Burbank, Calif. **Underwriter**—Ezra Kureen Co., N. Y.

**Tripoli Co., Inc.**

Oct. 20, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Manufacture of a wide variety of cosmetics. **Proceeds**—For equipment, inventory and working capital. **Office**—1215 Walnut St., Philadelphia. **Underwriter**—D. L. Greenbaum & Co., Philadelphia.

**Triton Electronics, Inc.**

Sept. 26, 1961 filed 108,000 common, of which 76,500 will be offered by the company and 31,500 by stockholders. **Price**—\$4.50. **Business**—Manufacture of magnetic recording tape and metallic yarns. **Proceeds**—For research and development, advertising, and working capital. **Office**—62-05 30th Ave., Woodside, N. Y. **Underwriter**—Netherlands Securities Co., Inc., and Seymour Blauner & Co., N. Y.

● **Tropical Gas Co., Inc. (11/29)**

Sept. 8, 1961 filed 135,000 common, to be offered for subscription by stockholders on the basis of one share

for each six common held. **Price**—By amendment. **Proceeds**—For the repayment of debt, and working capital. **Office**—2151 Le Jeune Rd., Coral Gables, Fla. **Underwriter**—Glore, Forgan & Co., N. Y. (mgr.).

**True Taste Corp.**

Aug. 18, 1961 filed 200,000 common shares. **Price**—\$5. **Business**—The installation and operation of plant to process frozen concentrated juices in bulk. **Proceeds**—For installation of equipment and working capital. **Office**—1206 Tower Petroleum Bldg., Dallas. **Underwriter**—Dallas Rupe & Son, Inc., Dallas (mgr.). **Offering**—Imminent.

**Turbodyne Corp.**

May 10, 1961 filed 127,500 shares of common stock. **Price**—\$5 per share. **Business**—The research, development, manufacturing and marketing of space and rocket engines, and related activities. **Proceeds**—For research and development, and working capital. **Office**—1346 Connecticut Ave., N. W., Washington, D. C. **Underwriter**—Sandkuhl & Co., Inc., Newark, N. J., and N. Y. C. **Offering**—Expected sometime in January.

**Turner Engineering & Automation Corp.**

Sept. 27, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Manufactures electronic devices and components. **Office**—209 Glenside Ave., Wyncote, Pa. **Underwriter**—Valley Forge Securities Co., Inc., Phila. **Offering**—Expected sometime in December.

★ **2000 Latham Street, Inc.**

Nov. 3, 1961 ("Reg. A") 230 common. **Price**—\$1,000. **Business**—General real estate. **Proceeds**—For purchase of property and other corporate purposes. **Office**—85 Fifth St., San Francisco. **Underwriter**—None.

**Tyson Metal Products, Inc.**

Oct. 26, 1961 filed 70,000 common, of which 21,000 shares are to be offered by the company and 49,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of food and beverage service equipment. **Proceeds**—For working capital. **Office**—6815 Hamilton Ave., Pittsburgh. **Underwriter**—Arthurs, Lestrangle & Co., Pittsburgh.

★ **Ultra Dynamics Corp.**

Nov. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of air and liquid equipment and systems. **Proceeds**—For general corporate purposes. **Office**—370 Gerard Ave., Bronx, N. Y. **Underwriter**—Gianis & Co., Inc., N. Y.

**Ultra Plastics, Inc.**

Sept. 19, 1961 filed 150,000 class A common. **Price**—\$4. **Business**—The manufacture of outdoor plastic signs and urethane foam. **Proceeds**—For equipment, repayment of debt, inventory, additional personnel, advertising and **Underwriter**—Amos Treat & Co., N. Y. **Offering**—In late December.

● **Union Rock & Materials Corp. (11/27-12/1)**

Aug. 22, 1961 filed 160,000 common. **Price**—By amendment. **Business**—The company is engaged in the paving of roads and the sale of sand, crushed rock and transit-mix concrete. **Proceeds**—For the selling stockholders. **Office**—2800 S. Central Ave., Phoenix, Ariz. **Underwriter**—William R. Staats & Co., Los Angeles (mgr.).

● **Union Title Co. (12/18-22)**

Aug. 28, 1961 filed 150,000 capital shares. **Price**—\$7.50. **Business**—The insuring of real estate titles. **Proceeds**—For working capital and expansion. **Office**—222 N. Central Ave., Phoenix. **Underwriter**—None.

**Union Trust Life Insurance Co.**

Sept. 25, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Sale of life, and health and accident insurance. **Proceeds**—For investment. **Office**—611 N. Broadway St., Milwaukee. **Underwriters**—H. M. Byllesby & Co., and Straus, Blosser & McDowell, Chicago. **Offering**—Expected in late Nov.

**United Aero Products Corp.**

Sept. 28, 1961 filed \$600,000 of 6% conv. subord. debentures due 1971. **Price**—At par. **Business**—Manufacture of precision machined parts for the aircraft, missile, electronics and nuclear industries. **Proceeds**—Debt repayment, research and development, expansion and working capital. **Office**—Columbus Rd., Burlington, N. J. **Underwriters**—Hess, Grant & Remington, Inc., Philadelphia and Arthurs, Lestrangle & Co., Pittsburgh.

**United Exposition Service Co. (11/27-12/1)**

Sept. 22, 1961 filed 100,000 common, of which 40,000 will be offered by the company and 60,000 by stockholders. **Price**—By amendment. **Business**—Supplying of decorating, drayage, cleaning, and related services for trade shows, conventions, and similar expositions. **Proceeds**—For working capital, the repayment of debt and purchase of equipment. **Office**—Suite 705, Merchandise Mart, Chicago, Ill. **Underwriter**—Drexel & Co., Phila.

**United Scientific Laboratories, Inc.**

Aug. 18, 1961 filed 360,000 common shares. **Price**—\$2. **Business**—The manufacture of high fidelity stereo tuners and amplifiers and amateur radio transceivers. **Proceeds**—For repayment of debt, increase in sales personnel, tooling and production and working capital. **Office**—35-15 37th Ave., Long Island City, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

**United Servomation Corp.**

Sept. 22, 1961 filed 355,000 common of which 150,000 shares will be offered by the company and 205,000 shares by stockholders. **Price**—By amendment. **Business**—Sale of food, tobacco products and beverages through automatic vending machines. **Proceeds**—For repayment of debt. **Office**—410 Park Ave., N. Y. **Underwriter**—Hemp-hill, Noyes & Co., N. Y.

● **United States Automatic Merchandising Co.**

Nov. 1, 1961 ("Reg. A") an undetermined number of common shares to be offered for subscription by stock-

holders. **Price**—\$2. **Business**—Sale of food and beverages through vending machines. **Proceeds**—Manufacture of a new vending machine and repayment of debt. **Office**—210 E. Manville, Compton, Calif. **Underwriter**—None.

**U. S. Controls, Inc. (12/4-8)**

Sept. 28, 1961 filed 120,000 common. **Price**—\$2.25. **Business**—The manufacture of automatic control systems. **Proceeds**—For repayment of debt, a sales and advertising program, research and development, equipment and working capital. **Office**—410 Fourth Ave., Brooklyn. **Underwriter**—N. A. Hart & Co., Bayside, N. Y.

**United States Crown Corp. (12/11-15)**

Aug. 22, 1961 filed 150,000 common. **Price**—\$8. **Business**—The manufacture of specialized bottle caps. **Proceeds**—For equipment, working capital and general corporate purposes. **Office**—437 Boulevard, East Paterson, N. J. **Underwriter**—Adams & Peck, N. Y. (mgr.)

**U. S. Electronic Publications, Inc.**

Sept. 26, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Publishing of military and industrial handbooks. **Proceeds**—Debt repayment, expansion and working capital. **Office**—480 Lexington Ave., N. Y. **Underwriter**—Douglas Enterprises, 8856 18th Ave., Brooklyn.

● **United States Plastics, Inc. (11/27-12/1)**

Sept. 7, 1961 filed 190,000 common, of which 150,000 will be sold by the company and 40,000 by a stockholder. **Price**—\$3. **Business**—The sale of plastic items, power tools, adhesives, hardware, etc. **Proceeds**—To repay debt. **Office**—750 W. 18th St., Hialeah, Fla. **Underwriter**—Roman & Johnson, Fort Lauderdale (mgr.).

**United Variable Annuities Fund, Inc.**

April 11, 1961 filed 2,500,000 shares of stock. **Price**—\$10 per share. **Business**—A new mutual fund. **Proceeds**—For investment. **Office**—20 W. 9th Street, Kansas City, Mo. **Underwriter**—Waddell & Reed, Inc., Kansas City, Mo. **Offering**—Expected in early January.

● **Univend Corp. (12/26-29)**

Sept. 29, 1961 ("Reg. A") 115,000 common. **Price**—\$2.50. **Business**—Operates coin-vending machines for food and drink. **Proceeds**—For expansion and working capital. **Office**—28 O'Brien Place, Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y.

● **Universal Data Processing Corp.**

Sept. 28, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For debt repayment, equipment, leasehold improvements, and working capital. **Office**—2600 E. 12th St., Los Angeles. **Underwriter**—Holton, Henderson & Co., Los Angeles. **Offering**—Imminent.

**Universal Electronics Laboratories Corp.**

Sept. 28, 1961 filed 90,250 common, of which 76,250 will be sold by the company and 14,000 by stockholders. **Price**—By amendment. **Business**—Design, development and production of teaching machines. **Proceeds**—For production expenses, advertising, marketing etc. **Office**—510 Hudson St., Hackensack, N. J. **Underwriters**—To be named.

● **Universal Lighting Products, Inc. (12/26-29)**

Sept. 21, 1961 filed 175,000 common. **Price**—\$1. **Business**—Manufacturer of lighting fixtures and display and merchandising equipment for use in gasoline service stations. **Proceeds**—Repayment of debt and working capital. **Office**—55 Bergenline Ave., Westwood, N. J. **Underwriter**—Globus, Inc., N. Y. (mgr.).

**Uropa International, Inc. (12/18-22)**

Sept. 28, 1961 filed 120,000 common. **Price**—\$2.50. **Business**—Importing of compact appliances and stereophonic radio and phonograph consoles. **Proceeds**—For working capital. **Office**—16 W. 32nd St., N. Y. **Underwriter**—Dean Samitas & Co., N. Y.

**U-Tell Corp.**

Sept. 18, 1961 ("Reg. A") 31,097 common. **Price**—\$5. **Business**—Operation of a discount department store. **Office**—3629 N. Teutonia Ave., Milwaukee, Wis. **Underwriter**—Continental Securities Corp., Milwaukee, Wis.

**Val-U Homes Corp. of Delaware (12/4-8)**

Aug. 28, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture of prefabricated buildings and shell homes. **Proceeds**—For working capital. **Office**—765 River St., Paterson, N. J. **Underwriter**—Stearns & Co., N.Y.C.

● **Valley Forge Products, Inc. (12/4-8)**

Sept. 15, 1961 filed 120,000 class A capital shares. **Price**—By amendment. **Business**—Manufacture of automotive replacement parts. **Proceeds**—For repayment of debt and other corporate purposes. **Office**—370 19th St., Brooklyn, N. Y. **Underwriter**—Herzfeld & Stern, N. Y.

**Valley Gas Production, Inc. (12/4-8)**

Sept. 22, 1961 filed 194,000 common. **Price**—By amendment. **Business**—Acquisition of natural gas and oil producing properties. **Proceeds**—Construction, repayment of debt and investment in subsidiaries. **Office**—583 M & M Bldg., Houston. **Underwriter**—White, Weld & Co., N. Y.

**Valley Metallurgical Processing Co.**

Oct. 23, 1961 filed 70,000 common. **Price**—By amendment. **Business**—Production of metal powders for the rocket, munitions and pyrotechnics industries. **Proceeds**—For debt repayment and general corporate purposes. **Office**—Essex, Conn. **Underwriter**—McDonnell & Co. Inc., N. Y.

**(The) Valtronic Corp.**

Sept. 29, 1961 ("Reg. A") 62,500 common. **Price**—\$4. **Business**—Design and manufacture of medical and dental equipment. **Proceeds**—For machinery, debt repayment, expansion and working capital. **Office**—375 Walton Ave., Bronx, N. Y. **Underwriter**—Cacchione & Smith, Inc., and Fred F. Sessler & Co., Inc., N. Y.

Continued from page 45

**Van-Pak, Inc.**

Sept. 15, 1961 filed 140,000 common. Price—\$15. Business—A nation-wide and overseas non-regulated freight forwarder engaged in the forwarding of household goods. Proceeds—To repay debt, purchase metal containers, and increase working capital. Office—542 Insurance Exchange Bldg., Des Moines, Iowa. Underwriter—Hodgdon & Co., Inc., Washington, D. C. Offering—Expected some time in January.

**★ Varicraft Industries, Inc.**

Nov. 7, 1961 ("Reg. A") 120,000 common. Price—\$2.25. Business—Custom design and manufacture of furniture. Proceeds—For debt repayment and working capital. Office—45th St. and Crescent Blvd., Pennsauken, N. J. Underwriter—Mayo & Co., Inc., Philadelphia.

**Vending International, Inc.**

July 27, 1961 ("Reg. A") 70,588 common shares (par 10 cents). Price—\$4.24. Proceeds—For repayment of debt, expansion and a new building. Office—c/o Brownfield, Rosen & Malone, 1026-16th St., N. W., Washington, D. C. Underwriter—H. P. Black & Co., Inc., Wash., D. C. Offering—Expected in late December.

**• Vendotronics Corp.**

Sept. 1, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—The manufacture of automatic popcorn vending machines. Proceeds—For repayment of loans, advertising, inventory, working capital and general corporate purposes. Office—572 Merrick Rd., Lynbrook, N. Y. Underwriter—B. G. Harris & Co., Inc., N. Y. Offering—Imminent.

**Venus Drug Distributors, Inc.**

Oct. 2, 1961 filed 168,000 common, of which 120,000 are to be sold by the company and 48,000 by stockholders. Price—\$5. Business—Wholesale distribution of cosmetics. Proceeds—For new product development, advertising and working capital. Office—4206 W. Jefferson Blvd., Los Angeles, Calif. Underwriter—Garat & Polonitz, Inc., Los Angeles.

**Vic Tanny Enterprises, Inc.**

May 11, 1961 filed 320,000 shares of class A common stock (par 10 cents) of which 160,000 shares will be offered for the account of the company and 160,000 shares by the present holder thereof. Price—\$9.50. Business—The operation of a national chain of gymnasiums and health centers for men and women. Proceeds—The company will use its part of the proceeds for the opening of new gymnasiums and the promotion of home exercise equipment. Office—375 Park Ave., N. Y. Underwriter—To be named.

**Virginia Dare Stores Corp. (12/11-15)**

Oct. 27, 1961 filed 154,000 common, of which 100,000 shares are to be offered by the company and 54,000 shares by stockholders. Price—By amendment. Business—Operation of stores selling women's, misses and children's apparel. Proceeds—For working capital. Office—111 Eighth Ave., N. Y. Underwriter—Lehman Brothers, N. Y.

**• Vol-Air, Inc.**

July 27, 1961 ("Reg. A") 96,000 common shares (par one cent). Price—\$2.50. Business—The manufacture of a patented heat and mass transfer system. Proceeds—For equipment, filing of patents, inventory, advertising and promotion. Address—347 Madison Avenue, New York. Underwriter—Glass & Ross, Inc., N. Y. Offering—Imminent.

**Voldale, Inc.**

Oct. 20, 1961 ("Reg. A") 54,000 common. Price—\$4.25. Business—Acquisition and development of new patents. Proceeds—For debt repayment and working capital. Office—35-10 Astoria Blvd., Long Island City, N. Y. Underwriter—Peters, Writer & Christensen, Inc., Denver.

**Voron Electronics Corp. (12/18-22)**

July 28, 1961 filed 100,000 class A shares. Price—\$3. Business—The manufacture of electronic test equipment, the sale, installation and servicing of industrial and commercial communications equipment and the furnishing of background music. Proceeds—For tooling, production, engineering, inventory and sales promotion of its products and for working capital. Office—1230 E. Mermaid Lane, Wyndmoor, Pa. Underwriters—John Joshua & Co., Inc., and Reuben Rose & Co., New York.

**Walston Aviation, Inc.**

Oct. 30, 1961 filed 90,000 common, of which 60,000 are to be offered by the company and 30,000 by a stockholder. Price—\$6.25. Business—Sells Cessna Airplanes and supplies; also repairs and services various type airplanes. Proceeds—For expansion and general corporate purposes. Office—Civic Memorial Airport, E. Alton, Ill. Underwriter—White & Co., Inc., St. Louis.

**Wards Co., Inc. (11/27-12/1)**

Sept. 15, 1961 filed 110,000 common. Price—By amendment. Business—The retail sale of radios, TV sets, refrigerators, stoves, air conditioners, etc. Proceeds—For working capital and other corporate purposes. Office—2049 West Broad St., Richmond, Va. Underwriter—Stein Bros. & Boyce, Baltimore.

**• Warshow (H.) & Sons, Inc. (11/30)**

Aug. 30, 1961 filed 285,000 class A. Price—By amendment. Business—The manufacture of fabrics for women's wear. Proceeds—For the selling stockholders. Office—45 W. 36th St., N. Y. Underwriters—Lee Higginson Corp. and P. W. Brooks & Co., Inc., N. Y. (mgrs.).

**• Waterman Steamship Corp.**

Aug. 29, 1961 filed 1,743,000 common. Price—By amendment. Business—The carrying of liner-type cargoes. Proceeds—For the purchase of vessels, and working capital. Office—71 Saint Joseph St., Mobile, Ala. Underwriter—Shields & Co. Inc., N. Y. (mgr.). Offering—Expected in February.

**Weiss Bros. Stores, Inc.**

Oct. 27, 1961 filed 140,000 class A shares, of which 25,000 are to be offered by the company and 115,000 by stockholders. Price—By amendment. Business—Operates 12 women's apparel stores and sells men's and women's apparel in leased departments of other specialty stores. Proceeds—For debt repayment. Office—1 W. 39th St., N. Y. Underwriter—Francis I. duPont & Co., N. Y. Offering—Expected sometime in January.

**Wellco Shoe Corp.**

Sept. 28, 1961 filed 125,070 common. Price—By amendment. Business—The licensing of other firms to manufacture footwear and the manufacture of casual footwear. Proceeds—For a selling stockholder. Address—Waynesville, N. C. Underwriter—C. E. Unterberg, Towbin Co., N. Y. Offering—Expected in late December.

**Wespak Inc.**

Sept. 29, 1961 ("Reg. A") 100,000 common. Price—\$2. Business—Thermo-forming of plastic material for packaging of products. Proceeds—For research and development, equipment, sales, advertising and working capital. Office—475 Alfred Ave., Teaneck, N. J. Underwriter—Scott, Harvey & Co., Inc., Fairlawn, N. J.

**• West Coast Bowling Corp.**

May 26, 1961 filed 100,000 common. Price—\$5. Business—The company plans to acquire and operate bowling centers primarily in California. Proceeds—For general corporate purposes. Office—3300 West Olive Avenue, Burbank, Calif. Underwriter—Hill Richards & Co. Inc., Los Angeles (managing).

**West Falls Shopping Center Limited Partnership**

Nov. 14, 1961 filed \$444,000 of limited partnership interests to be offered in 444 units. Price—\$1,000. Business—Development of a shopping center at Falls Church, Va. Proceeds—For general corporate purposes. Office—1411 K St., N. W., Washington, D. C. Underwriter—Hodgdon & Co., Inc., Washington, D. C.

**Westates Land Development Corp.**

Sept. 28, 1961 filed \$1,500,000 of 7% convertible subordinated debentures due 1976 and 300,000 common shares to be offered in units, each consisting of 100 of debentures and 20 common shares. Price—\$200 per unit. Business—General real estate. Proceeds—For debt repayment and working capital. Office—9412 Wilshire Blvd., Beverly Hills, Calif. Underwriter—Morris Cohon & Co., N. Y.

**Western Factors, Inc.**

June 29, 1960 filed 700,000 shares of common stock. Price—\$1.50 per share. Proceeds—To be used principally for the purchase of additional accounts receivable and also may be used to liquidate current and long-term liabilities. Office—1201 Continental Bank Bldg., Salt Lake City, Utah. Underwriter—Elmer K. Aagaard, 6 Salt Lake Stock Exchange Bldg., Salt Lake City.

**Western Land Corp.**

Oct. 24, 1961 filed 400,000 common. Price—\$2.25. Business—Acquisition, construction and leasing of shopping centers. Proceeds—For general corporate purposes. Office—2205 First National Bank Bldg., Minneapolis. Underwriter—None.

**Western Semiconductors, Inc. (12/4-8)**

Sept. 20, 1961 ("Reg. A") 100,000 capital shares. Price—\$3. Business—Manufacture of semi-conductors for commercial and military use. Office—605-G Alton St., Santa Ana, Calif. Underwriter—Currier & Carlsen, Inc., San Diego, Calif.

**Western States Real Investment Trust**

Nov. 13, 1961 filed 32,000 shares of beneficial interest. Price—\$6.25. Business—A small business investment company. Proceeds—For investment. Office—403 Ursula St., Aurora, Colo. Underwriter—Westco Corp., Aurora, Colo.

**Westland Capital Corp.**

Sept. 21, 1961 filed 985,500 common. Price—\$11. Business—A small business investment company. Proceeds—For working capital. Office—9229 Sunset Blvd., Los Angeles, Calif. Underwriter—Bear, Stearns & Co., N. Y. Offering—Expected sometime in January.

**White Electromagnetics, Inc.**

Oct. 5, 1961 filed 65,000 common. Price—\$3.75. Business—Rendering of consulting services pertaining to electronic system analysis. Proceeds—For expansion, publication of technical papers, marketing, product development and working capital. Office—4903 Auburn Ave., Bethesda, Md. Underwriter—Weil & Co., Inc., Washington, D. C.

**Widmann (L. F.), Inc.**

Oct. 27, 1961 filed 162,000 common, of which 102,000 are to be offered by the company and 60,000 by stockholders. Price—\$3. Business—Operates a chain of retail drug stores. Proceeds—Expansion, equipment and working capital. Office—738 Bellefonte Ave., Lock Haven, Pa. Underwriter—Godfrey, Hamilton, Taylor & Co., N. Y.

**Wiggins Plastics, Inc.**

Oct. 20, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Custom compression, transfer and injection molding of plastic materials. Proceeds—For debt repayment and general corporate purposes. Office—180 Kingsland Rd., Clifton, N. J. Underwriter—Investment Planning Group, Inc., East Orange, N. J. Offering—Expected in January.

**• Willner's Liquors (11/27)**

Sept. 13, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Operation of a chain of liquor stores. Proceeds—For equipment and inventory, and acquisition and working capital. Office—596 Orange St., Newark, N. J. Underwriter—First Weber Securities Corp., N. Y.

**Winchell Doughnut House, Inc.**

Sept. 26, 1961 filed 90,000 common. Price—By amendment. Business—Sale of doughnut mixes to franchised operators of doughnut shops leased from the company.

Proceeds—For the selling stockholder. Office—1140 W. Main St., Alhambra, Calif. Underwriter—McDonnell & Co., Inc., N. Y.

**Windsor (Kay), Inc. (12/4-8)**

Sept. 28, 1961 filed 200,000 class A common. Price—By amendment. Business—Manufacture and sale of women's dresses. Proceeds—For a selling stockholder. Office—Deane St., New Bedford, Mass. Underwriter—Lee Higginson Corp., N. Y.

**Windsor Texprint, Inc. (11/27-12/1)**

Aug. 25, 1961 filed 265,000 common, of which 250,000 are to be offered by the company and 15,000 by stockholders. Price—\$2. Business—The printing of towels and other textile products. Proceeds—For repayment of loans. Office—2357 S. Michigan Ave., Chicago. Underwriter—D. E. Liederman & Co., Inc., N. Y.

**Wonderbowl, Inc.**

Feb. 6, 1961 (letter of notification) 150,000 shares of common stock. Price—At par (\$2 per share). Proceeds—To discharge a contract payable, accounts payable, and notes payable and the balance for working capital. Office—7805 Sunset Blvd., Los Angeles, Calif. Underwriter—Standard Securities Corp., Los Angeles, Calif. Offering—Imminent.

**• World Scope Publishers, Inc. (12/18-22)**

July 31, 1961 filed 300,000 common shares. Price—By amendment. Business—The publishing of encyclopedias and other reference books. Proceeds—For repayment of debt, working capital and general corporate purposes. Office—290 Broadway, Lynbrook, N. Y. Underwriter—Standard Securities Corp., N. Y.

**• World Wide Bowling Enterprises, Inc. (12/4-8)**

July 20, 1961 filed 130,000 common shares. Price—\$4. Business—The operation of bowling centers. Proceeds—For repayment of debt, expansion and working capital. Office—2044 Chestnut St., Philadelphia. Underwriter—Richard G. Gross. Offering—Expected in Nov.

**Worldwide Fund Ltd. (12/11-15)**

Sept. 19, 1961 filed 100,000 common. Price—\$100. Business—The Fund plans to invest primarily in equity securities of foreign issuers. Office—Bank of Bermuda Bldg., Hamilton, Bermuda. Underwriter—Burnham & Co., N. Y.

**World Wide Reinsurance Corp.**

Sept. 28, 1961 filed 4,800,000 common. Price—\$1. Business—Reinsurance. Proceeds—For capital. Office—214 W. 3rd St., Yankton, S. Dak. Underwriter—Harold R. Bell & Associates, Billings, Mont.

**★ Writing Toys Corp.**

Nov. 8, 1961 ("Reg. A") 65,650 common. Price—\$3.25. Business—Design and assembly of toys. Proceeds—For equipment and working capital. Office—354 Griggs-Midway Bldg., St. Paul, Minn. Underwriter—Pewters, Donnelly & Jansen, Inc., St. Paul.

**• Wulpa Parking Systems, Inc. (12/22)**

Oct. 13, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Company plans to manufacture a parking device called the "Wulpa Lift." Proceeds—To open locations and increase working capital. Office—370 Seventh Ave., N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., N. Y.

**Yankee Plastics, Inc.**

Sept. 8, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufactures plastic hangers and forms. Proceeds—For acquisition of manufacturing facilities and working capital. Office—29 W. 34th St., N. Y. Underwriter—Sunshine Securities Inc., Rego Park, N. Y.

**Zim Israel Navigation Co., Ltd.**

Oct. 5, 1961 filed 20,000 of 7% participating preferred. Price—\$500. Business—Furnishing of passenger and dry-cargo freight services. Proceeds—For construction and working capital. Office—Haifa, Israel. Underwriter—None.

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**Prospective Offerings****Appalachian Power Co.**

Feb. 1, 1961 it was reported that this subsidiary of American Electric Power Co., Inc., plans to sell \$35,000,000 to \$40,000,000 of bonds late in 1961 or early in 1962. Office—2 Broadway, New York City. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Harriman Ripley & Co., Inc.; Kuhn, Loeb & Co. and Eastman Dillon, Union Securities & Co. (jointly).

**Baltimore Gas & Electric Co.**

Aug. 30, 1961 it was reported that this company plans to issue about \$25,000,000 of first mortgage bonds in the first half of 1962. Office—Lexington and Liberty Streets, Baltimore 3, Md. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co., and First Boston Corp. (jointly); Harriman Ripley & Co., Inc., and Alex. Brown & Sons (jointly).

**Bebell & Bebell Color Laboratories, Inc.**

Nov. 6, 1961 it was reported that a "Reg. A" will be filed shortly covering 75,000 common. Price—\$4. Business—Operates a color photo processing laboratory. Pro-

ceeds—For expansion, equipment and other corporate purposes. Office—108 W. 24th St., N. Y. Underwriter—Stevens, Hickey & Co., N. Y.

• **Bank of America N. T. & S. A.**

Nov. 22, 1961 it was reported that stockholders voted to increase authorized stock to provide for sale of 1,600,000 additional shares to stockholders on the basis of one new share for each 16 held of record Nov. 21, with rights to expire Dec. 15. Price—\$59. Office—300 Montgomery St., San Francisco. Underwriters—Dillon, Read & Co. Inc., and Blyth & Co., Inc., N. Y.

• **Carbonic Equipment Corp.**

June 28, 1961 it was reported that a "Reg. A" will be filed covering 100,000 common shares. Price \$3. Proceeds—For expansion. Office—97-02 Jamaica Ave., Woodhaven, N. Y. Underwriter—R. F. Dowd & Co., Inc.

• **Central Louisiana Electric Co., Inc.**

Feb. 21, 1961 it was reported that the company is considering the issuance of \$6,000,000 of bonds or debentures in the latter part of 1961. Office—415 Main St., Pineville, La. Underwriters—To be named. The last issue of bonds on April 21, 1959 was bid on by Kidder, Peabody & Co. and Rauscher, Pierce & Co., Inc. (jointly); Salomon Bros. & Hutzler, and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Halsey, Stuart & Co., Inc.; White, Weld & Co.

• **Cincinnati Gas & Electric Co.**

Feb. 16, 1961 it was stated in the company's 1960 annual report that this utility plans to sell both first mortgage bonds and common stock in 1962 to finance its \$45,000,000 construction program. Office—Fourtin & Main Sts., Cincinnati, O. Underwriter—(Bonds) To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc. and Lehman Brothers (jointly); Morgan Stanley & Co. and W. E. Hutton & Co. (jointly); Blyth & Co., Inc., and First Boston Corp. (jointly); Eastman Dillon, Union Securities & Co., and White, Weld & Co. (jointly). The last issue of common stock (81,510 shares) was sold privately to employees in August, 1960.

• **Columbia Gas System, Inc.**

April 24, 1961 it was reported that this company is considering the sale of either \$20,000,000 of debentures, or \$25,000,000 of common stock in the fall. Office—120 East 41st St., N. Y. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Morgan Stanley & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc., and White, Weld & Co. (jointly). The last sale of common stock on May 4, 1960 was handled by a group headed by Merrill Lynch, Pierce, Fenner & Smith Inc.; Shields & Co.; R. W. Pressprich & Co., and Carl M. Loeb, Rhoades & Co.

★ **Commonwealth Edison Co.**

Nov. 17, 1961 it was reported that this company plans to sell \$30,000,000 of first mortgage bonds early in 1962; \$20,000,000 of additional debt securities in 1963 and \$25,000,000 in both 1964 and 1965. No new common or preferred stock financing is contemplated in the four year period. Proceeds—For construction. Office—72 West Adams St., Chicago. Underwriters—Competitive. Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Glore, Forgan & Co.

(H.) **Davis Toy Corp.**

Oct. 30, 1961 it was reported that a registration statement will be filed shortly covering 100,000 units of this firm's securities. Each unit will consist of one common share and a warrant to buy one additional share. Price—\$3.25 per unit. Business—Manufactures educational toys. Proceeds—For debt repayment, new products and other corporate purposes. Office—794 Union St., Brooklyn, N. Y. Underwriters—Hampstead Investing Corp., Aetna Securities Corp., and Atlas Securities Corp., N. Y.

• **Delaware Power & Light Co.**

Feb. 7, 1961 it was reported that the company has postponed until early 1962 its plan to issue additional common stock. The offering would be made to common stockholders first on the basis of one share for each 10 shares held. Based on the number of shares outstanding on Sept. 30, 1960, the sale would involve about 418,536 shares valued at about \$14,600,000. Proceeds—For construction. Office—600 Market St., Wilmington, Del. Underwriter—(Competitive). Probable bidders: Carl M. Loeb, Rhoades & Co., N. Y.; W. C. Langley & Co., and Union Securities Co. (jointly); Lehman Brothers; First Boston Corp.; White, Weld & Co., and Shields & Co. (jointly); Kidder, Peabody & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly).

• **Diversified Vending, Inc.**

Sept. 13, 1961 it was reported that a registration statement will be filed shortly covering 100,000 common. Price—\$4. Business—The servicing of vending machines and coin operated kiddie-rides. Proceeds—For equipment, inventory and general corporate purposes. Office—Philadelphia, Pa. Underwriter—T. Michael McDarby & Co., Inc., Washington, D. C.

• **Electro Spectrum Corp.**

Sept. 14, 1961 it was reported that this company plans to file a "Reg. A" covering 100,000 common. Price—\$3. Business—Research, development, manufacture and marketing in the fields of optics, electronics, chemistry and photography. Proceeds—For organizational expenses, building lease, machinery, inventory and working capital. Office—300 Gramatan Ave., Mt. Vernon, N. Y. Underwriter—Harry Rovno (same address).

★ **El Paso Electric Co. (2/7/62)**

Nov. 22, 1961 it was reported that this company plans to sell \$10,500,000 of first mortgage bonds in February. Proceeds—For construction and possible refunding of \$3,500,000 outstanding amount of 5½% bonds due 1989. Office—215 North Stanton St., El Paso, Texas. Under-

writers—(Competitive). Probable bidders: Stone & Webster Securities Corp.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co. Inc.—White, Weld & Co.—Shields & Co. (jointly); Equitable Securities Corp.—R. W. Pressprich & Co. (jointly). Bids—Expected Feb. 7, 1962.

• **First National Bank in Dallas (Tex.)**

Nov. 15, 1961 it was reported that stockholders are to vote Dec. 5 on increasing authorized stock to provide for a 1-for-7 stock dividend and sale of 200,000 additional shares to stockholders on the basis of one new share for each 13 shares held of record Dec. 5, with rights to expire Dec. 19. Price—\$56. Proceeds—To increase capital funds. Underwriter—None.

• **First Pennsylvania Banking & Trust Co.**

Nov. 6, 1961 stockholders voted to increase authorized stock to provide for a 2-for-1 split and sale of 394,975 new shares to stockholders on the basis of one share for each 12 held of record Nov. 6, with rights to expire Dec. 4. Price—\$30. Office—Philadelphia, Pa. Underwriters—Drexel & Co., Philadelphia; Merrill Lynch, Pierce, Fenner & Smith Inc., and Smith, Barney & Co., N. Y.

• **Florida Power & Light Co.**

Sept. 18, 1961, it was reported that the company may issue \$25,000,000 of bonds in the second half of 1962. Office—25 S. E. 2nd Ave., Miami, Fla. Underwriter—To be determined by competitive bidding. Probable bidders: Merrill Lynch, Pierce, Fenner & Smith Inc. and Kidder, Peabody & Co. (jointly); Halsey, Stuart & Co., Inc.; White, Weld & Co.; First Boston Corp.; Blyth & Co., Inc.

• **General Public Utilities Corp.**

March 14, 1961 it was stated in the company's 1960 annual report that the utility expects to sell additional common stock to stockholders in 1962 through subscription rights on the basis of one share for each 20 shares held. Based on the 22,838,454 common shares outstanding on Dec. 31, 1960, the offering will involve a minimum of 1,141,922 additional shares. Office—67 Broad St., New York 4, N. Y. Underwriter—None.

• **Georgia Bonded Fibers, Inc.**

Sept. 14, 1960 it was reported that registration of 150,000 shares of common stock is expected. Offices—Newark, N. J., and Buena Vista, Va. Underwriter—Sandkuhl and Company, Newark, N. J., and N. Y. C.

• **House of Koshu, Inc.**

Nov. 13, 1961 it was reported that this company plans to file a registration covering 65,000 common. Price—\$5. Business—Importers of Japanese liquors and liqueurs. Proceeds—For expansion. Office—Beverly Hills, Calif. Underwriter—P. J. Gruber & Co., Inc., N. Y.

• **Houston Lighting & Power Co.**

Oct. 17, 1960 Mr. T. H. Wharton, President, stated that between \$25-\$35 million dollars is expected to be raised publicly sometime in 1961, probably in the form of preferred and debt securities, with the precise timing depending on market conditions. Office—Electric Building, Houston, Texas. Underwriter—Previous financing was handled by Lehman Brothers, Eastman Dillon, Union Securities & Co. and Salomon Brothers & Hutzler.

• **Illinois Terminal RR.**

Jan. 16, 1961 it was reported that this company plans the sale later this year of about \$8,500,000 of first mortgage bonds. Office—710 North Twelfth Blvd., St. Louis, Mo. Underwriter—Halsey, Stuart & Co. Inc., Chicago.

• **Lembro Concrete Products Inc.**

Nov. 13, 1961 it was reported that this company plans to file a registration statement covering 100,000 common. Price—\$3.50. Business—Manufactures pre-cast concrete fallout shelters, enclosures, play sculptures and drainage equipment. Proceeds—For expansion. Office—Huntington Station, L. I., N. Y. Underwriter—Blank-Lieberman & Co., N. Y.

• **Mercantile National Bank at Dallas (Tex.)**

Nov. 15, 1961 it was reported that stockholders are to vote Jan. 16, 1962 on increasing authorized stock to provide for a 10% stock dividend sale of 100,000 additional shares to stockholders on the basis of one new share for each 15 shares held of record Jan. 15. Price—\$36. Proceeds—To increase capital funds. Underwriters—To be named.

• **Nautec Corp.**

Nov. 6, 1961 it was reported that the company plans to sell \$3,000,000 of convertible debentures to be offered on a pro rata basis to common stockholders. Business—Manufactures parking meters, truck winches, fiberglass boats, steel towers, etc. Proceeds—For debt repayment and working capital. Office—350 5th Ave., N. Y. Underwriter—Bear, Stearns & Co., N. Y.

• **New World Laboratories, Inc.**

Aug. 22, 1961 it was reported that a "Reg. A" will be filed shortly covering 100,000 common shares. Price—\$3. Business—The manufacture of cosmetics. Proceeds—For purchase of equipment and inventory and general corporate purposes. Office—Washington, D. C. Underwriter—T. J. McDonald & Co., Inc., Washington, D. C.

• **New York Telephone Co. (1/9/62)**

Oct. 2, 1961 it was reported that this company plans to sell \$60,000,000 of mortgage bonds in January 1962. Proceeds—For debt repayment and construction. Office—140 West St., N. Y. Underwriters—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc., and Morgan Stanley & Co. Bids—Expected Jan. 9, 1962.

• **Normandie Hotel Corp.**

Nov. 13, 1961 it was reported that this company plans to file a registration statement covering 150,000 common. Price—\$4. Business—Operates a hotel at Liberty, N. Y. Proceeds—Working capital, expansion and an acquisition. Office—Liberty, N. Y. Underwriter—M. H. Meyerson & Co., New York City.

## Dividend Advertising Notices Appear on Page 16.

• **Pacific Gas & Electric Co.**

Nov. 10, 1961 it was reported that the company plans to sell some \$98,000,000 of securities, probably bonds, in 1962 to help finance its proposed \$208,000,000 construction program. Office—245 Market St., San Francisco. Underwriters—(Competitive). Probable bidders: First Boston Corp.—Halsey, Stuart & Co. Inc. (jointly); Blyth & Co., Inc.

• **Roth Greeting Cards Co.**

Oct. 18, 1961 it was reported that this company is planning its first public sale of common stock. Office—Glendale, Calif. Underwriter—R. E. Bernhard & Co., Beverly Hills, Calif.

• **San Diego Gas & Electric Co.**

Sept. 12, 1961 it was reported that this company plans to sell about 500,000 common to stockholders in mid-1962 to raise some \$17,500,000. Office—861 Sixth Ave., San Diego, Calif. Underwriter—Blyth & Co., Inc., N. Y.

• **Shenk Industries, Inc.**

Aug. 22, 1961 it was reported that this company plans to sell about \$750,000 of common stock. Business—The re-manufacture and distribution of automobile parts. Proceeds—For the repayment of loans and expansion. Office—Columbus, O. Underwriter—Rodetsky, Walker & Co., Inc., Jersey City, N. J.

• **Southern California Edison Co.**

Nov. 17, 1961 it was reported that this company plans to sell 1,500,000 common shares in early January, 1962. Proceeds—To repay bank loans, redeem outstanding 4.88% preferred and help finance construction. Office—601 W. 5th St., Los Angeles. Underwriters—To be named. The last sale of common in January, 1959, was underwritten by First Boston Corp., N. Y., and Dean Witter & Co., San Francisco.

• **Southern Pacific Co. (11/29)**

Oct. 16, 1961 it was reported that this company plans to sell \$7,905,000 of equipment trust certificates. Office—165 Broadway, N. Y. Underwriters—(Competitive). Probable bidders: Salomon Brothers & Hutzler and Halsey, Stuart & Co. Inc. Bids—Expected Nov. 29 at 12 noon (EST).

• **Subway Bowling & Recreation Enterprises, Inc.**

Aug. 22, 1961 it was reported that this company plans to sell about \$1,200,000 of common stock. Business—The company has an exclusive franchise from the City of New York to build bowling and recreation centers in the subways. Proceeds—To build the first three centers. Office—New York City. Underwriter—Rodetsky, Walker & Co., Inc., Jersey City.

• **Teeco Automated Systems, Inc.**

Aug. 9, 1961 it was reported that a ("Reg. A") will be filed shortly covering 75,000 common shares. Price—\$3. Business—The custom, design, manufacture and installation of automated material handling systems for large wholesale and retail establishments and industry. Proceeds—For expansion. Office—42-14 Greenpoint Ave., Long Island City, N. Y. Underwriters—To be named.

★ **Texas Power & Light Co. (1/23/62)**

Nov. 22, 1961 it was reported that this subsidiary of Texas Utilities Co., plans to sell \$10,000,000 of 25-year debentures in January. Office—Fidelity Union Life Bldg., Dallas. Underwriters—(Competitive). Probable bidders: Kuhn, Loeb & Co.—Blyth & Co., Inc.—Kidder, Peabody & Co.—Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Halsey, Stuart & Co. Inc.; Lehman Brothers; White, Weld & Co.; First Boston Corp.; Eastman Dillon, Union Securities & Co.; Salomon Brothers & Hutzler. Bids—Expected Jan. 23, 1962.

• **Virginia Electric & Power Co.**

Oct. 2, 1961 it was reported that this company plans to sell \$30,000,000 to \$40,000,000 of securities in mid-1962 but no decision has been made yet as to type. Office—Richmond 9, Va. Underwriters—To be named. The last sale of bonds in June 1961 was handled by Halsey, Stuart & Co., Inc. and associates.

• **West Penn Power Co. (3/5)**

Feb. 10, 1961, J. Lee Rice, Jr., President of Allegheny Power System, Inc., parent company, stated that West Penn expects to sell about \$25,000,000 of bonds in 1962. Office—800 Cabin Hill Drive, Hempfield Township, Westmoreland County, Pa. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; W. C. Langley & Co.; Lehman Brothers; Eastman Dillon, Union Securities & Co., and First Boston Corp. (jointly); Harriman Ripley & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). Bids—Expected March 5, 1962.

• **Western Union Telegraph Co.**

Nov. 15, 1961 it was reported that this company plans to sell \$50,000,000 of debentures early in 1962. Proceeds—To repay short-term loans. Office—60 Hudson St., N. Y. Underwriters—Kuhn, Loeb & Co., and Lehman Brothers, N. Y.

• **Wisconsin Southern Gas Co.**

Dec. 12, 1960 it was reported in a company prospectus that an undetermined amount of capital stock or bonds will be sold in 1961-1962. Proceeds—For the repayment of short-term bank loans incurred for property additions. Office—Sheridan Springs Road, Lake Geneva, Wis. Underwriter—The Milwaukee Co., Milwaukee, Wis.

# WASHINGTON AND YOU

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



WASHINGTON, D. C.—The Kennedy Administration is going to take a crack next year at solving the complex, controversial, and baffling transportation dilemma. It will be the first step in this direction for this Administration, but only the latest in a long line of attempts to make order out of chaos dating back more than a half-century.

The White House now has a series of recommendations turned over the first of this month by Commerce Secretary Hodges. The Department set up a special task force to conduct a study, collected lengthy views from trucks, railroads, waterways operators, airlines, shippers, unions, and just about anybody concerned with the problem. Then it went back and reviewed the massive pile of previous studies of the industry, boiled down the results to a half-dozen recommendations, and sent them to the President.

White House officials do not plan to make their suggestions public yet. They don't want the inter-industry fight to get started too soon. Rather, they plan to review the recommendations, collect the view of the independent regulatory agencies involved—the Interstate Commerce Commission, Civil Aeronautics Board, and others—and then present the results in a message to Congress early next year.

General tack of the recommendations has been "leaked" by various officials, however, and some industry leaders have reportedly seen them.

## Program Outlined

Under Secretary of Commerce Clarence D. Martin, Jr., outlined the findings in a recent speech. He listed five major goals which the White House is expected to seek next year.

(1) Realistic tax and equipment depreciation policies for all carriers. The Federal Government should declare unjust state and local taxes on transportation as unlawful burdens on interstate commerce, and thus knock them out.

(2) The entire rate-making policy structure should be overhauled to stop rate-cutting which damages one type of carrier.

(3) The Federal Government should not be allowed to obtain free transportation or reduced rates from common carriers. Instead, it should comply with the regulatory process and pay transportation charges subject to the same standards as those governing private shippers.

(4) The country's policy of user charges should be clear and definite. Trucks, through gas and other special taxes, and airlines, through taxes and various fees, now pay to use facilities and services provided by the Federal Government. User fees should be extended to other carriers as well. At the same time, however, ICC rate-making policies should be revised to prevent other types of carriers from gaining an undue competitive advantage over water carriers.

The program being put together at the White House is aimed especially at clearing up the problems suffered by common carriers in competition with the growing use of private and contract carriers. Common carriers are suffering from economic stagnation, carrying a decreasing percentage of total freight traffic.

This stems from various tax laws and regulatory red tape which often makes it more economical for a large shipper to either operate his own trucks or

freight cars, or to contract to a single transportation firm to have its goods hauled.

This trend is heightened by what the common carriers call the "gray area" of transportation regulation. This is the legal gap between what constitutes for-hire carriage, and what constitutes contract or private carriage. The circumstances under which a private or contract carrier can accept a return load without violating Federal laws is badly defined, and this has caused considerable headaches for regulators and common carriers alike.

## Truck-Rail Battle

Not the least of the problems facing the Administration and Congress in trying to make order of current transportation chaos is the bitter battle underway between the railroads and trucking operators.

The truck interests claim rules favor railroads in permitting them to set rates without regard to the impact on other forms of transportation.

This is an outgrowth of the last big attempt to cure the transportation ills—the 1958 Transportation Act, which gave the railroads this right in an effort to bolster their sagging revenues. Truck and waterway operators last year pushed hard for a measure (S. 1197, sponsored by Sen. Bartlett, D., Alaska), which would have required the ICC to consider the impact of rail rate cuts on competing transporters.

The railroads labeled the measure the "Hoffa" bill, after the Teamster Union President, and after long and bitter hearings, it was shelved.

Truckers are also fighting hard to block the growing use of piggyback plans in which truck trailers owned by railroads or freight forwarders, or anyone but a truck common carrier, are moved by flatcar. They claim that the railroads are charging unreasonably low rates just to get the business away from trucks, and that the results will be disastrous.

Piggyback, say the financially hard-pressed railroads, is their salvation. They want more rate freedom, not less.

Congress will face a real dilemma when the issue comes up for settlement next year or in 1963. No matter how hard the trucks argue against various railroad rate practices, the fact remains that the railroads are in financial trouble.

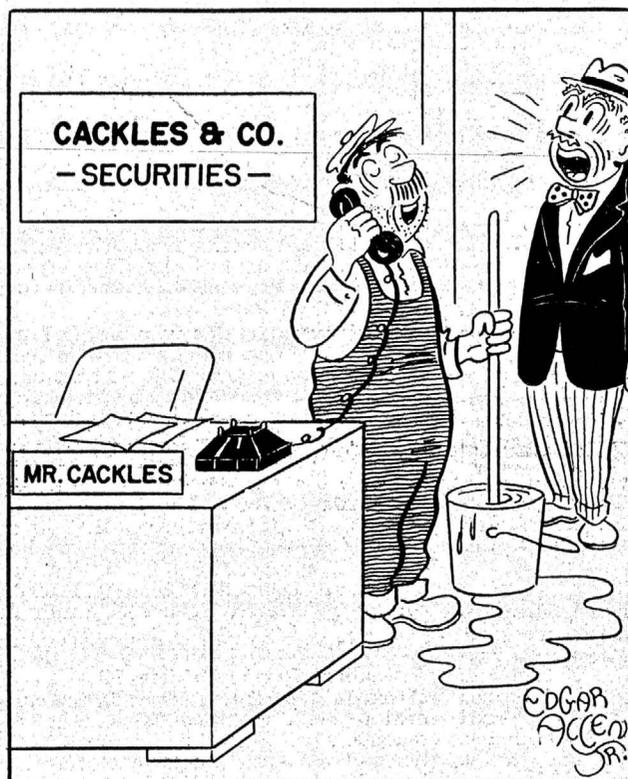
Many pending railroad merger plans—the New York Central and Pennsylvania; the Chesapeake & Ohio and the Baltimore & Ohio, and a host of others—are likely to be approved by government regulators, in an attempt to strengthen the rail industry.

Therefore, the first steps in an effort to solve the problem will probably be to try other ways of strengthening all carriers, leaving this major controversy for later.

## Tax Help Planned

For instance, tax and depreciation help is a major goal of all carriers—and one that won't start any new fights if applied evenly. The Administration has already started a study of easing depreciation to give higher tax write-offs by shortening the so-called "useful lives" of equipment.

This is the minimum period in which a piece of equipment may be written off for tax purposes. Shortening this period by 20% to 40% on a truck trailer, boxcar, machine shop equipment, and other facilities will not only improve the carriers' financial posi-



"I wish you'd stop giving financial advice when I'm out of the office, Meatball!"

tions, but encourage purchases of new equipment sooner—when old equipment is fully depreciated.

In addition, the White House and the tax-writing House Ways and Means Committee are attempting to get together on a special tax incentive for new equipment purchases. Under this plan, tentatively approved this year by the Committee, a firm could net an extra write-off of about 8% of the cost of new equipment in the year it is purchased.

Other possibilities for early action to ease the problem of deciding the major issues include: Repeal of the 10% passenger tax; financial help for cities to revive and modernize commuter and local transit services; continue guaranteeing private loans to railroads.

## "Studied to Death"

Unfortunately, the transportation industry has just about been studied to death. In the first 10 months of the Kennedy Administration, for instance, the White House set up a long study (the Landis report), the Senate Commerce Committee purchased a long study by outside experts (the Doyle report), and the Commerce Department set up a study.

In the last year of the Eisenhower Administration, the Commerce Department made a detailed study (the Weeks Report), and earlier had conducted a long study which led to the 1958 Act. Almost every Administration conducts a half-dozen studies, but the industry is still mired in economic difficulties and fighting among itself.

If the new attempt to cure the ills follows past efforts, the final

outcome will be a series of jerry-rigged compromises — and the problems will go on.

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

## Form Jules Grossbard Co.

GREAT NECK, N. Y. — Jules Grossbard & Co., Inc. has been formed with offices at 23 Beverly Road to engage in a securities business. Jules Grossbard is a principal of the firm.

## Arthur Rosenwasser Co.

Arthur J. Rosenwasser Co. is engaging in a securities business from offices at 95 Broad Street, New York City. Principals are Arthur J. Rosenwasser and Ralph M. Thomas.

## New Cohon Branch

LOS ANGELES, Calif. — Morris Cohon & Co. has opened a branch office at 510 South Spring Street under the direction of William Finerman.

## Equity Securities Branch

SALT LAKE CITY, Utah—Equity Securities Corporation has opened a branch office at 643 East Fourth South Street under the direction of A. Sherman Gowans.

## Ken. Edwards Co. Opens

BLOOMSBURG, Pa.—Kenneth J. Edwards has formed Kenneth J. Edwards and Company with offices at 304 West Fourth Street to engage in a securities business.

# COMING EVENTS

IN INVESTMENT FIELD

Nov. 24, 1961 (Montreal, Canada) Montreal Bond Traders Association 34th annual dinner at the Ritz Carlton Hotel.

Nov. 26-Dec. 1, 1961 (Hollywood, Fla.)

Investment Bankers Association Annual Convention at Hollywood Beach Hotel and the Diplomat Hotel.

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

Jan. 29, 1962 (Chicago, Ill.) Investment Traders Association of Chicago annual midwinter dinner at the Ambassador West.

March 30, 1962 (New York City) New York Security Dealers Association 36th Annual Dinner at the Waldorf Astoria Hotel.

April 8-10, 1962 (San Antonio, Tex.)

Texas Group of Investment Bankers Association of America, annual meeting at the St. Anthony Hotel.

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

Sept. 23-26, 1962 (Atlantic City, N. J.)

American Bankers Association annual convention.

Nov. 4, 1962 (Boca Raton, Fla.) National Security Traders Association Convention.

April 27-May 1, 1963 (Boston, Mass.)

National Association of Mutual Savings Banks 43rd annual conference at the Hotel Statler.

## With Godnick & Son

BEVERLY HILLS, Calif.—Martin Presler has become connected with Godnick & Son, Inc., 223 South Beverly Drive. He was formerly with Bache & Co. and E. F. Hutton & Co.

## Holton, Henderson Adds

BEVERLY HILLS, Calif. — Fred Thomas has been added to the staff of Holton, Henderson & Co., 9731 Santa Monica Blvd. He has recently been with Thomas Jay, Winston & Co., Inc.

## Lee-Mosson in N. Y. C.

Lee-Mosson & Co., Inc. is engaging in a securities business from offices at 82 Beaver Street, New York City. Officers are George N. Mosson, President; Arthur T. Browner, Vice-President; and Lee J. Braunstein, Secretary-Treasurer. All were formerly with Joseph Nadler & Co.

## Form Chermil Capital

Chermil Capital Corporation is engaging in a securities business from offices at 32 Broadway, New York City.

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